



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

Thursday August 29, 2019 at 3:00 p.m.
NLTRA Conference Room – Upstairs
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (712) 770-4010

Enter Participant code: 775665#

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 Sicen
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:**
 - **7/31/19 Meeting Minutes [MOTION] Pg. 1**
- **Review and Approval of Preliminary June and July 2019 Financials:**
 - **Review Staff Report of Financial Performance Pg. 2**
 - **NLTRA 6/30/19 Financials Approval [MOTION] Pg. 4**
 - **NLTMC 6/30/19 Financials Review Pg. 25**
 - **NLTRA 7/31/19 Financials Approval [MOTION] Pg. 32**
 - **NLTMC 7/31/19 Financials Review Pg. 51**
- **Items for Committee Review, Discussion/or Recommendations**
 - **TBID Update**
- **Supplemental Information**
 - **July 2019 Dashboard Report..... Pg. 58**
- **Approval of Interim CEO Expenses July 2019 [MOTION]..... Pg. 59**
- **Agenda Input for Next Finance Committee Meeting**
- **Next Meeting Date**
- **Committee Member Comments**
- **Adjourn**



FINANCE COMMITTEE MEETING - Minutes Draft

Wednesday July 31, 2019 at 2:30 P.M.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established 2:34 PM (5)
- B. Roll Call:
 - Members in Attendance: Christy Beck – Treasurer, Jim Phelan – Board Member
 - Members via Phone: Ramona Cruz, David Brown (2:35 PM), Michael Salmon (2:41 PM)
 - 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; Jim Phelan/Ramona Cruz, Approved 4-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve June 27th, 2019 Finance Committee meeting minutes; Ramona Cruz/Jim Phelan 4-0-0
- F. Review of June 30, 2019 Preliminary Financials
 - Review Staff Report – Preliminary June 30, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
 - Review NLT Marketing Coop June 30, 2019 preliminary financials.
- G. Items for Committee Review, Discussion and/or Recommendations
 - **None**
- H. Supplemental Information
 - Review of June 2019 Dashboard Report
- I. Approval of Interim CEO Expenses for June 2019
 - **MOTION** to approve Interim CEO Expenses for June 2019; David Brown/Ramona Cruz, approved 5-0-0
- J. Agenda Input for Next Finance Committee Meeting
 - Discuss 2020 Membership cash position in August 2019 Finance Committee Meeting.
 - June 2019 Financials & Account Reconciliations will be presented for approval in August 2019 Finance Committee Meeting.
 - Discuss TBID Budget in August 2019 or September 2019 Finance Committee Meeting.
- K. Next Meeting Date – August 29th, 2019 at 3:00 PM
- L. Committee Member Comments
 - **None**
- M. Adjourn 3:15 PM



north lake tahoe

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Finance Committee Staff Report

Date: 08/27/19

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.

- Cash balance on June 30, 2019 of \$664,000 was 26% or \$231,000 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 \$31,000 up \$7,000 from prior year due to timing.
- The Accounts Receivable – TOT balance of \$342,000 reflected the County TOT funding invoices and will be reclassified to the Deferred Revenue County account..
- Membership dues and other membership related accounts receivable totaled \$3,000, reflecting an adjusted balance for unearned and uncollected membership fees. The balance is considered collectible, although an allowance for doubtful accounts is carried at \$1,587.
- 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 \$74,000 were \$31,000 greater than prior year due primarily to timing and higher expenditures in the month.
- Wages and related liabilities of \$155,000 were \$17,000 or 12% greater than prior year. Wages, commissions, 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 PTO liability was \$4,000 or 8% higher than prior year. Both were impacted by wage and incentive adjustments put in place with the staff restructuring.
- Accrued Expenses of \$57,000 were \$8,000 greater than prior year and include the balance of contracts entered into during fiscal year 2018/19 with balances due to be paid in 2019/20. This is agreed to within the County contract.
- Deferred Revenue-Member Dues of \$58,000 was \$1,000 greater than prior year and reflected an adjustment 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. The Account Receivable County balance of \$342,133 will be reclassified to decrease this Deferred Revenue account.
- YTD consolidated net loss of \$3,000 at month end June represented Membership's negative net results YTD of \$2,000, and \$1,000 net loss that will be offset with a reclass of TOT funding. Preliminary results indicate net expenditures will be approximately \$135,000 less than originally budgeted for the departments supported by TOT funding.

Additional details will be distributed prior to the Finance Committee meeting.

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	11,572	6,195	5,377	87%	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	88,355	49,888	56%	88,355
10950 · Cash in Drawer	1,678	597	1,081	181%	597
Total Checking/Savings	663,897	894,867	(230,970)	(26%)	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	31,420	24,331	7,089	29%	24,331
1290-00 · A/R - TOT	342,133	0	342,133	100%	0
Total Accounts Receivable	373,553	24,331	349,222	1,435%	24,331
Other Current Assets					
1200-99 · AR Other	10	(41)	51	124%	(41)
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	2,696	3,417	(721)	(21%)	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	6,731	6,287	444	7%	6,287
1201-02 · Allowance for Doubtful Accounts	(1,587)	(2,500)	913	37%	(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%)	28,203
Total 12100 · Inventory Asset	22,853	28,203	(5,350)	(19%)	28,954
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	45,320	61,553	(16,233)	(26%)	61,553
Total Current Assets	1,082,770	980,751	102,019	10%	980,751
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	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	100	1,000	(900)	(90%)	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	19,914	27,267	(7,353)	(27%)	27,267
Total Other Assets	19,914	27,267	(7,353)	(27%)	27,267
TOTAL ASSETS	<u>1,104,092</u>	<u>1,011,059</u>	<u>93,033</u>	<u>9%</u>	<u>1,011,059</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	73,605	42,156	31,449	75%	42,156
Total Accounts Payable	73,605	42,156	31,449	75%	42,156
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	9,775	3,072	6,703	218%	3,072
2175-00 · 401 (k) Plan	4,369	1,157	3,212	278%	1,157
2180-00 · Estimated PTO Liability	52,993	49,004	3,989	8%	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	155,062	138,185	16,877	12%	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	827	853	(26)	(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	3,137	2,794	343	12%	2,794
2250-00 · Accrued Expenses	57,490	49,521	7,969	16%	49,521
2400-42 · Marketing Co-op	0	67,000	(67,000)	(100%)	67,000
2400-60 · Deferred Revenue- Member Dues	57,969	56,979	990	2%	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	0	4,202	(4,202)	(100%)	4,202
2900-00 · Due To/From County of Placer	(5,638)	229,432	(235,070)	(102%)	229,432
Total Other Current Liabilities	619,165	548,648	70,517	13%	548,648
Total Current Liabilities	692,770	596,708	96,062	16%	596,708
Total Liabilities	692,770	596,708	96,062	16%	596,708
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	(3,029)	(5,239)	2,210	42%	(5,239)
Total Equity	411,323	414,352	(3,029)	(1%)	414,352
TOTAL LIABILITIES & EQUITY	<u>1,104,093</u>	<u>1,011,060</u>	<u>93,033</u>	<u>9%</u>	<u>1,011,060</u>

North Lake Tahoe Resort Association

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>
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
Edgewood Tahoe	0.00	5,672.10	0.00	0.00	0.00	5,672.10
Harrah's/Harveys Casino	4,768.26	0.00	0.00	0.00	2,358.20	7,126.46
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	0.00	4,244.50	4,244.50
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>328,316.72</u>	<u>37,018.98</u>	<u>0.00</u>	<u>1,615.00</u>	<u>6,602.70</u>	<u>373,553.40</u>



north lake tahoe
 Chamber / CVB / 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
Debbie Pomerantz*	432.67	0.00	0.00	0.00	0.00	432.67
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
Porter Simon*	1,480.00	0.00	0.00	0.00	0.00	1,480.00
Principal Financial Group	0.00	1,789.30	0.00	0.00	0.00	1,789.30
Print Art/Sierra Mail*	853.72	0.00	0.00	0.00	0.00	853.72
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

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>
Wholesale Resort Accessories, Inc.	56.50	0.00	0.00	0.00	21.50	78.00
TOTAL	<u><u>55,465.60</u></u>	<u><u>17,949.58</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>189.50</u></u>	<u><u>73,604.68</u></u>

North Lake Tahoe Resort Association

Profit & Loss

June 2019

Accrual Basis

	Jun 19	Jun 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	323,775	108,809	214,966	198%
4200-00 · Membership Dues Revenue	12,318	5,086	7,232	142%
4205-00 · Conference Dues	367	917	-550	-60%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards	0	85	-85	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,001	-2,001	-100%
4251-00 · Tues AM Breakfast Club	510	929	-419	-45%
4250-00 · Revenues-Membership Activities - Other	875	1,570	-695	-44%
Total 4250-00 · Revenues-Membership Activities	1,385	4,585	-3,200	-70%
4252-00 · Sponsorships	0	250	-250	-100%
4350-00 · Special Events (Marketing)	82,598	0	82,598	100%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	14,442	2,358	12,084	512%
4600-00 · Commissions - Other	2,649	7,916	-5,267	-67%
Total 4600-00 · Commissions	17,091	10,274	6,816	66%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	12	240	-228	-95%
46000 · Merchandise Sales - Other	13,582	11,163	2,419	22%
Total 46000 · Merchandise Sales	13,594	11,403	2,191	19%
Total Income	451,127	141,324	309,803	219%
Gross Profit	451,127	141,324	309,803	219%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	5,536	-1,951	7,488	384%
5020-00 · P/R - Tax Expense	2,971	8,246	-5,275	-64%
5030-00 · P/R - Health Insurance Expense	7,678	8,524	-846	-10%
5040-00 · P/R - Workmans Comp	1,064	0	1,064	100%
5060-00 · 401 (k)	2,476	2,353	123	5%
5070-00 · Other Benefits and Expenses	155	188	-33	-17%
5000-00 · Salaries & Wages - Other	53,578	23,702	29,875	126%
Total 5000-00 · Salaries & Wages	73,459	41,062	32,397	79%
5100-00 · Rent				
5110-00 · Utilities	777	1,201	-424	-35%
5140-00 · Repairs & Maintenance	87	4,454	-4,368	-98%
5150-00 · Office - Cleaning	1,680	1,655	25	2%
5100-00 · Rent - Other	13,058	12,780	278	2%
Total 5100-00 · Rent	15,602	20,090	-4,489	-22%
5310-00 · Telephone				
5320-00 · Telephone	2,254	2,962	-708	-24%
Total 5310-00 · Telephone	2,254	2,962	-708	-24%
5420-00 · Mail - USPS	100	44	56	129%
5510-00 · Insurance/Bonding	3,814	264	3,549	1,342%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	130	4,658	-4,528	-97%
5520-00 · Supplies - Other	7,136	1,545	5,591	362%
Total 5520-00 · Supplies	7,266	6,204	1,062	17%
5610-00 · Depreciation	118	149	-31	-21%
5700-00 · Equipment Support & Maintenance	66	2,420	-2,354	-97%
5710-00 · Taxes, Licenses & Fees	823	2,458	-1,635	-67%
5740-00 · Equipment Rental/Leasing	1,108	1,132	-24	-2%

North Lake Tahoe Resort Association

Profit & Loss

June 2019

Accrual Basis

	Jun 19	Jun 18	\$ Change	% Change
5800-00 · Training Seminars	1,749	781	968	124%
5850-00 · Artist of Month - Commissions	0	253	-253	-100%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,480	80	1,400	1,750%
5921-00 · Professional Fees - Other	46,120	5,363	40,758	760%
Total 5900-00 · Professional Fees	47,600	5,443	42,158	775%
5941-00 · Research & Planning	0	10,196	-10,196	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	22,750	85,347	-62,597	-73%
6018-00 · Business Assoc. Grants	20,000	10,000	10,000	100%
Total 6020-00 · Programs	42,750	95,347	-52,597	-55%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	82,598	2,800	79,798	2,850%
6421-05 · No Barriers	5,229	0	5,229	100%
6421-08 · Tough Mudder	0	40,000	-40,000	-100%
6421-09 · Wanderlust	8,340	7,327	1,013	14%
Total 6420-01 · Sponsorships	96,167	50,127	46,040	92%
6421-00 · New Event Development	90,262	3,085	87,178	2,826%
6422-00 · Event Media				
6422-06 · Music Campaign	0	860	-860	-100%
Total 6422-00 · Event Media	0	860	-860	-100%
6424-00 · Event Operation Expenses	6,474	7,585	-1,111	-15%
Total 6420-00 · Events	192,904	61,657	131,246	213%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,385	1,594	-209	-13%
6436-00 · Membership - Wnt/Sum Rec Lunch	23	15	8	54%
6437-00 · Tuesday Morning Breakfast Club	0	486	-486	-100%
6442-00 · Public Relations/Website	1	3,765	-3,764	-100%
6444-00 · Trades	-1,430	825	-2,255	-273%
6423-00 · Membership Activities - Other	2,844	0	2,844	100%
Total 6423-00 · Membership Activities	2,822	6,684	-3,862	-58%
6730-00 · Marketing Cooperative/Media	121,652	144,215	-22,563	-16%
6742-00 · Non-NLT Co-Op Marketing Program	4,698	11,607	-6,909	-60%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	3,425	6,735	-3,310	-49%
6743-03 · Touch Lake Tahoe	0	63	-63	-100%
6743-04 · High Notes	11,635	16,200	-4,565	-28%
6743-05 · Peak Your Adventure	16,335	20,300	-3,965	-20%
Total 6743-00 · BACC Marketing Programs	31,395	43,297	-11,902	-28%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	176	137	39	29%
52500 · Purchase Discounts	-0	0	-0	-100%
59900 · POS Inventory Adjustments	68	20	48	242%
8100-00 · Cost of Goods Sold - Other	7,507	5,837	1,670	29%
Total 8100-00 · Cost of Goods Sold	7,750	5,993	1,756	29%
8200-00 · Associate Relations	253	1,948	-1,695	-87%
8300-00 · Board Functions	2,875	0	2,875	100%
8500-00 · Credit Card Fees	837	830	7	1%
8600-00 · Additional Opportunitites	2,088	0	2,088	100%
8700-00 · Automobile Expenses	800	578	222	39%
8750-00 · Meals/Meetings	366	260	106	41%
8810-00 · Dues & Subscriptions	-535	655	-1,190	-182%

North Lake Tahoe Resort Association Profit & Loss

Accrual Basis

June 2019

	Jun 19	Jun 18	\$ Change	% Change
8910-00 · Travel	1,166	0	1,166	100%
8920-00 · Bad Debt	2,586	4,483	-1,897	-42%
Total Expense	568,366	471,013	97,353	21%
Net Ordinary Income	-117,239	-329,689	212,450	64%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	23	23	0	0%
Total Other Income	23	23	0	0%
Net Other Income	23	23	0	0%
Net Income	-117,216	-329,666	212,450	64%

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	323,775	321,077	2,698	3,673,546	3,811,191	(137,645)	3,811,191
4200-00 · Membership Dues Revenue	12,318	10,700	1,618	138,397	128,000	10,397	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	14,442	1,671	12,771	22,859	20,004	2,855	20,004
4600-00 · Commissions - Other	2,649	2,500	149	49,615	30,000	19,615	30,000
Total 4600-00 · Commissions	17,091	4,171	12,920	72,474	50,004	22,470	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	451,127	354,361	96,766	4,148,915	4,174,105	(25,190)	4,174,105
Gross Profit	451,127	354,361	96,766	4,148,915	4,174,105	(25,190)	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	1,064	1,093	(29)	7,908	11,912	(4,004)	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	53,578	89,873	(36,295)	1,009,329	1,068,071	(58,742)	1,068,071
Total 5000-00 · Salaries & Wages	73,459	114,499	(41,040)	1,273,811	1,357,111	(83,300)	1,357,111
5100-00 · Rent							
5110-00 · Utilities	777	928	(151)	11,649	12,191	(542)	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	15,602	4,193	11,409	186,966	210,559	(23,593)	210,559
5310-00 · Telephone							
5320-00 · Telephone	2,254	2,129	125	26,595	25,548	1,047	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	2,254	2,590	(336)	26,620	31,083	(4,463)	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	(8,586)	5,207
5510-00 · Insurance/Bonding	3,814	485	3,329	10,838	6,138	4,700	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	130	125	5	7,013	7,600	(587)	7,600
5520-00 · Supplies - Other	7,136	1,650	5,486	20,940	21,493	(553)	21,493
Total 5520-00 · Supplies	7,266	1,775	5,491	27,953	29,093	(1,140)	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	1,480	750	730	2,600	9,000	(6,400)	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	47,600	52,042	(4,442)	84,780	109,000	(24,220)	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	5,229	4,000	1,229	13,779	12,400	1,379	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	96,167	22,350	73,817	501,482	447,225	54,257	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	192,904	25,767	167,137	633,266	513,225	120,041	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	1,385	0	1,385	27,155	27,500	(345)	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	0	0
6442-00 · Public Relations/Website	1	344	(343)	14,269	5,628	8,641	5,628
6444-00 · Trades	(1,430)	0	0	0	0	0	0
6423-00 · Membership Activities - Other	2,844	0	2,844	16,266	0	16,266	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 Opportunitites	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	(535)	852	(1,387)	7,406	10,220	(2,814)	10,220
8910-00 · Travel	1,166	0	1,166	4,820	6,600	(1,780)	6,600
8920-00 · Bad Debt	2,586	0	2,586	8,419	0	8,419	0
Total Expense	568,366	347,135	221,231	4,152,221	4,164,361	(12,140)	4,164,361
Net Ordinary Income	(117,239)	7,226	(124,465)	(3,306)	9,744	(13,050)	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	(117,216)	7,226	(124,442)	(3,029)	9,744	(12,773)	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	324,794	290,503	34,290	2,959,839	3,038,206	(78,367)	3,038,206
4350-00 · Special Events (Marketing)	82,598	0	82,598	82,598	0	82,598	0
Total Income	407,391	290,503	116,888	3,042,437	3,038,206	4,231	3,038,206
Gross Profit	407,391	290,503	116,888	3,042,437	3,038,206	4,231	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	2,700	4,080	(1,380)	48,569	48,960	(391)	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	17,780	26,405	(8,625)	290,141	324,457	(34,316)	324,457
Total 5000-00 · Salaries & Wages	23,821	35,114	(11,293)	390,571	429,883	(39,312)	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	580	125	455	580	1,500	(920)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	5,000	(5,000)	5,000
Total 5900-00 · Professional Fees	580	542	38	580	6,500	(5,920)	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	5,229	4,000	1,229	13,779	12,400	1,379	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	96,167	22,350	73,817	501,482	447,225	54,257	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	193,092	25,767	167,325	633,453	513,225	120,228	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	411,164	217,257	193,907	2,620,604	2,595,264	25,340	2,595,264
Net Ordinary Income	(3,773)	73,246	(77,019)	421,833	442,942	(21,109)	442,942
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			259			
Total Other Income	23			259			
Other Expense							
8990-00 · Allocated	51,751	75,237	(23,486)	422,093	444,932	(22,839)	444,932
Total Other Expense	51,751	75,237	(23,486)	422,093	444,932	(22,839)	444,932
Net Other Income	(51,728)	(75,237)	23,508	(421,833)	(444,932)	23,099	(444,932)
Net Income	(55,501)	(1,990)	(53,511)	0	(1,990)	1,990	(1,990)

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

Accrual Basis

30 - Conference

	<u>Jun 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '18 - Jun 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	8,097	34,776	(26,680)	331,305	357,974	(26,669)	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	14,442	1,671	12,771	22,859	20,004	2,855	20,004
4600-00 · Commissions - Other	2,649	2,500	149	49,615	30,000	19,615	30,000
Total 4600-00 · Commissions	17,091	4,171	12,920	72,474	50,004	22,470	50,004
Total Income	25,554	39,772	(14,218)	410,608	417,878	(7,270)	417,878
Gross Profit	25,554	39,772	(14,218)	410,608	417,878	(7,270)	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	1,810	1,633	177	21,392	19,590	1,802	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	8,381	13,236	(4,855)	141,542	158,827	(17,285)	158,827
Total 5000-00 · Salaries & Wages	17,239	17,478	(239)	205,169	209,720	(4,551)	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			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	1,650			2,383			
Total Expense	31,027	29,752	1,275	352,490	356,954	(4,464)	356,954
Net Ordinary Income	(5,473)	10,020	(15,494)	58,118	60,924	(2,806)	60,924
Other Income/Expense							
Other Expense							
8990-00 · Allocated	7,126	10,292	(3,167)	58,118	61,196	(3,078)	61,196
Total Other Expense	7,126	10,292	(3,167)	58,118	61,196	(3,078)	61,196
Net Other Income	(7,126)	(10,292)	3,167	(58,118)	(61,196)	3,078	(61,196)
Net Income	(12,599)	(272)	(12,327)	(0)	(272)	272	(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	(9,896)	(4,983)	(4,913)	373,711	406,271	(32,560)	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	3,698	7,517	(3,818)	484,595	510,771	(26,176)	510,771
Gross Profit	3,698	7,517	(3,818)	484,595	510,771	(26,176)	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	1,308	1,806	(498)	17,920	21,672	(3,752)	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	20,129	15,925	4,204	172,954	173,103	(149)	173,103
Total 5000-00 · Salaries & Wages	23,781	20,859	2,922	216,107	225,667	(9,560)	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	5,851	473	5,378	11,547	7,375	4,172	7,375
Total 5520-00 · Supplies	5,851	598	5,253	12,986	8,875	4,111	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	46,669	(6,635)	53,304	405,342	436,205	(30,863)	436,205
Net Ordinary Income	(42,971)	14,152	(57,123)	79,253	74,566	4,687	74,566
Other Income/Expense							
Other Expense							
8990-00 · Allocated	9,717	5,369	4,348	79,252	74,783	4,469	74,783
Total Other Expense	9,717	5,369	4,348	79,252	74,783	4,469	74,783
Net Other Income	(9,717)	(5,369)	(4,348)	(79,252)	(74,783)	(4,469)	(74,783)
Net Income	(52,688)	8,783	(61,471)	0	(217)	217	(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	(1,172)	567	(1,738)	7,036	6,798	238	6,798
Total 5000-00 · Salaries & Wages	(1,266)	630	(1,896)	7,154	7,561	(407)	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	(1,266)	630	(1,896)	8,386	7,561	825	7,561
Net Ordinary Income	2,047	151	1,896	304	1,179	(875)	1,179
Other Income/Expense							
Other Expense							
8990-00 · Allocated	144	152	(8)	1,174	1,180	(6)	1,180
Total Other Expense	144	152	(8)	1,174	1,180	(6)	1,180
Net Other Income	(144)	(152)	8	(1,174)	(1,180)	6	(1,180)
Net Income	<u>1,903</u>	<u>(1)</u>	<u>1,904</u>	<u>(870)</u>	<u>(1)</u>	<u>(869)</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	12,318	10,700	1,618	138,397	128,000	10,397	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	13,703	15,788	(2,085)	202,585	198,510	4,075	198,510
Gross Profit	13,703	15,788	(2,085)	202,585	198,510	4,075	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	416	888	(472)	11,203	10,656	547	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	4,226	6,553	(2,327)	80,103	78,636	1,467	78,636
Total 5000-00 · Salaries & Wages	3,544	6,948	(3,404)	82,678	83,382	(704)	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	1,385	0	1,385	27,155	27,500	(345)	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	(1,430)			0	0	0	0
6423-00 · Membership Activities - Other	2,844	0	2,844	16,266	0	16,266	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	936			6,036	0	6,036	0
Total Expense	8,652	13,174	(4,522)	178,180	161,240	16,940	161,240
Net Ordinary Income	5,051	2,614	2,437	24,405	37,270	(12,865)	37,270
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,239	1,908	1,331	26,418	25,046	1,372	25,046
Total Other Expense	3,239	1,908	1,331	26,418	25,046	1,372	25,046
Net Other Income	(3,239)	(1,908)	(1,331)	(26,418)	(25,046)	(1,372)	(25,046)
Net Income	1,812	706	1,106	(2,013)	12,224	(14,237)	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	1,300	2,648	(1,347)	20,951	31,770	(10,819)	31,770
5040-00 · P/R - Workmans Comp	497	249	248	2,058	2,251	(193)	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	4,233	27,188	(22,954)	317,553	326,250	(8,697)	326,250
Total 5000-00 · Salaries & Wages	6,196	33,470	(27,274)	372,132	400,898	(28,766)	400,898
5100-00 · Rent							
5110-00 · Utilities	80	123	(43)	1,821	1,476	345	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	2,782	2,882	(100)	39,128	34,580	4,548	34,580
5310-00 · Telephone							
5320-00 · Telephone	1,056	1,000	56	9,703	12,000	(2,297)	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	1,056	1,000	56	9,728	12,000	(2,272)	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	3,814	0	3,814	8,540	205	8,335	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	130	0	130	3,126	2,000	1,126	2,000
5520-00 · Supplies - Other	993	625	368	6,412	7,500	(1,088)	7,500
Total 5520-00 · Supplies	1,123	625	498	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	900	625	275	2,020	7,500	(5,480)	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	47,020	51,125	(4,105)	84,200	101,000	(16,800)	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 Opportunit	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	(723)	275	(998)	4,275	3,300	975	3,300
Total Expense	71,976	92,957	(20,981)	587,219	607,137	(19,918)	607,137
Net Ordinary Income	(71,976)	(92,957)	20,981	(587,219)	(607,137)	19,918	(607,137)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(71,976)	(92,957)	20,981	(587,055)	(607,137)	20,082	(607,137)
Total Other Expense	(71,976)	(92,957)	20,981	(587,055)	(607,137)	20,082	(607,137)
Net Other Income	71,976	92,957	(20,981)	587,072	607,137	(20,065)	607,137
Net Income	0	0	0	(147)	0	(147)	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	(242,163)	(38%)	631,697
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	356,857	442,239	(85,382)	(19%)	442,239
Total Accounts Payable	356,857	442,239	(85,382)	(19%)	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	356,857	442,264	(85,407)	(19%)	442,264
Total Liabilities	356,857	442,264	(85,407)	(19%)	442,264
Equity					
32000 · Unrestricted Net Assets	189,433	176,268	13,165	7%	176,268
Net Income	(156,756)	13,164	(169,920)	(1,291%)	13,164
Total Equity	32,677	189,432	(156,755)	(83%)	189,432
TOTAL LIABILITIES & EQUITY	389,534	631,696	(242,162)	(38%)	631,696

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
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
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
Richter7	192,882.32	0.00	0.00	0.00	0.00	192,882.32
Sarah Winters	247.04	0.00	0.00	0.00	0.00	247.04
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
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><u>356,856.69</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>356,856.69</u></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	188,156	188,156	2,409,827	2,409,822	2,409,822
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	0	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	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	0	40,479	40,479
5025-00 · Expedia	0	0	0	30,000	30,000
Total 5000-00 · CONSUMER MARKETING	199,327	131,298	1,284,679	1,175,279	1,175,279
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	0	4,860	5,000	5,000
5150-00 · China Program	0	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	0	7,665	0	0
5154-00 · Canada - Other	0	0	27,456	25,000	25,000
Total 5154-00 · Canada	402	0	35,121	25,000	25,000
5155-00 · California Star Program	0	0	3,500	3,500	3,500
Total 5110-00 · LEISURE SALES	23,354	2,250	224,579	235,445	235,445
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	(2,537)	0	1,605	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	6,694	9,500	114,904	134,145	134,145
6106-00 · CalSAE Seasonal Spectacular	2,537	0	0	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 · HSVC - 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	21,922	24,000	29,204	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	67,158	51,627	388,271	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	374,494	243,371	2,566,583	2,409,825	2,409,825
Net Income	(186,338)	(55,215)	(156,756)	(3)	(3)

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

July 31, 2019

North Lake Tahoe Resort Association
Balance Sheet
As of July 31, 2019

Accrual Basis

	Jul 31, 19	Jul 31, 18	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	400	189	211	112%
1003-00 · Cash - Operations BOTW #6712	805,824	701,932	103,891	15%
1007-00 · Cash - Payroll BOTW #7421	42,282	10,813	31,469	291%
1008-00 · Marketing Reserve - Plumas	50,250	50,175	75	0%
1009-00 · Cash Flow Reserve - Plumas	100,667	100,466	201	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	135,201	83,406	51,795	62%
10950 · Cash in Drawer	392	302	90	30%
Total Checking/Savings	1,164,597	976,864	187,733	19%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	27,803	22,823	4,980	22%
1290-00 · A/R - TOT	680,210	285,445	394,765	138%
Total Accounts Receivable	708,014	308,268	399,745	130%
Other Current Assets				
1200-99 · AR Other	30	(41)	71	174%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	13,935	15,745	(1,810)	(12)%
1201-03 · Member AR - Other	2,610	0	2,610	100%
1201-00 · Member Accounts Receivable - Other	0	2,390	(2,390)	(100)%
Total 1201-00 · Member Accounts Receivable	16,545	18,135	(1,590)	(9)%
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,500)	(275)	(11)%
12100 · Inventory Asset				
25300 · Gift Cards Outstanding	15	0	15	100%
12100 · Inventory Asset - Other	25,796	26,265	(469)	(2)%
Total 12100 · Inventory Asset	25,811	26,265	(454)	(2)%
1299 · Receivable from NLTMC	5,661	5,649	12	0%
1490-00 · Security Deposits	1,610	1,250	360	29%
Total Other Current Assets	46,882	48,758	(1,876)	(4)%
Total Current Assets	1,919,492	1,333,891	585,602	44%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%
1740-00 · Computer Equipment	8,436	8,436	0	0%
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,435)	0	0%
1750-00 · Computer Software	21,520	21,520	0	0%
1751-00 · Accum. Amort. - Software	(20,231)	(18,629)	(1,602)	(9)%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%
Total Fixed Assets	1,289	2,892	(1,602)	(55)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	14,833	8,666	6,166	71%
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90)%
1400-00 · Prepaid Expenses - Other	5,193	16,402	(11,209)	(68)%
Total 1400-00 · Prepaid Expenses	20,126	26,069	(5,942)	(23)%
Total Other Assets	20,126	26,069	(5,942)	(23)%
TOTAL ASSETS	1,940,908	1,362,851	578,057	42%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				

North Lake Tahoe Resort Association
Balance Sheet
As of July 31, 2019

Accrual Basis

	Jul 31, 19	Jul 31, 18	\$ Change	% Change
Accounts Payable				
2000-00 · Accounts Payable	516,031	12,747	503,285	3,948%
Total Accounts Payable	516,031	12,747	503,285	3,948%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-02 · MC_6765_Jason	0	15	(15)	(100)%
2080-10 · MC_9495_AI	0	555	(555)	(100)%
2080-11 · MC_3978_Amber	0	1,506	(1,506)	(100)%
2080-13 · MC_6903_Cindy	0	1,568	(1,568)	(100)%
2080-14 · MC_6193_Daphne	0	761	(761)	(100)%
Total 2080-00 · Bank of the West - Master Cards	0	4,405	(4,405)	(100)%
Total Credit Cards	0	4,405	(4,405)	(100)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	26,370	45,965	(19,595)	(43)%
2101-00 · Incentive Payable	63,651	47,961	15,690	33%
2102-00 · Commissions Payable	10,249	6,898	3,351	49%
2120-00 · Empl. Federal Tax Payable	11,473	5,421	6,052	112%
2175-00 · 401 (k) Plan	5,379	1,420	3,958	279%
2180-00 · Estimated PTO Liability	52,993	49,004	3,988	8%
Total 21000 · Salaries/Wages/Payroll Liabilit	170,114	156,670	13,445	9%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	1,331	943	389	41%
25500 · *Sales Tax Payable	3,349	3,217	132	4%
2190-00 · Sales and Use Tax Payable - Other	3	0	3	100%
Total 2190-00 · Sales and Use Tax Payable	4,683	4,159	524	13%
2250-00 · Accrued Expenses	45,946	49,521	(3,575)	(7)%
2400-42 · Marketing Co-op	0	1,000	(1,000)	(100)%
2400-60 · Deferred Revenue- Member Dues	63,325	65,935	(2,609)	(4)%
2500-00 · Deferred Revenue - TMBC	840	535	305	57%
2651-00 · Deferred Rev - Conference	0	8,525	(8,525)	(100)%
2700-00 · Deferred Rev. County	700,610	350,305	350,305	100%
2800-00 · Suspense	0	4,202	(4,202)	(100)%
2900-00 · Due To/From County of Placer	(5,638)	229,432	(235,070)	(103)%
Total Other Current Liabilities	979,881	870,284	109,596	13%
Total Current Liabilities	1,495,912	887,436	608,476	69%
Total Liabilities	1,495,912	887,436	608,476	69%
Equity				
32000 · Unrestricted Net Assets	(14,698)	(11,669)	(3,029)	(26)%
3300-11 · Designated Marketing Reserve	275,755	275,755	0	0%
3301 · Cash Flow Reserve	100,248	100,248	0	0%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	33,673	61,062	(27,389)	(45)%
Total Equity	444,996	475,414	(30,418)	(6)%
TOTAL LIABILITIES & EQUITY	1,940,908	1,362,851	578,057	42%

North Lake Tahoe Resort Association

A/R Aging Summary

As of July 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Augustine Agency	0.00	0.00	0.00	0.00	865.00	865.00
County of Placer	338,077.00	0.00	317,797.76	24,335.66	0.00	680,210.42
Harrah's/Harveys Casino	6,575.30	0.00	4,768.26	0.00	2,358.20	13,701.76
Incline Community Business Association	0.00	1,000.00	0.00	0.00	0.00	1,000.00
PlumpJack Squaw Valley Inn	429.00	0.00	781.40	0.00	0.00	1,210.40
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	4,244.50	4,244.50
Ritz-Carlton Lake Tahoe	0.00	0.00	3,009.78	0.00	0.00	3,009.78
Squaw Valley Resort	0.00	0.00	0.00	0.00	662.50	662.50
The Village at Squaw Valley	0.00	3,109.32	0.00	0.00	0.00	3,109.32
TOTAL	<u>345,081.30</u>	<u>4,109.32</u>	<u>326,357.20</u>	<u>24,335.66</u>	<u>8,130.20</u>	<u>708,013.68</u>



Aging by Revenue Item

As of 7/31/2019

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)									
11-20	Employees Membership Dues		\$335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$335.00
1-5	Employees Membership Dues		\$2,992.50	\$1,710.00	\$855.00	\$0.00	\$2,280.00	\$285.00	\$8,122.50
21-50	Employees Membership Dues		\$0.00	\$520.00	\$1,040.00	\$0.00	\$520.00	\$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		\$0.00	\$630.00	\$315.00	\$0.00	\$0.00	\$315.00	\$1,260.00
	Financial Institutions Membership		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$700.00
	Member dues prior FY Totals:		\$225.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$225.00
	Non-Profit Membership Dues Totals:		\$412.50	\$165.00	\$165.00	\$0.00	\$0.00	\$0.00	\$742.50
	1201-01 Member AR Membership		\$3,965.00	\$3,025.00	\$2,375.00	\$0.00	\$2,800.00	\$1,770.00	\$13,935.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable: Member AR - Other)									
	Community Awards Award Sponsor		\$0.00	\$0.00	\$0.00	\$565.00	\$0.00	\$0.00	\$565.00
	Community Awards Sapphire		\$0.00	\$0.00	\$0.00	\$1,265.00	\$0.00	\$0.00	\$1,265.00
	Community Awards Ticket Totals:		\$0.00	\$0.00	\$0.00	\$180.00	\$0.00	\$0.00	\$180.00
	Eblast Totals:		\$0.00	\$0.00	\$0.00	\$80.00	\$0.00	\$0.00	\$80.00
	Employee of the Year Award Totals:		\$0.00	\$0.00	\$0.00	\$65.00	\$0.00	\$0.00	\$65.00
	Tuesday Morning Breakfast Club		\$0.00	\$0.00	\$165.00	\$0.00	\$0.00	\$0.00	\$165.00
	Unpaid Silent Auction Items		\$0.00	\$0.00	\$290.00	\$0.00	\$0.00	\$0.00	\$290.00
	1201-03 Member Accounts Receivable		\$0.00	\$0.00	\$455.00	\$2,155.00	\$0.00	\$0.00	\$2,610.00
	GRAND TOTALS		\$3,965.00	\$3,025.00	\$2,830.00	\$2,155.00	\$2,800.00	\$1,770.00	\$16,545.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of July 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
ADP	378.76	0.00	0.00	0.00	0.00	378.76
Amber Burke	88.16	0.00	0.00	0.00	0.00	88.16
Anne-Karin Atwood*	79.89	0.00	0.00	0.00	0.00	79.89
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	391.80	228.93	0.00	0.00	0.00	620.73
Bank of the West Bank Card Center	7,954.35	0.00	0.00	0.00	0.00	7,954.35
Barb Kallestad	0.00	57.90	0.00	0.00	0.00	57.90
Catherine J Strand	121.50	0.00	0.00	0.00	0.00	121.50
Chris Werfel	27.84	0.00	0.00	0.00	0.00	27.84
Cintas Corporation #623	345.45	0.00	0.00	0.00	0.00	345.45
Civitas	0.00	5,449.46	5,200.00	0.00	0.00	10,649.46
Clear Channel Outdoor	0.00	600.00	0.00	0.00	0.00	600.00
Crystal Range Associates	249.76	0.00	0.00	0.00	0.00	249.76
Debbie Pomerantz*	0.00	432.67	0.00	0.00	0.00	432.67
Eric Hansen	656.00	0.00	0.00	0.00	0.00	656.00
Ernest M Brassard	234.00	0.00	0.00	0.00	0.00	234.00
Geo-Tourism Specialties	1,536.84	0.00	0.00	0.00	0.00	1,536.84
Granlibakken Management Company, Ltd.	0.00	0.00	2,500.00	0.00	0.00	2,500.00
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
Jennifer Antonucci	370.80	0.00	0.00	0.00	0.00	370.80
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
Kelly Benson	0.00	150.00	0.00	0.00	0.00	150.00
Kym Fabel	42.98	0.00	0.00	0.00	0.00	42.98
Liberty Utilities*	0.00	581.08	0.00	0.00	0.00	581.08
Liz Bowling	45.30	0.00	0.00	0.00	0.00	45.30
MIXT Studio	0.00	365.10	0.00	0.00	0.00	365.10
North Lake Tahoe Marketing Co-op	195,584.00	0.00	390.00	0.00	0.00	195,974.00
Office Boss	75.11	0.00	0.00	0.00	0.00	75.11
Peter Spain Photography_1	130.00	0.00	0.00	0.00	0.00	130.00
Philadelphia Insurance Companies	0.00	2.00	0.00	0.00	0.00	2.00
Placer County Tax Collector	0.00	173.96	0.00	0.00	0.00	173.96
Porter Simon*	0.00	0.00	1,480.00	0.00	0.00	1,480.00
Print Art/Sierra Mail*	0.00	705.71	0.00	0.00	0.00	705.71
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Rob Kautz	10,147.50	10,000.00	4,620.00	0.00	0.00	24,767.50
Sara L. Smith Fine Art	0.00	88.00	0.00	0.00	0.00	88.00
Security Lock and Alarm, Inc.	100.00	0.00	0.00	0.00	0.00	100.00
SF Notes Haus Maus	2,097.00	0.00	0.00	0.00	0.00	2,097.00
Sierra Essentials	1,157.00	0.00	0.00	0.00	0.00	1,157.00
Southwest Gas Corporation*	13.32	0.00	0.00	0.00	0.00	13.32
Spartan Race, Inc.	0.00	250,000.00	0.00	0.00	0.00	250,000.00
Sticker pack	595.00	0.00	0.00	0.00	0.00	595.00
Tahoe Basics	377.00	0.00	0.00	0.00	0.00	377.00
Tahoe House, Inc.*	0.00	20.38	0.00	0.00	0.00	20.38

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

	Current	As of July 31, 2019	31 - 60	61 - 90	> 90	TOTAL
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Truckee Sierra Disposal*	240.17	0.00	0.00	0.00	0.00	240.17
The Abbi Agency, Inc.	6,095.00	523.63	0.00	0.00	0.00	6,618.63
Transportation Management Association	0.00	500.00	0.00	0.00	0.00	500.00
Wholesale Resort Accessories, Inc.	767.00	78.00	-21.50	0.00	21.50	845.00
TOTAL	231,716.50	269,956.82	14,168.50	0.00	189.50	516,031.32

North Lake Tahoe Resort Association

Profit & Loss

Accrual Basis

July 2019

	Jul 19	Jul 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	588,077	535,445	52,632	10%
4200-00 · Membership Dues Revenue	11,093	11,008	85	1%
4205-00 · Conference Dues	0	825	-825	-100%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	0	75	-75	-100%
4250-00 · Revenues-Membership Activities - Other	600	160	440	275%
Total 4250-00 · Revenues-Membership Activities	600	235	365	155%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,563	0	6,563	100%
4600-00 · Commissions - Other	681	2,805	-2,124	-76%
Total 4600-00 · Commissions	7,245	2,805	4,439	158%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	20	425	-405	-95%
46000 · Merchandise Sales - Other	14,354	17,178	-2,824	-16%
Total 46000 · Merchandise Sales	14,374	17,603	-3,229	-18%
Total Income	621,388	567,921	53,467	9%
Gross Profit	621,388	567,921	53,467	9%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	1,876	4,609	-2,733	-59%
5020-00 · P/R - Tax Expense	5,803	7,383	-1,580	-21%
5030-00 · P/R - Health Insurance Expense	7,937	4,605	3,332	72%
5040-00 · P/R - Workmans Comp	447	0	447	100%
5060-00 · 401 (k)	2,752	2,750	3	0%
5070-00 · Other Benefits and Expenses	155	516	-361	-70%
5000-00 · Salaries & Wages - Other	78,597	89,324	-10,727	-12%
Total 5000-00 · Salaries & Wages	97,568	109,187	-11,619	-11%
5100-00 · Rent				
5110-00 · Utilities	977	1,020	-43	-4%
5140-00 · Repairs & Maintenance	187	510	-324	-63%
5150-00 · Office - Cleaning	550	0	550	100%
5100-00 · Rent - Other	13,058	12,780	278	2%
Total 5100-00 · Rent	14,772	14,311	461	3%
5310-00 · Telephone				
5320-00 · Telephone	1,809	3,952	-2,142	-54%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	1,809	3,977	-2,167	-55%
5420-00 · Mail - USPS	100	21	79	382%
5510-00 · Insurance/Bonding	730	264	466	176%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	10	260	-250	-96%
5520-00 · Supplies - Other	2,063	1,143	920	81%
Total 5520-00 · Supplies	2,073	1,403	670	48%
5610-00 · Depreciation	118	149	-31	-21%
5700-00 · Equipment Support & Maintenance	0	10	-10	-100%
5710-00 · Taxes, Licenses & Fees	816	522	294	56%
5740-00 · Equipment Rental/Leasing	1,108	170	938	551%
5850-00 · Artist of Month - Commissions	726	180	546	304%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0	840	-840	-100%

North Lake Tahoe Resort Association

Profit & Loss

July 2019

Accrual Basis

	Jul 19	Jul 18	\$ Change	% Change
5921-00 · Professional Fees - Other	10,148	0	10,148	100%
Total 5900-00 · Professional Fees	10,148	840	9,308	1,108%
6420-00 · Events				
6420-01 · Sponsorships				
6421-06 · Spartan	250,000	250,000	0	0%
Total 6420-01 · Sponsorships	250,000	250,000	0	0%
6424-00 · Event Operation Expenses	0	1,374	-1,374	-100%
Total 6420-00 · Events	250,000	251,374	-1,374	-1%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	285	0	285	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	318	0	318	100%
6442-00 · Public Relations/Website	315	580	-265	-46%
6423-00 · Membership Activities - Other	570	0	570	100%
Total 6423-00 · Membership Activities	1,488	580	908	156%
6730-00 · Marketing Cooperative/Media	195,584	111,384	84,200	76%
6742-00 · Non-NLT Co-Op Marketing Program	729	1,282	-553	-43%
6743-00 · BACC Marketing Programs				
6743-05 · Peak Your Adventure	-1,000	0	-1,000	-100%
Total 6743-00 · BACC Marketing Programs	-1,000	0	-1,000	-100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	218	212	7	3%
52500 · Purchase Discounts	0	-15	15	100%
59900 · POS Inventory Adjustments	10	-48	57	120%
8100-00 · Cost of Goods Sold - Other	7,268	8,797	-1,528	-17%
Total 8100-00 · Cost of Goods Sold	7,496	8,946	-1,450	-16%
8200-00 · Associate Relations	100	627	-527	-84%
8300-00 · Board Functions	0	96	-96	-100%
8500-00 · Credit Card Fees	633	529	103	20%
8700-00 · Automobile Expenses	220	331	-111	-33%
8750-00 · Meals/Meetings	121	77	44	57%
8810-00 · Dues & Subscriptions	1,211	623	588	94%
8920-00 · Bad Debt	1,188	0	1,188	100%
Total Expense	587,738	506,882	80,856	16%
Net Ordinary Income	33,650	61,039	-27,389	-45%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	24	23	0	0%
Total Other Income	24	23	0	0%
Net Other Income	24	23	0	0%
Net Income	33,673	61,062	-27,389	-45%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	588,077	623,244	(35,167)	588,077	623,244	(35,167)	3,914,430
4200-00 · Membership Dues Revenue	11,093	10,833	259	11,093	10,833	259	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	0	0	0	0	0	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	583	(583)	7,000
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	3,000
Total 4251-00 · Tues AM Breakfast Club	0	583	(583)	0	583	(583)	10,000
4250-00 · Revenues-Membership Activities - Other							
	600			600			
Total 4250-00 · Revenues-Membership Activities	600	583	17	600	583	17	65,200
4253-00 · Revenue- Other	0	333	(333)	0	333	(333)	4,000
4600-00 · Commissions							
4601-00 · Commissions - South Shore	6,563	0	6,563	6,563	0	6,563	0
4600-00 · Commissions - Other	681	0	681	681	0	681	28,276
Total 4600-00 · Commissions	7,245	0	7,245	7,245	0	7,245	28,276
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	20	400	(380)	20	400	(380)	4,800
46000 · Merchandise Sales - Other	14,354	17,000	(2,646)	14,354	17,000	(2,646)	108,100
Total 46000 · Merchandise Sales	14,374	17,400	(3,026)	14,374	17,400	(3,026)	112,900
Total Income	621,388	652,394	(31,005)	621,388	652,394	(31,005)	4,254,806
Gross Profit	621,388	652,394	(31,005)	621,388	652,394	(31,005)	4,254,806
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,876	800	1,076	1,876	800	1,076	9,600
5020-00 · P/R - Tax Expense	5,803	7,033	(1,230)	5,803	7,033	(1,230)	84,163
5030-00 · P/R - Health Insurance Expense	7,937	11,868	(3,931)	7,937	11,868	(3,931)	142,416
5040-00 · P/R - Workmans Comp	447	1,273	(826)	447	1,273	(826)	13,981
5060-00 · 401 (k)	2,752	3,366	(614)	2,752	3,366	(614)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	80	(80)	960
5070-00 · Other Benefits and Expenses	155	413	(258)	155	413	(258)	5,040
5000-00 · Salaries & Wages - Other	78,597	84,142	(5,545)	78,597	84,142	(5,545)	1,049,304
Total 5000-00 · Salaries & Wages	97,568	108,976	(11,408)	97,568	108,976	(11,408)	1,347,445
5100-00 · Rent							
5110-00 · Utilities	977	1,055	(78)	977	1,055	(78)	12,899
5140-00 · Repairs & Maintenance	187	1,464	(1,277)	187	1,464	(1,277)	21,938
5150-00 · Office - Cleaning	550	421	129	550	421	129	9,505
5100-00 · Rent - Other	13,058	12,597	461	13,058	12,597	461	151,529
Total 5100-00 · Rent	14,772	15,536	(765)	14,772	15,536	(765)	195,871
5310-00 · Telephone							
5320-00 · Telephone	1,809	2,104	(295)	1,809	2,104	(295)	24,134
Total 5310-00 · Telephone	1,809	2,104	(295)	1,809	2,104	(295)	24,134
5420-00 · Mail - USPS							
	100	213	(113)	100	213	(113)	2,578
5510-00 · Insurance/Bonding							
5520-00 · Supplies	730	800	(70)	730	800	(70)	9,604
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10	3,324	(3,314)	10	3,324	(3,314)	10,442
5520-00 · Supplies - Other	2,063	4,736	(2,673)	2,063	4,736	(2,673)	29,248
Total 5520-00 · Supplies	2,073	8,060	(5,986)	2,073	8,060	(5,986)	39,690
5610-00 · Depreciation	118	148	(30)	118	148	(30)	1,560
5700-00 · Equipment Support & Maintenance	0	2,420	(2,420)	0	2,420	(2,420)	29,280
5710-00 · Taxes, Licenses & Fees	816	1,045	(229)	816	1,045	(229)	12,695
5740-00 · Equipment Rental/Leasing	1,108	1,244	(135)	1,108	1,244	(135)	15,104
5800-00 · Training Seminars	0	421	(421)	0	421	(421)	12,835
5850-00 · Artist of Month - Commissions	726	360	366	726	360	366	4,320
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	725	(725)	0	725	(725)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	0	0	0	24,900
5921-00 · Professional Fees - Other	10,148	1,983	8,164	10,148	1,983	8,164	26,800
5900-00 · Professional Fees - Other	0	10,000	(10,000)	0	10,000	(10,000)	55,000
Total 5900-00 · Professional Fees	10,148	12,708	(2,561)	10,148	12,708	(2,561)	115,700
5941-00 · Research & Planning	0	1,800	(1,800)	0	1,800	(1,800)	21,600
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Bud...
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	0	0	0	0	0	0	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	0	30,000	(30,000)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	250,000	250,000	0	250,000	250,000	0	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	500	(500)	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
Total 6420-01 · Sponsorships	250,000	280,500	(30,500)	250,000	280,500	(30,500)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	0	2,500	(2,500)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	0	667	(667)	8,000
Total 6420-00 · Events	250,000	283,667	(33,667)	250,000	283,667	(33,667)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	285	0	285	285	0	285	27,500
6435-00 · Shop Local Event	0	0	0	0	0	0	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	318	0	318	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	0	500	(500)	0	500	(500)	6,000
6442-00 · Public Relations/Website	315	417	(102)	315	417	(102)	5,000
6423-00 · Membership Activities - Other	570	50	520	570	50	520	8,500
Total 6423-00 · Membership Activities	1,488	967	521	1,488	967	521	52,000
6730-00 · Marketing Cooperative/Media	195,584	195,584	0	195,584	195,584	0	1,503,362
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,000
6742-00 · Non-NLT Co-Op Marketing Program	729	2,500	(1,771)	729	2,500	(1,771)	27,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	0	0	0	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	(1,000)	0	(1,000)	(1,000)	0	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	(1,000)	0	(1,000)	(1,000)	0	(1,000)	80,000
7500-00 · Trade Shows/Travel	0	0	0	0	0	0	3,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	218	200	18	218	200	18	1,190
59900 · POS Inventory Adjustments	10	0	10	10	0	10	0
8100-00 · Cost of Goods Sold - Other	7,268	8,500	(1,232)	7,268	8,500	(1,232)	54,050
Total 8100-00 · Cost of Goods Sold	7,496	8,700	(1,204)	7,496	8,700	(1,204)	55,240
8200-00 · Associate Relations	100	648	(548)	100	648	(548)	7,756
8300-00 · Board Functions	0	100	(100)	0	100	(100)	5,950
8500-00 · Credit Card Fees	633	901	(268)	633	901	(268)	7,454
8600-00 · Additional Opportunites	0	1,108	(1,108)	0	1,108	(1,108)	32,091
8700-00 · Automobile Expenses	220	543	(322)	220	543	(322)	6,285
8750-00 · Meals/Meetings	121	461	(340)	121	461	(340)	5,534
8810-00 · Dues & Subscriptions	1,211	616	595	1,211	616	595	7,490
8910-00 · Travel	0	0	0	0	0	0	7,800
8920-00 · Bad Debt	1,188	0	1,188	1,188	0	1,188	0
Total Expense	587,738	651,629	(63,891)	587,738	651,629	(63,891)	4,232,983
Net Ordinary Income	33,650	765	32,885	33,650	765	32,885	21,823
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24	0	24	24	0	24	0
Total Other Income	24	0	24	24	0	24	0
Net Other Income	24	0	24	24	0	24	0
Net Income	33,673	765	32,909	33,673	765	32,909	21,823

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

Accrual Basis

11 - Marketing

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	506,888	542,054	(35,166)	506,888	542,054	(35,166)	3,044,007
Total Income	506,888	542,054	(35,166)	506,888	542,054	(35,166)	3,044,007
Gross Profit	506,888	542,054	(35,166)	506,888	542,054	(35,166)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	1,375	1,375	0	16,500
5020-00 · P/R - Tax Expense	1,274	2,037	(764)	1,274	2,037	(764)	21,537
5030-00 · P/R - Health Insurance Expense	4,092	3,667	425	4,092	3,667	425	44,004
5040-00 · P/R - Workmans Comp	93	178	(86)	93	178	(86)	2,139
5060-00 · 401 (k)	766	1,019	(253)	766	1,019	(253)	12,224
5070-00 · Other Benefits and Expenses	72	160	(88)	72	160	(88)	1,920
5000-00 · Salaries & Wages - Other	21,765	25,467	(3,702)	21,765	25,467	(3,702)	305,604
Total 5000-00 · Salaries & Wages	29,435	33,903	(4,468)	29,435	33,903	(4,468)	403,929
5100-00 · Rent							
5110-00 · Utilities	203	156	47	203	156	47	2,001
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	4,367
5150-00 · Office - Cleaning	206	0	206	206	0	206	2,866
5100-00 · Rent - Other	2,442	2,133	309	2,442	2,133	309	24,200
Total 5100-00 · Rent	2,850	2,289	561	2,850	2,289	561	33,434
5310-00 · Telephone							
5320-00 · Telephone	489	600	(111)	489	600	(111)	6,600
Total 5310-00 · Telephone	489	600	(111)	489	600	(111)	6,600
5420-00 · Mail - USPS	34	50	(16)	34	50	(16)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1,500	(1,500)	0	1,500	(1,500)	3,700
5520-00 · Supplies - Other	127	150	(23)	127	150	(23)	4,750
Total 5520-00 · Supplies	127	1,650	(1,523)	127	1,650	(1,523)	8,450
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	120	(120)	1,440
5710-00 · Taxes, Licenses & Fees	60			60			
5740-00 · Equipment Rental/Leasing	277	315	(38)	277	315	(38)	3,780
5800-00 · Training Seminars	0	0	0	0	0	0	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	100	(100)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	400	(400)	4,800
Total 5900-00 · Professional Fees	0	500	(500)	0	500	(500)	6,300
5941-00 · Research & Planning	0	1,500	(1,500)	0	1,500	(1,500)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	0	0	0	0	0	0	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	0	30,000	(30,000)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	250,000	250,000	0	250,000	250,000	0	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	500	(500)	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
Total 6420-01 · Sponsorships	250,000	280,500	(30,500)	250,000	280,500	(30,500)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	0	2,500	(2,500)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	0	667	(667)	8,000
Total 6420-00 · Events	250,000	283,667	(33,667)	250,000	283,667	(33,667)	515,695
6730-00 · Marketing Cooperative/Media	185,005	185,005	0	185,005	185,005	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	529	1,500	(971)	529	1,500	(971)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	0	0	0	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	(1,000)	0	(1,000)	(1,000)	0	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	(1,000)	0	(1,000)	(1,000)	0	(1,000)	80,000
8200-00 · Associate Relations	0	140	(140)	0	140	(140)	1,660
8600-00 · Additional Opportunitis	0	608	(608)	0	608	(608)	26,091
8700-00 · Automobile Expenses	161	130	31	161	130	31	1,560
8750-00 · Meals/Meetings	84	163	(79)	84	163	(79)	1,950
8810-00 · Dues & Subscriptions	194	250	(56)	194	250	(56)	3,000

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

Accrual Basis

11 - Marketing

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	0	0	0	0	0	6,300
Total Expense	468,246	512,390	(44,144)	468,246	512,390	(44,144)	2,595,931
Net Ordinary Income	38,642	29,665	8,977	38,642	29,665	8,977	448,076
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	24			24			
Total Other Income	24			24			
Other Expense							
8990-00 - Allocated	21,491	29,677	(8,186)	21,491	29,677	(8,186)	448,076
Total Other Expense	21,491	29,677	(8,186)	21,491	29,677	(8,186)	448,076
Net Other Income	(21,468)	(29,677)	8,209	(21,468)	(29,677)	8,209	(448,076)
Net Income	17,174	(13)	17,187	17,174	(13)	17,187	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	33,211	33,211	(0)	33,211	33,211	(0)	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	6,563	0	6,563	6,563	0	6,563	0
4600-00 · Commissions - Other	681	0	681	681	0	681	28,276
Total 4600-00 · Commissions	<u>7,245</u>	<u>0</u>	<u>7,245</u>	<u>7,245</u>	<u>0</u>	<u>7,245</u>	<u>28,276</u>
Total Income	<u>40,456</u>	<u>33,211</u>	<u>7,244</u>	<u>40,456</u>	<u>33,211</u>	<u>7,244</u>	<u>411,528</u>
Gross Profit	40,456	33,211	7,244	40,456	33,211	7,244	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,876	800	1,076	1,876	800	1,076	9,600
5020-00 · P/R - Tax Expense	926	1,064	(138)	926	1,064	(138)	12,764
5030-00 · P/R - Health Insurance Expense	1,383	1,754	(371)	1,383	1,754	(371)	21,048
5040-00 · P/R - Workmans Comp	83	88	(5)	83	88	(5)	1,051
5060-00 · 401 (k)	510	501	10	510	501	10	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	80	(80)	960
5070-00 · Other Benefits and Expenses	17	0	17	17	0	17	0
5000-00 · Salaries & Wages - Other	12,758	12,514	244	12,758	12,514	244	150,168
Total 5000-00 · Salaries & Wages	<u>17,553</u>	<u>16,800</u>	<u>753</u>	<u>17,553</u>	<u>16,800</u>	<u>753</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	99	66	33	99	66	33	792
5140-00 · Repairs & Maintenance	0	45	(45)	0	45	(45)	540
5150-00 · Office - Cleaning	100	94	6	100	94	6	1,128
5100-00 · Rent - Other	1,146	1,025	121	1,146	1,025	121	12,300
Total 5100-00 · Rent	<u>1,345</u>	<u>1,230</u>	<u>115</u>	<u>1,345</u>	<u>1,230</u>	<u>115</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	275	300	(25)	275	300	(25)	3,600
Total 5310-00 · Telephone	<u>275</u>	<u>300</u>	<u>(25)</u>	<u>275</u>	<u>300</u>	<u>(25)</u>	<u>3,600</u>
5420-00 · Mail - USPS	17	15	2	17	15	2	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	31	(31)	372
5520-00 · Supplies - Other	62	28	34	62	28	34	594
Total 5520-00 · Supplies	<u>62</u>	<u>59</u>	<u>3</u>	<u>62</u>	<u>59</u>	<u>3</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	0	240
5710-00 · Taxes, Licenses & Fees	29	0	29	29	0	29	0
5740-00 · Equipment Rental/Leasing	122	125	(3)	122	125	(3)	1,496
6730-00 · Marketing Cooperative/Media	10,579	10,579	0	10,579	10,579	0	126,916
8200-00 · Associate Relations	0	80	(80)	0	80	(80)	960
8810-00 · Dues & Subscriptions	0	20	(20)	0	20	(20)	240
Total Expense	<u>29,982</u>	<u>29,207</u>	<u>774</u>	<u>29,982</u>	<u>29,207</u>	<u>774</u>	<u>350,956</u>
Net Ordinary Income	<u>10,474</u>	<u>4,004</u>	<u>6,470</u>	<u>10,474</u>	<u>4,004</u>	<u>6,470</u>	<u>60,572</u>
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,899	4,004	(1,105)	2,899	4,004	(1,105)	60,572
Total Other Expense	<u>2,899</u>	<u>4,004</u>	<u>(1,105)</u>	<u>2,899</u>	<u>4,004</u>	<u>(1,105)</u>	<u>60,572</u>
Net Other Income	<u>(2,899)</u>	<u>(4,004)</u>	<u>1,105</u>	<u>(2,899)</u>	<u>(4,004)</u>	<u>1,105</u>	<u>(60,572)</u>
Net Income	<u><u>7,575</u></u>	<u><u>0</u></u>	<u><u>7,575</u></u>	<u><u>7,575</u></u>	<u><u>0</u></u>	<u><u>7,575</u></u>	<u><u>0</u></u>

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

42 - Visitor Center

Accrual Basis

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	31,331	31,331	0	31,331	31,331	0	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	20	400	(380)	20	400	(380)	4,800
46000 · Merchandise Sales - Other	14,354	17,000	(2,646)	14,354	17,000	(2,646)	108,100
Total 46000 · Merchandise Sales	14,374	17,400	(3,026)	14,374	17,400	(3,026)	112,900
Total Income	45,705	48,731	(3,026)	45,705	48,731	(3,026)	511,206
Gross Profit	45,705	48,731	(3,026)	45,705	48,731	(3,026)	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,055	1,764	291	2,055	1,764	291	17,362
5030-00 · P/R - Health Insurance Expense	893	2,225	(1,332)	893	2,225	(1,332)	26,700
5040-00 · P/R - Workmans Comp	586	810	(224)	586	810	(224)	7,856
5060-00 · 401 (k)	630	720	(90)	630	720	(90)	6,984
5070-00 · Other Benefits and Expenses	45	80	(35)	45	80	(35)	960
5000-00 · Salaries & Wages - Other	20,960	18,000	2,960	20,960	18,000	2,960	174,600
Total 5000-00 · Salaries & Wages	25,169	23,599	1,570	25,169	23,599	1,570	234,462
5100-00 · Rent							
5110-00 · Utilities	455	600	(145)	455	600	(145)	7,600
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	0	1,000	(1,000)	12,000
5150-00 · Office - Cleaning	20	50	(30)	20	50	(30)	2,500
5100-00 · Rent - Other	6,502	6,500	2	6,502	6,500	2	78,800
Total 5100-00 · Rent	6,977	8,150	(1,173)	6,977	8,150	(1,173)	100,900
5310-00 · Telephone							
5320-00 · Telephone	217	242	(25)	217	242	(25)	2,904
Total 5310-00 · Telephone	217	242	(25)	217	242	(25)	2,904
5420-00 · Mail - USPS	12	50	(38)	12	50	(38)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1	(1)	0	1	(1)	1,310
5520-00 · Supplies - Other	1,247	350	897	1,247	350	897	4,894
Total 5520-00 · Supplies	1,247	351	896	1,247	351	896	6,204
5610-00 · Depreciation	118	118	(0)	118	118	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	100	(100)	1,200
5710-00 · Taxes, Licenses & Fees	20	0	20	20	0	20	155
5740-00 · Equipment Rental/Leasing	222	235	(13)	222	235	(13)	2,820
5800-00 · Training Seminars	0	0	0	0	0	0	3,000
5850-00 · Artist of Month - Commissions	726	360	366	726	360	366	4,320
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	200	1,000	(800)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	218	200	18	218	200	18	1,190
59900 · POS Inventory Adjustments	10			10			
8100-00 · Cost of Goods Sold - Other	7,268	8,500	(1,232)	7,268	8,500	(1,232)	54,050
Total 8100-00 · Cost of Goods Sold	7,496	8,700	(1,204)	7,496	8,700	(1,204)	55,240
8200-00 · Associate Relations	0	58	(58)	0	58	(58)	696
8500-00 · Credit Card Fees	458	609	(151)	458	609	(151)	3,954
8700-00 · Automobile Expenses	36	100	(64)	36	100	(64)	950
8750-00 · Meals/Meetings	0	65	(65)	0	65	(65)	780
8810-00 · Dues & Subscriptions	0	0	0	0	0	0	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	42,897	43,737	(840)	42,897	43,737	(840)	435,965
Net Ordinary Income	2,808	4,994	(2,186)	2,808	4,994	(2,186)	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,617	4,994	(1,377)	3,617	4,994	(1,377)	75,243
Total Other Expense	3,617	4,994	(1,377)	3,617	4,994	(1,377)	75,243
Net Other Income	(3,617)	(4,994)	1,377	(3,617)	(4,994)	1,377	(75,243)
Net Income	(809)	0	(809)	(809)	0	(809)	(2)

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

Accrual Basis

51 - TMPI

	Jul 19	Budget	\$ Over Bu...	Jul 19	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	16,647	16,647	0	16,647	16,647	0	88,866
Total Income	16,647	16,647	0	16,647	16,647	0	88,866
Gross Profit	16,647	16,647	0	16,647	16,647	0	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	0	33	(33)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	4	(4)	48
5040-00 · P/R - Workmans Comp	0	4	(4)	0	4	(4)	48
5060-00 · 401 (k)	0	23	(23)	0	23	(23)	276
5000-00 · Salaries & Wages - Other	0	567	(567)	0	567	(567)	6,804
Total 5000-00 · Salaries & Wages	0	631	(631)	0	631	(631)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	7	(7)	0	7	(7)	36
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	6
5150-00 · Office - Cleaning	0	0	0	0	0	0	41
5100-00 · Rent - Other	0	72	(72)	0	72	(72)	504
Total 5100-00 · Rent	0	79	(79)	0	79	(79)	587
5310-00 · Telephone							
5320-00 · Telephone	0	62	(62)	0	62	(62)	230
Total 5310-00 · Telephone	0	62	(62)	0	62	(62)	230
5420-00 · Mail - USPS	0	0	0	0	0	0	18
5510-00 · Insurance/Bonding	0	5	(5)	0	5	(5)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1,500	(1,500)	0	1,500	(1,500)	1,560
5520-00 · Supplies - Other	0	3,500	(3,500)	0	3,500	(3,500)	10,510
Total 5520-00 · Supplies	0	5,000	(5,000)	0	5,000	(5,000)	12,070
5740-00 · Equipment Rental/Leasing	0	3	(3)	0	3	(3)	216
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	10,148			10,148			
5900-00 · Professional Fees - Other	0	10,000	(10,000)	0	10,000	(10,000)	55,000
Total 5900-00 · Professional Fees	10,148	10,000	148	10,148	10,000	148	55,000
8700-00 · Automobile Expenses	0	0	0	0	0	0	25
8750-00 · Meals/Meetings	0	0	0	0	0	0	4
Total Expense	10,148	15,780	(5,633)	10,148	15,780	(5,633)	75,786
Net Ordinary Income	6,500	867	5,633	6,500	867	5,633	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	628	867	(239)	628	867	(239)	13,080
Total Other Expense	628	867	(239)	628	867	(239)	13,080
Net Other Income	(628)	(867)	239	(628)	(867)	239	(13,080)
Net Income	5,872	0	5,872	5,872	0	5,872	0

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

Accrual Basis

60 - Membership

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,093	10,833	259	11,093	10,833	259	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	0	0	0	0	0	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	583	(583)	7,000
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	3,000
Total 4251-00 · Tues AM Breakfast Club	0	583	(583)	0	583	(583)	10,000
4250-00 · Revenues-Membership Activities - Other	600			600			
Total 4250-00 · Revenues-Membership Activities	600	583	17	600	583	17	65,200
4253-00 · Revenue- Other	0	333	(333)	0	333	(333)	4,000
Total Income	11,693	11,750	(58)	11,693	11,750	(58)	199,200
Gross Profit	11,693	11,750	(58)	11,693	11,750	(58)	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(1,375)	(1,375)	0	(16,500)
5020-00 · P/R - Tax Expense	171	434	(264)	171	434	(264)	5,211
5030-00 · P/R - Health Insurance Expense	184	849	(665)	184	849	(665)	10,188
5040-00 · P/R - Workmans Comp	19	44	(25)	19	44	(25)	532
5060-00 · 401 (k)	108	253	(145)	108	253	(145)	3,038
5070-00 · Other Benefits and Expenses	4	13	(9)	4	13	(9)	160
5000-00 · Salaries & Wages - Other	3,496	6,329	(2,833)	3,496	6,329	(2,833)	75,948
Total 5000-00 · Salaries & Wages	2,608	6,548	(3,940)	2,608	6,548	(3,940)	78,577
5100-00 · Rent							
5110-00 · Utilities	47	36	11	47	36	11	430
5140-00 · Repairs & Maintenance	0	44	(44)	0	44	(44)	525
5150-00 · Office - Cleaning	48	27	21	48	27	21	320
5100-00 · Rent - Other	637	497	140	637	497	140	5,965
Total 5100-00 · Rent	732	603	129	732	603	129	7,240
5310-00 · Telephone							
5320-00 · Telephone	108	150	(42)	108	150	(42)	1,800
Total 5310-00 · Telephone	108	150	(42)	108	150	(42)	1,800
5420-00 · Mail - USPS	8	8	(0)	8	8	(0)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	42	(42)	500
5520-00 · Supplies - Other	29	83	(54)	29	83	(54)	1,000
Total 5520-00 · Supplies	29	125	(96)	29	125	(96)	1,500
5710-00 · Taxes, Licenses & Fees	14	0	14	14	0	14	0
5740-00 · Equipment Rental/Leasing	166	225	(59)	166	225	(59)	2,700
5800-00 · Training Seminars	0	21	(21)	0	21	(21)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	83	(83)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	83	(83)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	285	0	285	285	0	285	27,500
6435-00 · Shop Local Event	0	0	0	0	0	0	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	318	0	318	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	0	500	(500)	0	500	(500)	6,000
6442-00 · Public Relations/Website	315	417	(102)	315	417	(102)	5,000
6423-00 · Membership Activities - Other	570	50	520	570	50	520	8,500
Total 6423-00 · Membership Activities	1,488	967	521	1,488	967	521	52,000
8200-00 · Associate Relations	0	25	(25)	0	25	(25)	300
8500-00 · Credit Card Fees	175	292	(117)	175	292	(117)	3,500
8700-00 · Automobile Expenses	23	63	(40)	23	63	(40)	750
8750-00 · Meals/Meetings	37	83	(46)	37	83	(46)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	0	46	(46)	550
8920-00 · Bad Debt	1,188			1,188			
Total Expense	6,576	9,239	(2,663)	6,576	9,239	(2,663)	151,267
Net Ordinary Income	5,117	2,511	2,606	5,117	2,511	2,606	47,933
Other Income/Expense							
Other Expense							

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

Accrual Basis

60 - Membership

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	1,255	1,734	(479)	1,255	1,734	(479)	26,107
Total Other Expense	1,255	1,734	(479)	1,255	1,734	(479)	26,107
Net Other Income	(1,255)	(1,734)	479	(1,255)	(1,734)	479	(26,107)
Net Income	<u>3,862</u>	<u>777</u>	<u>3,084</u>	<u>3,862</u>	<u>777</u>	<u>3,084</u>	<u>21,826</u>

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

70 - Administration

Accrual Basis

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,378	1,701	(323)	1,378	1,701	(323)	26,892
5030-00 · P/R - Health Insurance Expense	1,385	3,369	(1,984)	1,385	3,369	(1,984)	40,428
5040-00 · P/R - Workmans Comp	(333)	149	(482)	(333)	149	(482)	2,355
5060-00 · 401 (k)	739	851	(112)	739	851	(112)	13,452
5070-00 · Other Benefits and Expenses	17	160	(143)	17	160	(143)	2,000
5000-00 · Salaries & Wages - Other	19,617	21,265	(1,648)	19,617	21,265	(1,648)	336,180
Total 5000-00 · Salaries & Wages	22,803	27,495	(4,692)	22,803	27,495	(4,692)	421,307
5100-00 · Rent							
5110-00 · Utilities	173	190	(17)	173	190	(17)	2,040
5140-00 · Repairs & Maintenance	187	375	(188)	187	375	(188)	4,500
5150-00 · Office - Cleaning	176	250	(74)	176	250	(74)	2,650
5100-00 · Rent - Other	2,332	2,370	(38)	2,332	2,370	(38)	29,760
Total 5100-00 · Rent	2,868	3,185	(317)	2,868	3,185	(317)	38,950
5310-00 · Telephone							
5320-00 · Telephone	720	750	(30)	720	750	(30)	9,000
Total 5310-00 · Telephone	720	750	(30)	720	750	(30)	9,000
5420-00 · Mail - USPS	29	90	(61)	29	90	(61)	1,080
5510-00 · Insurance/Bonding	730	795	(65)	730	795	(65)	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10	250	(240)	10	250	(240)	3,000
5520-00 · Supplies - Other	598	625	(27)	598	625	(27)	7,500
Total 5520-00 · Supplies	608	875	(267)	608	875	(267)	10,500
5610-00 · Depreciation	0	30	(30)	0	30	(30)	380
5700-00 · Equipment Support & Maintenance	0	2,200	(2,200)	0	2,200	(2,200)	26,400
5710-00 · Taxes, Licenses & Fees	693	1,045	(352)	693	1,045	(352)	12,540
5740-00 · Equipment Rental/Leasing	321	341	(20)	321	341	(20)	4,092
5800-00 · Training Seminars	0	400	(400)	0	400	(400)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	0	625	(625)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	0	0	0	24,900
5921-00 · Professional Fees - Other	0	1,500	(1,500)	0	1,500	(1,500)	21,000
Total 5900-00 · Professional Fees	0	2,125	(2,125)	0	2,125	(2,125)	53,400
5941-00 · Research & Planning	0	300	(300)	0	300	(300)	3,600
7500-00 · Trade Shows/Travel	0	0	0	0	0	0	3,000
8200-00 · Associate Relations	100	345	(245)	100	345	(245)	4,140
8300-00 · Board Functions	0	100	(100)	0	100	(100)	5,950
8600-00 · Additional Opportunitites	0	500	(500)	0	500	(500)	6,000
8700-00 · Automobile Expenses	0	250	(250)	0	250	(250)	3,000
8750-00 · Meals/Meetings	0	150	(150)	0	150	(150)	1,800
8810-00 · Dues & Subscriptions	1,017	300	717	1,017	300	717	3,600
Total Expense	29,890	41,276	(11,386)	29,890	41,276	(11,386)	623,079
Net Ordinary Income	(29,890)	(41,276)	11,386	(29,890)	(41,276)	11,386	(623,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(29,890)	(41,276)	11,386	(29,890)	(41,276)	11,386	(623,078)
Total Other Expense	(29,890)	(41,276)	11,386	(29,890)	(41,276)	11,386	(623,078)
Net Other Income	29,890	41,276	(11,386)	29,890	41,276	(11,386)	623,078
Net Income	0	0	0	0	0	0	(1)

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

July 31, 2019

North Lake Tahoe Marketing Cooperative
Balance Sheet
As of July 31, 2019

Accrual Basis

	Jul 31, 19	Jul 31, 18	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	324,099	442,251	(118,152)	(27)%
Total Checking/Savings	324,099	442,251	(118,152)	(27)%
Accounts Receivable				
1200-00 · Accounts Receivable	198,504	73,636	124,868	170%
Total Accounts Receivable	198,504	73,636	124,868	170%
Other Current Assets				
1300 · Reimbursements Receivable	391	0	391	100%
1350-00 · Security Deposits	3,325	100	3,225	3,225%
Total Other Current Assets	3,716	100	3,616	3,616%
Total Current Assets	526,319	515,987	10,332	2%
Other Assets				
1400-00 · Prepaid Expenses	29,771	8,525	21,246	249%
Total Other Assets	29,771	8,525	21,246	249%
TOTAL ASSETS	556,090	524,511	31,578	6%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	458,615	340,928	117,687	35%
Total Accounts Payable	458,615	340,928	117,687	35%
Credit Cards				
2080 · Bank of the West Credit Cards				
2080-02 · MC_4222 Jason	0	1,688	(1,688)	(100)%
2080-05 · MC_2107 Greg	0	1,888	(1,888)	(100)%
2080-09 · MC_3126 Sarah	0	1,308	(1,308)	(100)%
Total 2080 · Bank of the West Credit Cards	0	4,884	(4,884)	(100)%
Total Credit Cards	0	4,884	(4,884)	(100)%
Total Current Liabilities	458,615	345,813	112,803	33%
Total Liabilities	458,615	345,813	112,803	33%
Equity				
32000 · Unrestricted Net Assets	32,677	189,433	(156,756)	(83)%
Net Income	64,797	(10,734)	75,531	704%
Total Equity	97,475	178,699	(81,224)	(46)%
TOTAL LIABILITIES & EQUITY	556,090	524,511	31,578	6%

North Lake Tahoe Marketing Cooperative

A/R Aging Summary

As of July 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
IVCBVB	0.00	0.00	0.00	0.00	390.00	390.00
NLTRA*	195,584.00	0.00	0.00	0.00	0.00	195,584.00
Resort at Squaw Creek*	0.00	1,250.00	0.00	0.00	0.00	1,250.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	1,279.91	1,279.91
TOTAL	<u>195,584.00</u>	<u>1,250.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,669.91</u>	<u>198,503.91</u>

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Amber Burke	12.64	0.00	0.00	0.00	0.00	12.64
Atomic Printing, Inc.	252.04	0.00	0.00	0.00	0.00	252.04
Augustineldeas	36,233.21	5,030.54	37.87	0.00	0.00	41,301.62
bigtruck	0.00	2,667.52	0.00	0.00	0.00	2,667.52
Black Diamond Agency Ltd	7,500.00	0.00	0.00	0.00	0.00	7,500.00
Bonotel Exclusive Travel	2,000.00	0.00	0.00	0.00	0.00	2,000.00
Fallon Multimedia	4,250.00	0.00	0.00	0.00	0.00	4,250.00
FedEx	452.16	159.05	0.00	0.00	0.00	611.21
Gate 7 Pty Ltd*	7,925.00	0.00	0.00	0.00	0.00	7,925.00
Greg Howey	368.30	0.00	0.00	0.00	0.00	368.30
Herrmann Global, Inc.	0.00	4,000.00	0.00	0.00	0.00	4,000.00
High Sierra Visitors Council, Inc	0.00	2,000.00	0.00	0.00	0.00	2,000.00
IVCB Visitors Bureau	0.00	3,246.17	0.00	0.00	0.00	3,246.17
Lotus Radio Corp. - Reno	0.00	2,044.00	1,016.00	0.00	0.00	3,060.00
NLTRA	5,461.28	199.78	0.00	0.00	0.00	5,661.06
PhotoShelter, Inc.	0.00	6,599.00	0.00	0.00	0.00	6,599.00
Print Art/Sierra Mail	0.00	106.00	0.00	0.00	0.00	106.00
Regional Air Service Corporation	25,000.00	0.00	0.00	0.00	0.00	25,000.00
Resort at Squaw Creek	1,052.41	0.00	0.00	0.00	0.00	1,052.41
Richter7	30,087.66	216,882.32	0.00	0.00	0.00	246,969.98
Sarah Winters	702.59	0.00	0.00	0.00	0.00	702.59
Sierra Nevada Ad Partners	1,471.56	0.00	0.00	0.00	0.00	1,471.56
Sierra Web Design, Inc.	0.00	534.00	0.00	0.00	0.00	534.00
Smith & Jones, Inc.	0.00	27,498.20	0.00	0.00	0.00	27,498.20
Spinnaker DME	0.00	706.04	0.00	0.00	0.00	706.04
Strategic Marketing & Research Insights	0.00	21,500.00	0.00	0.00	0.00	21,500.00
Tahoe Film Fest	0.00	15,000.00	0.00	0.00	0.00	15,000.00
The Abbi Agency, Inc	17,100.00	0.00	0.00	0.00	0.00	17,100.00
TravMedia USA LLC	1,550.00	0.00	0.00	0.00	0.00	1,550.00
U.S. Travel Association	7,970.00	0.00	0.00	0.00	0.00	7,970.00
TOTAL	<u>149,388.85</u>	<u>308,172.62</u>	<u>1,053.87</u>	<u>0.00</u>	<u>0.00</u>	<u>458,615.34</u>

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

July 2019

Accrual Basis

	Jul 19	Budget	Jul 19	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding	67,070	67,070	67,070	67,070	942,000
4001-00 · NLTRA Funding	195,584	195,584	195,584	195,584	1,503,362
4004-00 · IVCBVB Entertainment	0	0	0	0	8,000
Total Income	262,654	262,654	262,654	262,654	2,453,362
Gross Profit	262,654	262,654	262,654	262,654	2,453,362
Expense					
5000-00 · CONSUMER MARKETING					
5001-00 · Broadcast / Radio - High Notes	2,044	3,440	2,044	3,440	16,720
5002-01 · Native Display	0	5,250	0	5,250	68,000
5004-00 · Trip Advisor	0	8,333	0	8,333	100,000
5005-00 · Paid Social	8,879	8,788	8,879	8,788	139,000
5005-01 · Digital Display	119	6,750	119	6,750	85,000
5005-02 · Retargeting Video	0	2,500	0	2,500	30,000
5007-00 · Creative Production	34,259	13,250	34,259	13,250	158,219
5010-00 · Account Strategy & Management	7,000	7,000	7,000	7,000	84,000
5010-01 · Digital Management & Reporting	2,000	2,000	2,000	2,000	24,000
5010-02 · Website Strategy & Analysis	1,200	1,200	1,200	1,200	14,400
5013-00 · Outdoor	0	0	0	0	115,000
5015-00 · Video	0	3,750	0	3,750	35,000
5017-00 · Rich Media	0	0	0	0	50,000
5018-00 · Media Commission	2,351	7,399	2,351	7,399	103,607
5018-01 · Digital Ad Serving	46	504	46	504	6,050
5020-00 · Search Engine Marketing	6,168	5,000	6,168	5,000	60,000
5022-00 · Email	0	3,500	0	3,500	35,000
5025-00 · Expedia	0	0	0	0	20,000
5026-00 · Consumer Research	0	750	0	750	750
5027-00 · Consumer Retargeting Video	0	1,250	0	1,250	15,000
5028-00 · High Impact Media	0	3,750	0	3,750	45,000
Total 5000-00 · CONSUMER MARKETING	64,067	84,414	64,067	84,414	1,204,746
5110-00 · LEISURE SALES					
5107-00 · Creative Production	0	1,000	0	1,000	6,000
5112-00 · Training / Sales Calls	192	0	192	0	6,500
5113-00 · Additional Opportunities	784	0	784	0	7,000
5115-00 · Travel Agent Incentive Program	0	0	0	0	1,500
5120-00 · Domestic - Trade Shows	0	0	0	0	6,450
5131-00 · FAMS -Intl - Travel Trade	8	0	8	0	10,500
5133-00 · Ski-Tops	0	0	0	0	845
5134-00 · Intl Marketing - Additional Opp	2,000	0	2,000	0	11,000
5136-00 · Tour Operator Brochure Support	2,000	2,000	2,000	2,000	2,000
5137-00 · Co-op Opportunities	0	0	0	0	15,000
5141-00 · Australian Sales Mission	0	0	0	0	6,550
5142-00 · UK Sales Mission	2,117	3,000	2,117	3,000	3,000
5143-00 · Mountain Travel Symposium	0	0	0	0	1,500
5144-00 · IPW - POW WOW	0	0	0	0	11,000
5145-00 · TIA Annual Dues	0	0	0	0	2,650
5146-00 · UK / Black Diamond	7,500	7,750	7,500	7,750	31,000
5147-00 · AUS / Gate 7	7,925	7,925	7,925	7,925	31,700
5149-00 · Mexico Program	0	0	0	0	6,500
5150-00 · China Program	0	0	0	0	3,500
5154-00 · Canada					
5154-01 · Canada Sales Mission	3,000	3,000	3,000	3,000	6,000
5154-00 · Canada - Other	2,119	6,250	2,119	6,250	26,000
Total 5154-00 · Canada	5,119	9,250	5,119	9,250	32,000
5155-00 · California Star Program	0	0	0	0	3,500
5156-00 · German Trade Representation	0	4,750	0	4,750	23,000
Total 5110-00 · LEISURE SALES	27,646	35,675	27,646	35,675	222,695
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	2,200	2,200	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	5,000	5,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	2,000	2,000	2,000	2,000	24,000
5202-01 · Rich Content Development	0	5,500	0	5,500	22,000
5204-00 · Media Mission(s)	1,550	0	1,550	0	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	500	500	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	300	300	3,600
5208-00 · International Travel Media FAMS	53	0	53	0	13,600
5208-01 · Int'l FAM Hard Cost	0	0	0	0	12,000
5208-02 · Int'l Media Retainer	300	300	300	300	3,600

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

July 2019

Accrual Basis

	Jul 19	Budget	Jul 19	YTD Budget	Annual Budget
5209-00 · Domestic Travel Media FAMS	0	3,500	0	3,500	38,500
5210-00 · Content Dev - Newsletters	1,800	1,800	1,800	1,800	21,600
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	4,000	4,000	48,000
5212-00 · Social Giveaways & Contests	54	0	54	0	9,200
5213-00 · Facebook Live	0	0	0	0	6,480
5214-00 · Social Takeover	0	0	0	0	16,000
Total 5200-00 · PUBLIC RELATIONS	17,757	25,100	17,757	25,100	321,580
6000-00 · CONFERENCE SALES					
6002-00 · Destination Print	0	0	0	0	23,850
6003-00 · Geo-Fence Targeting	0	0	0	0	2,500
6004-00 · Email	0	850	0	850	7,650
6005-00 · Paid Media	15	833	15	833	10,000
6006-00 · CVENT	11,167	13,500	11,167	13,500	13,500
6007-00 · Creative Production	1,974	1,000	1,974	1,000	30,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	1,000	1,000	12,000
6018-00 · MCC Media Commission	1,342	2,103	1,342	2,103	8,861
6019-00 · Conference Direct Partnership	0	5,000	0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	500	6,000	500	6,000	6,000
6152-00 · Client Events / Opportunities	784	0	784	0	15,000
6153-00 · Chicago Sales Rep Support	(638)	0	(638)	0	10,000
Total 6000-00 · CONFERENCE SALES	16,144	30,286	16,144	30,286	144,361
6100-00 · TRADE SHOWS					
6111-00 · Site Inspections	0	750	0	750	7,000
6116-00 · CalSAE Seasonal Spectacular	0	0	0	0	4,250
6118-00 · ASAE Annual	0	500	0	500	6,000
6120-00 · AFW Client Event	0	0	0	0	2,500
6120-01 · Sac River Cats Client Event	1,187	2,500	1,187	2,500	2,500
6127-00 · CalSAE Annual	0	0	0	0	6,700
6143-00 · Connect Marketplace	0	7,500	0	7,500	11,000
6144-00 · ASAE XDP	0	0	0	0	4,000
6151-00 · Destination CA	0	0	0	0	1,500
6154-00 · HelmsBriscoe ABC	0	0	0	0	6,500
6156-00 · Connect California	0	3,750	0	3,750	5,250
6156-02 · Connect Chicago	0	3,750	0	3,750	4,250
6156-04 · Connect Georgia	0	3,750	0	3,750	5,250
6157-00 · HPN Partner Conference	0	1,695	0	1,695	3,195
6160-00 · AllThingsMeetings Silicon Valley	493	1,000	493	1,000	1,000
6160-01 · AllThingsMeetings East Bay	0	0	0	0	1,625
6161-00 · Connect Southwest	0	3,750	0	3,750	5,250
6162-00 · Connect Tech & Medical	0	3,750	0	3,750	5,250
6163-00 · Connect Financial	0	3,750	0	3,750	5,250
6164-00 · Connect Mountain Incentive	0	3,750	0	3,750	5,250
6165-00 · Bay Area Client Appreciation	(1,000)	0	(1,000)	0	5,000
6168-00 · Sacramento/Roseville TopGolf	0	1,000	0	1,000	2,500
6169-00 · Prestige Meetings SF	0	895	0	895	2,395
6171-00 · Outdoor Retailer	0	0	0	0	600
6172-00 · Prestige Meetings Seattle	0	0	0	0	2,595
Total 6100-00 · TRADE SHOWS	681	42,090	681	42,090	106,610
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	0	0	0	0	50,000
5009-00 · Fulfillment / Mail	0	1,000	0	1,000	12,000
5021-00 · RASC-Reno Air Service Corp	25,000	25,000	25,000	25,000	100,000
5123-00 · HSVC - High Sierra Visitors	167	0	167	0	2,000
7001-00 · Miscellaneous	252	0	252	0	0
7002-00 · CRM Subscription	833	833	833	833	9,996
7003-00 · IVCBVB Entertainment Fund	60	0	60	0	8,000
7004-00 · Research	24,422	0	24,422	0	24,000
7005-00 · Film Festival	15,000	0	15,000	0	15,000
7006-00 · Special Events	0	0	0	0	30,000
7007-00 · Destimetrics / DMX	0	8,338	0	8,338	33,352
7008-00 · Opportunistic Funds	550	0	550	0	50,000
7009-00 · Tahoe Cam Usage	0	177	0	177	2,124
7010-00 · Photo Management & Storage	0	592	0	592	7,104
7011-00 · TrendKite PR Software	0	333	0	333	3,996
8700-00 · Automobile Expense*	495	400	495	400	4,800
Total 7000-00 · COMMITTED & ADMIN EXPENSES	66,778	36,673	66,778	36,673	352,372
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	4,250	4,250	4,250	4,250	51,000
8003-00 · Website Hosting Maintenance	534	4,166	534	4,166	50,000

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

July 2019

Accrual Basis

	<u>Jul 19</u>	<u>Budget</u>	<u>Jul 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	4,784	8,416	4,784	8,416	101,000
Total Expense	197,857	262,654	197,857	262,654	2,453,364
Net Income	<u>64,797</u>	<u>0</u>	<u>64,797</u>	<u>0</u>	<u>(2)</u>

KEY METRICS FOR July 31, 2019 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2011 - 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	1,868,483	\$ 12,603,558	
2015 - 2016	4,872,923	3,874,544	5,436,080	2,349,451	\$ 16,532,998	
2016 - 2017	5,504,750	3,319,046	6,124,404	3,355,916	\$ 18,304,116	
2017 - 2018	6,276,741	3,451,524	5,634,547	3,194,299	\$ 18,557,111	
2018 - 2019	7,062,696	4,027,227	6,955,080	2,411,120	\$ 20,456,123	updated

Visitor Information Comparative Statistics For FYTD 2017/18 - 2019/20 (thru July 2019)					
Referrals -	2016-2017	2017-2018	2018-2019	2019-2020	YOY % Change
Tahoe City:					
Walk In	41,841	44,438	42,292	6,993	-7.27%
Phone	3,297	3,024	2,806	326	-32.08%
Email	343	378	404	69	23.21%
Kings Beach (Walk In)	3,926	8,733	11,881	4,036	-33.39%
NLT - Event Traffic	6,800	6,509	5,113	1,221	-23.11%
Total	56,207	63,082	62,496	12,645	-19.58%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)						
Quarter	2015	2016	2017	2018	2019	YOY % Change
First (Jan - Mar)	\$ 573,778	\$ 699,157	\$ 820,233	\$ 762,370	\$ 762,370	-7.05%
Second (Apr - June)	\$ 495,699	\$ 558,566	\$ 716,779	\$ 627,831	\$ 627,831	-12.41%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 1,001,144	\$ 1,018,271	\$ 1,018,271	1.71%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 641,261	\$ 671,770	\$ 671,770	4.76%
Total	\$ 2,542,230	\$ 2,831,104	\$ 3,179,417	\$ 3,080,242	\$ 3,080,242	-3.12%

Unemployment Rates - EDD		June 2019
California (pop. 38,332,521)		4.1%
Placer County (367,309)		3.5%
Dollar Point (1,215)		1.8%
Kings Beach (3,893)		2.1%
Sunnyside/Tahoe City (1,557)		4.6%
Tahoe Vista (1,433)		2.8%

Destimetrics Reservations Activity				
	FYTD 18/19	FYTD 19/20	YOY % Change	
Occupancy	72.4%	66.8%	-7.8%	
ADR (Average Daily Rate)	\$ 405	\$ 412	1.8%	
RevPAR (Rev per Available Room)	\$ 293	\$ 275	-6.1%	
Occupancy 1 Mth Forecast	54.9%	57.1%	4.1%	
ADR 1 Mth Forecast	\$ 390	\$ 405	3.8%	
RevPAR 1 Mth Forecast	\$ 214	\$ 231	8.0%	
Occupancy (prior 6 months)	52.2%	52.4%	0.4%	
ADR (prior 6 months)	\$ 308	\$ 316	2.7%	
RevPAR (prior 6 months)	\$ 161	\$ 166	3.2%	
Occupancy (next 6 months)	21.5%	22.1%	2.8%	
RevPAR (next 6 months)	\$ 331	\$ 335	1.1%	
RevPAR (next 6 months)	\$ 71	\$ 74	4.0%	

Total Chamber Membership	
June 2015	474
June 2016	508
June 2017	424
June 2018	378
June 2019	354

Conference Revenue Statistics Comparison FYTD 18/19 vs. FYTD 19/20 at 8/30/2019						
FORWARD LOOKING	2018-19		2019-20		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$2,890,990	\$ 2,213,869	\$ 3,344,505	\$ 3,344,505	51.07%	
Commission for this Revenue	\$ 79,949	\$ 49,926	\$ 47,908	\$ 47,908	-4.04%	
Number of Room Nights	14,165	12,584	15,988	15,988	27.05%	
Number of Bookings	72	46	53	53	15.22%	
Conference Revenue And Percentage by County:						
	18-19	19-20				
Placer	67%	80%	\$1,850,907	\$ 1,487,959	\$ 2,660,497	78.80%
Washoe	9%	15%	\$314,610	\$ 195,373	\$ 514,448	163.32%
South Lake	24%	5%	\$725,473	\$ 530,537	\$ 169,560	-68.04%
Total Conference Revenue	100%	100%	\$2,890,990	\$ 2,213,869	\$ 3,344,505	51.07%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) Employee Expense Report

Month Yr July 2019
Employee Bavetta, Bonnie

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
07.01.2019	A	Adobe Acrobat Pro	1050894540	Acrobat Pro sub for Dawn	14.99		8810-00/70
07.01.2019	B	Adobe Acrobat Pro	1051403746	Acrobat Pro sub for DeWitt	14.99		8810-00/70
07.10.2019	C	Crashplan Pro	63949544100	server backup monthly software charge	9.99		5525-00/70
07.10.2019	D	Adobe Acrobat Pro	1055187104	Acrobat Pro sub for Dawn - refund	(14.99)		8810-00/70
07.10.2019	E	Adobe Acrobat Pro	1055187103	Acrobat Pro sub for Dawn - refund	(14.99)		8810-00/70
07.10.2019	F	Adobe Acrobat Pro	1055187102	Acrobat Pro sub for Dawn - refund	(14.99)		8810-00/70
07.17.2019	G	Adobe Acrobat Pro	1057963228	2 Acrobat Pro subs	33.98		8810-00/70
07.23.2019	H	Constant Contact	233972584	Constant Contact	125.00		8810-00/70
07.23.2019	I	Intermedia.net	1908063042	NLTRA office phone system	653.78		5320-00/Alloc C
07.24.2019	J	Spindleshanks	130524	Lunch meeting with Andy Chapman re: staffing	38.18		8750-00/11
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1	Mileage	See Attached Mileage Report			0.00	8700-00-70
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)							
					845.94		

Signed By: *B. Bavetta* Approved By: _____ Date: 8/12/19

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE
<u>8/12/19 MS</u>	<u>8/14/19 MS</u>	<u><i>BB</i></u>	<u>8/12/19</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 JUL 28, 2019
Total Activity \$845.94

**** 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	\$890.91		\$0.00		\$44.97		\$845.94

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
07-01	06-29	55310209180026725164431	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 72516443 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
07-01	06-30	55310209181026727784870	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 72778487 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
07-10	07-09	15470209190000036904833	DRI*CrashPlan for SB 8883148842 MN Tax ID: 411901640 Mer Zip: 55343	9.99
07-10	07-09	55310209190026744082273	ADOBE *ACROPRO SUBS 4085366000 CA Tax ID: 770019522 Mer Ref: 74408227 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99 CR
07-10	07-09	55310209190026744082281	ADOBE *ACROPRO SUBS 4085366000 CA Tax ID: 770019522 Mer Ref: 74408228 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99 CR
07-10	07-09	55310209190026744082265	ADOBE *ACROPRO SUBS 4085366000 CA Tax ID: 770019522 Mer Ref: 74408226 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99 CR
07-17	07-16	55310209197026533977694	ADOBE *ACROPRO SUBS 8004438158 CA Tran: ADB067740022 Tax ID: 770019522 Mer Ref: ADB067740022 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 94043 Dest Ctry: USA	33.98

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B
C
D
E
F
G

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0119-2321	Account Summary Purchases & Other Charges \$890.91
	Statement Date JUL 28, 2019	
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$20,000	Fees \$0.00
	Disputed Amount \$0.00	Credits \$44.97
		Payments \$0.00
		Total Activity \$845.94

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	JUL 28, 2019	Total Activity	\$845.94
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
07-23	07-22	75418239203076663446463	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
07-23	07-22	55480779204026475012036	INTERMEDIA.NET INC 6506414000 WA Tran: 5423628 Tax ID: 411816682 Mer Ref: 5423628 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 46.87 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 606.91	653.78
07-24	07-22	25247809204002029243775	SPINDLESHANKS AMERICAN KINGS BEACH CA Tax ID: 300346317 Mer Zip: 96143	38.18

H
I
J

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: 1050894540
Invoice Date: JUN-28-19
Payment Terms: Credit Card
Due Date: JUL-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>Dawn</i>					
North America					Invoice Totals
					S & H 0.00
					Sales Tax 0.00
					Currency USD
					Qty Shipped 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: 1051403746
Invoice Date: JUN-29-19
Payment Terms: Credit Card
Due Date: JUL-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		
<i>DeWitt</i>							
North America			Invoice Totals				
			S & H	Sales Tax	Currency	Qty Shipped	Invoice Total
			0.00	0.00	USD	1	14.99

Comments:

Invoice

Order Date: 7/9/2019

Order Number: 63949544100

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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CREDIT MEMO



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: 1055187104
Invoice Date: JUL-08-19
Payment Terms: Credit Card
Due Date: JUL-15-19
Purchase Order: ADD005588015
Contract No 00004490
Order Number: 189100660
Order Date: JUL-08-19
Customer No.: 1450443
Bill to No. 542204552
Adobe Contact Information:
 eCommerce - AMERICAS +1 408 536 5000

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 SERVICE PERIOD: JUL-08-19 to JUL-29-19	EA	14.99	1	14.99	
North America		Invoice Totals			** Credit **	
		S & H	Sales Tax	Currency	Qty Shipped	Invoice Total
		0.00	0.00	USD	1	14.99

Comments:
 Credit Memo Reference to Original Invoice 5011731811

CREDIT MEMO



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: 1055187103
Invoice Date: JUL-08-19
Payment Terms: Credit Card
Due Date: JUL-15-19
Purchase Order: ADD005588015
Contract No 00004490
Order Number: 189099951
Order Date: JUL-08-19
Customer No.: 1450443
Bill to No. 542204552
Adobe Contact Information:
 eCommerce - AMERICAS +1 408 536 5000

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 SERVICE PERIOD: JUL-08-19 to JUL-29-19	EA	14.99	1	14.99	
North America		Invoice Totals			** Credit **	
		S & H	Sales Tax	Currency	Qty Shipped	Invoice Total
		0.00	0.00	USD	1	14.99

Comments:
 Credit Memo Reference to Original Invoice 5011731811

CREDIT MEMO



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: 1055187102
Invoice Date: JUL-08-19
Payment Terms: Credit Card
Due Date: JUL-15-19
Purchase Order: ADD005588015
Contract No 00004490
Order Number: 189097747
Order Date: JUL-08-19
Customer No.: 1450443
Bill to No. 542204552

Adobe Contact Information:
 eCommerce - AMERICAS +1 408 536 5000

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 SERVICE PERIOD: JUL-08-19 to JUL-29-19	EA	14.99	1	14.99	
North America		Invoice Totals			** Credit **	
		S & H	Sales Tax	Currency	Qty Shipped	Invoice Total
		0.00	0.00	USD	1	14.99

Comments:
 Credit Memo Reference to Original Invoice 5011731811

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: 1057963228

Invoice Date: JUL-15-19

Payment Terms: Credit Card

Due Date: JUL-22-19

Purchase Order: ADB067740022

Contract No 00004490

Order Number: 7001287628

Order Date: JUL-15-19

Customer No.: 1452233

Bill to No. 1200696926

Adobe Contact Information:

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

Bill To:
Bonnie Bavetta
PO Box 1757
CA 96145-1757

Line No	Material No / Description	UOM	Unit Price	Qty	Extended Price
000010	65265375 Acrobat Pro Subs CC ALL MLP DSP Ret Inv 01 mnth MUN TEAM	EA	16.99	2	33.98
North America			Invoice Totals		
			S & H	Sales Tax	Currency
			0.00	0.00	USD
			Qty Shipped	Invoice Total	
			2	33.98	

Comments:



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

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

Date	Description	Charge Amount	Credit Amount
07/27/2019 Invoice #233972584	Constant Contact Toolkit - Email Plus Contacts 5,001 - 10,000 Contacts Maximum Number of Contacts This Billing Period: 5265 Period from 07/27/2019 to 08/26/2019	\$125.00	

Billing questions? [Contact Support](#)

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



Bill to

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

Username NLTRA
 Account ID 1620115

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

Net Charges

Date	Item	Quantity	Unit Price	Net Amount Due
New services (pro-rated for optional services)				
Jul 21, 2019	AK/HI/PR/VI Inbound Toll-Free	1	\$2.1660	\$2.17
Jul 21, 2019	Inbound Toll-Free	1	\$75.3207	\$75.32
Jul 21, 2019	Local and Toll Free Numbers	1	\$22.9500	\$22.95
Jul 21, 2019	Regulatory Cost Recovery Surcharges	1	\$75.6200	\$75.62
Jul 21, 2019	Cloud PBX Resource Lines	1	\$12.9900	\$12.99
Jul 21, 2019	Unified Communications Users	1	\$413.8200	\$413.82
Sub-total due				\$602.87

Taxes

Tax	Level	Tax Amount
State	State/Province	\$9.10
Government Telecommunications Service Fees	Other	\$40.11
Local	Local	\$1.71
Sub-total due		\$50.91

Total new charges during Jul 02, 2019 - Aug 01, 2019 \$653.78

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



Charges displayed on this invoice may include: (1) For services that have commenced in the past 30 days, pro-rated charges (including taxes and fees) for the initial period of service through the first monthly billing date; (2) Monthly charges (including taxes and fees) for the upcoming month of service; and (3) Hardware and/or shipping charges, as applicable. Please note that the initial invoice for a service will include BOTH pro-rated charges for the first partial month of service and advance monthly charges for the first full month of service. For voice services please review your explanation of charges in HostPilot for dates of service.

SPINDLESHANKS
400 Brassie Avenue
Kings Beach, CA 96143
(530)-546-2191

SERVER: CLARIBEL C
TABLE: 6
TICKET #: 130524 07/22/2019 12:06
GUESTS: 2

FRENCH DIP	17.00
VEGGIE SANDWICH	13.00
SUB TOTAL:	<u>30.00</u>
SALES TAX:	2.18
TOTAL:	<u>32.18</u>

We serve
BREAKFAST LUNCH
and DINNER
Happy Hour 4 to 6 pm
All night Happy Hour on Tuesday

Andy Chapman
Bonnie Baretta
Lunch meeting
re staffing

SPINDLESHANKS AMERICAN BISTRO
400 BRASSIE AVE
KINGS BEACH CA 96143
530-546-2191

Terminal ID: *****866 ***8
7/22/19 12:54 PM

SERVER #: 21

MASTERCARD - INSERT
AID: A0000000041010
ACCT #: *****2321

CREDIT SALE
UID: 920334506808 REF #: 0508
BATCH #: 010 AUTH #: 063179

AMOUNT \$32.18

TIP \$ 6.00

TOTAL \$ 38.18

APPROVED

ARQC - A519756EECIB155B

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