

NLTRA Mission

To promote tourism and business through efforts that enhance the economic, environmental, recreational and cultural climate of the area.

Board of Directors:

Chair: Adam Wilson, Vail Resorts | **Vice Chair:** Samir Tuma, Tahoe City Lodge
Treasurer: Christy Beck, Squaw Alpine | **Secretary:** Brett Williams, Agate Bay Realty
Aaron Rudnick, Sierra Tahoe Recreation | **Andre Priemer**, Resort at Squaw Creek | **Bruce Seigel**, Ritz-Carlton, Lake Tahoe
Chris Brown, Elevation Law Firm | **Dan Tester**, Granite Peak Management | **Gary Davis**, JK Architecture Engineering | **Greg Dallas**, Sugar Bowl Resort | **Jim Phelan**, Tahoe City Marina | **Karen Plank**, Placer County Appointee | **Kevin Mitchell**, Homewood Mountain Resort | **Lynn Gibson**, Keoki Gallery | **Stephanie Hoffman**, Granlibakken Tahoe | **Tom Turner**, Tahoe Restaurant Collection
Advisory Committee: Erin Casey, Placer County Executive Office, Chris Larson, TRPA

AGENDA

NUMBER TO CALL IN: 1-712-770-4010, enter code 775665#

If unable to attend, join the conference call from your computer, tablet or smartphone: (712) 770-4010, enter code 775665#
and Log on: <https://global.gotomeeting.com/join/716698245>

First GoToMeeting? Do a quick system check:
<https://link.gotomeeting.com/system-check>

- 8:30 a.m.** 1. Call to Order – Establish Quorum
- 8:35 a.m.** 2. Public Forum – Any person wishing to address the Board of Directors on items of interest to the Board not listed on the agenda may do so at this time. It is requested that comments be limited to three minutes since no action may be taken by the Board on items addressed under Public Forum.
- 8:40 a.m.** 3. Agenda Amendments and Approval
- 8:45 a.m.** 4. Consent Calendar – All items listed under the consent calendar are considered to be routine and/or have been or will be reviewed by the Board and approved by one motion. There will not be a separate discussion of these items unless a Board member or staff person requests a specific item be removed from the consent calendar for separate consideration. Any item removed will be considered after the motion and vote to approve the remainder of consent calendar motions.
- Page: 1 A. NLTRA Board Meeting Minutes from June 5, 2019 [Link to preliminary online document](#)
Page: 4 B. Approval of NLTRA Financial Statements of May 31, 2019
Page: 21 C. Approval of Interim CEO Expense Reports for May 31, 2019 & June 30, 2019
The Committee Action Summary is provided for informational purposes only. Minutes are available as finalized at www.nltra.org
- Finance Committee Meeting June 27, 2019 & July 31, 2019 [Link to online document](#)
 - Tourism Development Committee June 25, 2019
5. Action Items - **None**

- 9:00 a.m.** 6. Informational Updates/Verbal Reports
- A. TBID Update & Discussion
 - B. Placer County In Lieu Fee Structure
 - C. NLTRA Board Seat Replacement
 - D. CEO Search Update
- 10:30 a.m.** 7. Reports/Back up – The following reports are provided on a monthly basis by staff and can be pulled for discussion by any Board member.
- A. Destimetrics Report June 30, 2019
 - B. Conference Revenue Statistics Report June 2019
 - C. Tourism Development Report on Activities, June 2019
 - D. Chamber of Commerce Board Report, June 2019
 - E. Visitor Information Center Visitor Report, June 2019
 - F. North Lake Tahoe Marketing Coop Financial Statements May 2019
 - G. Membership Accounts Receivable Report May 2019
 - H. Financial Key Metrics Report June 2019
- 10:35 a.m.** 8. CEO and Staff Updates
- 10:55 a.m.** 9. Directors Comments
- 11:00 a.m.** 10. Meeting Review and Staff Direction
11. Adjournment

This meeting is wheelchair accessible

Posted online at nltra.org

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Resort | **Lynn Gibson**, Keoki Gallery | **Stephanie Hoffman**, Granlibakken Tahoe | **Tom Turner**, Tahoe Restaurant Collection
Advisory Members: Erin Casey, Placer County Executive Office, **Chris Larson**, TRPA

1. Call to Order at 8:34 AM – Quorum established

Board members in attendance:

Christy Beck, Gary Davis, Stephanie Hoffman, Kevin Mitchell, Karen Plank, Jim Phelan, Dan Tester, Samir Tuma, Adam Wilson, and Brett Williams. Erin Casey (non-voting member) arrived at 8:45 AM

Board members absent:

Chris Brown, Greg Dallas, Bruce Seigel, Lynn Gibson, Tom Turner, Andre Priemer, and Aaron Rudnick

Staff Members in attendance:

Bonnie Bavetta, Amber Burke, Sarah Winters, Liz Bowling, Anna Atwood, and Interim Co-CEO Rob Kautz

Others in attendance

2. Public Forum

There were no questions on items not on today's agenda.

3. Agenda Amendments and Approval

Motion to approve today's agenda as presented. **WILLIAMS/TUMA/UNANIMOUS**

4. Consent Calendar – All items listed under the consent calendar are considered to be routine and/or have been or will be reviewed by the Board and approved by one motion. There will not be a separate discussion of these items unless a Board member or staff person requests a specific item be removed from the consent calendar for separate consideration. Any item removed will be considered after the motion and vote to approve the remainder of consent calendar motions.

A. NLTRA Board Meeting Minutes from May 8, 2019 [Link to preliminary online document](#)

B. Approval of NLTRA Financial Statements of April 30, 2019

C. Approval of Interim CEO/Cindy Gustafson Expense Reports

D. SMARI Baseline Research

E. 2018.19 Business Association Marketing Grants

F. The Committee Action Summary is provided for informational purposes only. Minutes are available as finalized at www.nltra.org

- Finance Committee Meeting May 29, 2019 [Link to online document](#)

- Tourism Development Committee May 28, 2019 (no meeting in April)
- In-Market Tourism Development Committee May 28, 2019 [Link to online document](#)

Motion to approve the Consent Calendar as presented. TESTER/HOFFMAN/UNANIMOUS

5. Action Items

A. 2019/20 NLTRA Budget Approval

Bavetta presented the proposed budget. She clarified changes from FY 2018/19.

Motion to approve the 2019/20 NLTRA Budget as presented. TUMA/DAVIS/UNANIMOUS

B. 2019/20 Placer County Contract & Scope of Work Approval

Bavetta presented the proposed contract and Scope of Work for the coming fiscal year. There are no substantive changes from the previous contract, however depending on the outcome of the TBID, there could be revisions. Discussion followed as details were clarified. Williams proposed that if there is an overage obvious in the fall, NLTRA should consider where the funds are most needed, and that the additional funds should not automatically be allocated to capital projects. Discussion continued about allocating TOT fund balances over and above the general 3% increase to NLTRA. There was consensus that this discussion should be continued but the TBID may impact how revenues, allocations, and surpluses are managed.

Motion to approve the 2019/20 Placer County Contract and Scope of Work as presented.

MITCHELL/TUMA/UNANIMOUS

6. Informational Updates/Verbal Reports

A. Tourism Business Improvement District Update

Wilson introduced Rob Kautz as the Co-Interim CEO to oversee the TBID process. Kautz reported on his meeting with major stakeholders and described how the overall TBID is being developed. Over the next 4-6 weeks, the structure will be solidified and presented to constituents. Discussion followed regarding “zones of benefit” that will be considered, as well as the costs for various areas and providers, and the education component necessary. Information and input is still being gathered to insure the TBID is equitable among all payers.

B. Hiring Committee Update

Wilson reported a CEO job description has been developed and salary information compiled to inform the search.

C. IMAX Out of Bounds Segment

Burke reported NLTRA is contributing \$40,000 to this project as part of the co-op with Visit California and Squaw Valley. She showed the trailer for the movie, which should be released by next ski season.

7. Reports/Back up – The following reports are provided on a monthly basis by staff and can be pulled for discussion by any Board member.

- A. Destimetrics Report April 30, 2019
- B. Conference Revenue Statistics Report April 2019
- C. Tourism Development Report on Activities, April 2019
- D. International Sales Update
- E. Chamber of Commerce Board Report, April 2019
- F. Visitor Information Center Visitor Report, April 2019
- G. North Lake Tahoe Marketing Coop Financial Statements April 2019
- H. Membership Accounts Receivable Report April 2019
- I. Financial Key Metrics Report April 2019

8. CEO and Staff Updates

Bavetta has been updating the Employee Policies and Procedures manual. She interviewed IT service providers and selected one from Reno who has a staff with a depth of knowledge and experience in a variety of areas. The company is available 24/7 at a fixed rate.

A staff training is being held on Friday. Bavetta said Jason Neary is dealing with some health issues and expected to be out for the next few months.

Burke reported on upcoming events sponsored by NLTRA.

Bowling reported on the recent PR Summit hosted by NLTRA and regional partners. The recent basin-wide job fair to help businesses find summer employees was costly and Bowling suggested if NLTRA does it again, sponsors be identified. Instead of the annual Summer Recreation luncheon, a series of four meetings will be held to educate front line staff on resources and events in the area.

9. Directors Comments

Williams noted the SMARI Baseline Research item in the Consent Calendar. The first report was received last summer. Given the changes at RASC, new baseline numbers on emerging markets have been requested, which will help drive the winter marketing focus.

Phelan asked for regular updates from Civitas.

Plank thanked Bavetta, Kautz, and staff for the good work they are doing.

Casey reported the CAP Committee conducted interviews with TOT applicants. The Committee will deliberate and make recommendations at tonight's meeting.

Wilson reported Lynn Gibson is resigning from the Board. At the August meeting, Wilson will present a process to replace Gibson, who was serving in a position appointed by this Board to represent Arts & Culture.

10. Meeting Review and Staff Direction

- Bavetta will work on providing the Board with monthly updates from Civitas regarding the TBID.
- Bavetta and the Executive Committee will consider the process for replacing Lynn Gibson's Board seat.
- Bavetta will prepare for the Board of Supervisor's meeting at the end of June when the Budget and Scope of Work will be presented for approval.

11. Adjournment

There being no further business to come before the Board, the meeting adjourned at 10:03 AM. There is no July NLTRA Board meeting scheduled.

Respectfully submitted,

Judy Friedman

Recording Secretary

THE PAPER TRAIL SECRETARIAL & BUSINESS SOLUTIONS

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

May 31, 2019

North Lake Tahoe Resort Association

Balance Sheet

As of May 31, 2019

	May 31, 19	May 31, 18	\$ Change	% Change	Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	137	443	(306)	(69%)	289
1003-00 · Cash - Operations BOTW #6712	460,608	661,754	(201,146)	(30%)	619,232
1007-00 · Cash - Payroll BOTW #7421	6,628	5,118	1,510	30%	6,195
1008-00 · Marketing Reserve - Plumas	50,238	50,162	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,634	100,433	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	141,189	91,074	50,115	55%	88,355
10950 · Cash in Drawer	315	1,401	(1,086)	(78%)	597
Total Checking/Savings	789,331	939,967	(150,636)	(16%)	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	25,847	29,361	(3,514)	(12%)	24,331
1290-00 · A/R - TOT	274,450	0	274,450	100%	0
Total Accounts Receivable	300,297	29,361	270,936	923%	24,331
Other Current Assets					
1200-99 · AR Other	310	1,614	(1,304)	(81%)	(41)
12000 · Undeposited Funds	0	1,026	(1,026)	(100%)	0
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	25,235	10,000	15,235	152%	3,417
1201-03 · Member AR - Other	4,680	0	4,680	100%	0
1201-00 · Member Accounts Receivable - Other	0	3,140	(3,140)	(100%)	2,870
Total 1201-00 · Member Accounts Receivable	29,915	13,140	16,775	128%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	(4,358)	1,583	36%	(2,500)
12100 · Inventory Asset	20,213	26,597	(6,384)	(24%)	28,203
1299 · Receivable from NLTMC	13,481	0	13,481	100%	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
Total Other Current Assets	62,754	38,669	24,085	62%	61,553
Total Current Assets	1,152,382	1,007,997	144,385	14%	980,751
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	9,964	(1,528)	(15%)	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,435)	0	0%	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,995)	(18,331)	(1,664)	(9%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	1,526	4,718	(3,192)	(68%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	15,040	2,909	12,131	417%	9,151
1430-00 · Prepaid 1st Class Postage	500	1,000	(500)	(50%)	1,000
1400-00 · Prepaid Expenses - Other	5,755	29,277	(23,522)	(80%)	17,116
Total 1400-00 · Prepaid Expenses	21,295	33,186	(11,891)	(36%)	27,267
Total Other Assets	21,295	33,186	(11,891)	(36%)	27,267
TOTAL ASSETS	1,175,201	1,045,900	129,301	12%	1,011,060

North Lake Tahoe Resort Association

Balance Sheet

As of May 31, 2019

	May 31, 19	May 31, 18	\$ Change	% Change	Jun 30, 18
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	56,708	28,202	28,506	101%	42,156
Total Accounts Payable	56,708	28,202	28,506	101%	42,156
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-02 · MC_6765_Jason	0	30	(30)	(100%)	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-09 · MC_0319_Sarah	0	34	(34)	(100%)	0
2080-10 · MC_9495_AI	0	30	(30)	(100%)	180
2080-11 · MC_3978_Amber	0	839	(839)	(100%)	3,070
2080-13 · MC_6903_Cindy	0	15	(15)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	75	(75)	(100%)	83
Total 2080-00 · Bank of the West - Master Cards	0	1,023	(1,023)	(100%)	5,904
Total Credit Cards	0	1,023	(1,023)	(100%)	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	17,554	38,973	(21,419)	(55%)	36,870
2101-00 · Incentive Payable	78,929	89,999	(11,070)	(12%)	43,384
2102-00 · Commissions Payable	4,318	11,693	(7,375)	(63%)	4,698
2120-00 · Empl. Federal Tax Payable	7,992	3,118	4,874	156%	3,072
2175-00 · 401 (k) Plan	3,934	1,559	2,375	152%	1,157
2180-00 · Estimated PTO Liability	43,126	74,725	(31,599)	(42%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	155,853	220,067	(64,214)	(29%)	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	119	0	119	100%	853
25500 · *Sales Tax Payable	1,322	1,115	207	19%	1,941
2190-00 · Sales and Use Tax Payable - Other	3	0	3	100%	0
Total 2190-00 · Sales and Use Tax Payable	1,444	1,115	329	30%	2,794
2250-00 · Accrued Expenses	339	800	(461)	(58%)	49,521
2400-42 · Marketing Co-op	0	0	0	0%	67,000
2400-60 · Deferred Revenue- Member Dues	76,653	62,132	14,521	23%	56,979
2500-00 · Deferred Revenue - TMBC	855	760	95	13%	535
2651-00 · Deferred Rev - Conference	367	917	(550)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	(567)	4,704	830%	4,202
2900-00 · Due To/From County of Placer	0	8,881	(8,881)	(100%)	229,432
Total Other Current Liabilities	589,953	294,105	295,848	101%	548,648
Total Current Liabilities	646,661	323,330	323,331	100%	596,708
Total Liabilities	646,661	323,330	323,331	100%	596,708
Equity					
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	114,187	324,427	(210,240)	(65%)	(5,239)

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

	May 31, 19	May 31, 18	\$ Change	% Change	Jun 30, 18
Total Equity	528,539	722,569	(194,030)	(27%)	414,352
TOTAL LIABILITIES & EQUITY	1,175,201	1,045,900	129,301	12%	1,011,060

1:04 PM

North Lake Tahoe Resort Association

06/24/19

Profit & Loss

Accrual Basis

July 2018 through May 2019

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	3,349,771	3,446,418	-96,647	-3%
4200-00 · Membership Dues Revenue	126,079	119,591	6,488	5%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	6,463	10,083	-3,621	-36%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	12,876	18,522	-5,646	-31%
4250-05 · Sponsorships	17,165	12,440	4,725	38%
4250-01 · Community Awards - Other	14,646	18,105	-3,459	-19%
Total 4250-01 · Community Awards	44,687	49,067	-4,380	-9%
4250-02 · Chamber Events	2,892	373	2,519	675%
4250-03 · Summer/Winter Rec Luncheon	2,622	3,409	-787	-23%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	2,500	1,000	1,500	150%
4251-00 · Tues AM Breakfast Club - Other	5,577	4,585	993	22%
Total 4251-00 · Tues AM Breakfast Club	8,077	5,585	2,493	45%
4250-00 · Revenues-Membership Activities - Other	3,918	1,629	2,289	141%
Total 4250-00 · Revenues-Membership Activities	62,197	60,063	2,134	4%
4252-00 · Sponsorships	600	1,000	-400	-40%
4253-00 · Revenue- Other	6	0	6	100%
4350-00 · Special Events (Marketing)	0	77,628	-77,628	-100%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,417	3,624	4,794	132%
4600-00 · Commissions - Other	46,966	51,278	-4,312	-8%
Total 4600-00 · Commissions	55,383	54,902	481	1%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	3,200	9,023	-5,823	-65%
46000 · Merchandise Sales - Other	94,090	77,225	16,865	22%
Total 46000 · Merchandise Sales	97,290	86,248	11,042	13%
4720-00 · Miscellaneous	0	415	-415	-100%
Total Income	3,697,788	3,856,423	-158,634	-4%
Gross Profit	3,697,788	3,856,423	-158,634	-4%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	15,583	17,407	-1,824	-11%
5020-00 · P/R - Tax Expense	73,857	84,475	-10,618	-13%
5030-00 · P/R - Health Insurance Expense	112,409	84,159	28,250	34%
5040-00 · P/R - Workmans Comp	6,844	12,288	-5,444	-44%
5060-00 · 401 (k)	32,201	32,206	-5	0%
5070-00 · Other Benefits and Expenses	3,709	4,330	-621	-14%
5000-00 · Salaries & Wages - Other	955,751	996,490	-40,739	-4%
Total 5000-00 · Salaries & Wages	1,200,352	1,231,353	-31,001	-3%
5100-00 · Rent				
5110-00 · Utilities	10,872	9,808	1,064	11%
5140-00 · Repairs & Maintenance	14,135	6,463	7,672	119%
5150-00 · Office - Cleaning	5,890	7,280	-1,390	-19%
5100-00 · Rent - Other	140,467	137,166	3,301	2%
Total 5100-00 · Rent	171,364	160,717	10,647	7%
5310-00 · Telephone				
5320-00 · Telephone	24,341	25,843	-1,502	-6%
5350-00 · Internet	25	25	0	0%

1:04 PM

North Lake Tahoe Resort Association

06/24/19

Profit & Loss

Accrual Basis

July 2018 through May 2019

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
Total 5310-00 · Telephone	24,366	25,868	-1,502	-6%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	-3,562	3,316	-6,878	-207%
Total 5420-00 · Mail - USPS	-3,479	3,437	-6,915	-201%
5510-00 · Insurance/Bonding	7,024	7,515	-491	-7%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	6,883	1,269	5,615	443%
5520-00 · Supplies - Other	13,804	12,552	1,252	10%
Total 5520-00 · Supplies	20,687	13,821	6,867	50%
5610-00 · Depreciation	1,515	2,397	-881	-37%
5700-00 · Equipment Support & Maintenance	3,406	11,475	-8,069	-70%
5710-00 · Taxes, Licenses & Fees	10,027	11,249	-1,223	-11%
5740-00 · Equipment Rental/Leasing	14,010	15,436	-1,426	-9%
5800-00 · Training Seminars	7,999	4,561	3,438	75%
5815 · Training Video Series	0	1,058	-1,058	-100%
5830-00 · Commission Due to Third Party	0	765	-765	-100%
5850-00 · Artist of Month - Commissions	2,769	3,906	-1,137	-29%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,120	9,760	-8,640	-89%
5920-00 · Professional Fees - Accountant	24,250	26,250	-2,000	-8%
5921-00 · Professional Fees - Other	11,810	56,540	-44,730	-79%
Total 5900-00 · Professional Fees	37,180	92,550	-55,370	-60%
5940-00 · Research & Planning Membership	0	3,000	-3,000	-100%
5941-00 · Research & Planning	28,820	2,266	26,554	1,172%
6020-00 · Programs				
6016-00 · Special Event Partnership	27,750	3,500	24,250	693%
6018-00 · Business Assoc. Grants	10,000	20,000	-10,000	-50%
Total 6020-00 · Programs	37,750	23,500	14,250	61%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-01 · 4th of July Fireworks	20,085	20,000	85	0%
6421-04 · Broken Arrow Skyrace	27,500	15,000	12,500	83%
6421-05 · No Barriers	8,550	0	8,550	100%
6421-06 · Spartan	254,353	254,000	353	0%
6421-07 · Tahoe Lacrosse Tournament	5,000	5,000	0	0%
6421-09 · Wanderlust	30,476	34,043	-3,567	-11%
6421-10 · WinterWonderGrass - Tahoe	19,447	20,808	-1,361	-7%
6421-16 · Mountain Travel Symposium	5,625	0	5,625	100%
Total 6420-01 · Sponsorships	405,315	463,623	-58,308	-13%
6421-00 · New Event Development	32,991	6,936	26,055	376%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
6422-06 · Music Campaign	0	2,706	-2,706	-100%
Total 6422-00 · Event Media	0	2,780	-2,780	-100%
6424-00 · Event Operation Expenses	2,056	98	1,958	1,997%
Total 6420-00 · Events	440,362	473,437	-33,075	-7%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	25,770	23,832	1,938	8%
6435-00 · Shop Local Event	0	295	-295	-100%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,469	3,081	388	13%
6437-00 · Tuesday Morning Breakfast Club	5,436	5,557	-121	-2%
6441-00 · Membership - Miscellaneous Exp	60	10	50	497%

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North Lake Tahoe Resort Association

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Profit & Loss

Accrual Basis

July 2018 through May 2019

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

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Apr - May 19	Budget	\$ Over Budget	Jul '18 - May...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	596,209	631,991	(35,782)	3,349,771	3,490,114	(140,343)	3,806,924
4200-00 · Membership Dues Revenue	23,994	21,450	2,544	126,079	117,300	8,779	128,000
4205-00 · Conference Dues	733	1,650	(917)	6,463	9,075	(2,613)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	12,876	19,000	(6,125)	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	17,165	13,000	4,165	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	14,646	18,000	(3,354)	14,646	18,000	(3,354)	18,000
Total 4250-01 · Community Awards	44,687	50,000	(5,314)	44,687	50,000	(5,314)	50,000
4250-02 · Chamber Events	191	416	(225)	2,892	2,292	600	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	600	(600)	2,500	2,750	(250)	3,050
4251-00 · Tues AM Breakfast Club - Other	1,315	1,160	155	5,577	6,380	(803)	6,960
Total 4251-00 · Tues AM Breakfast Club	1,315	1,760	(445)	8,077	9,130	(1,053)	10,010
4250-00 · Revenues-Membership Activities - Other	420			3,918	0	3,918	0
Total 4250-00 · Revenues-Membership Activities	46,612	52,176	(5,564)	62,197	65,422	(3,225)	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	6	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	3,334	(3,334)	8,417	18,333	(9,916)	20,000
4600-00 · Commissions - Other	15,880	5,000	10,880	46,966	27,500	19,466	30,000
Total 4600-00 · Commissions	15,880	8,334	7,546	55,383	45,833	9,550	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC Income	241	1,000	(759)	3,200	9,000	(5,800)	9,500
46000 · Merchandise Sales - Other	17,996	19,400	(1,404)	94,090	83,000	11,090	95,000
Total 46000 · Merchandise Sales	18,237	20,400	(2,163)	97,290	92,000	5,290	104,500
Total Income	701,666	736,001	(34,335)	3,697,788	3,819,744	(121,956)	4,169,834
Gross Profit	701,666	736,001	(34,335)	3,697,788	3,819,744	(121,956)	4,169,834
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	2,377	1,266	1,111	15,583	6,967	8,616	7,600
5020-00 · P/R - Tax Expense	12,284	13,972	(1,688)	73,857	79,127	(5,270)	86,761
5030-00 · P/R - Health Insurance Expense	18,059	22,116	(4,057)	112,409	121,632	(9,223)	132,690
5040-00 · P/R - Workmans Comp	1,406	1,917	(511)	6,844	10,819	(3,975)	11,845
5060-00 · 401 (k)	5,838	7,107	(1,269)	32,201	39,426	(7,225)	43,048
5070-00 · Other Benefits and Expenses	353	1,172	(819)	3,709	6,443	(2,734)	7,029
5000-00 · Salaries & Wages - Other	178,002	176,308	1,694	955,751	978,198	(22,447)	1,068,067
Total 5000-00 · Salaries & Wages	218,318	223,858	(5,540)	1,200,352	1,242,612	(42,260)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,713	1,956	(243)	10,872	11,263	(391)	12,191
5140-00 · Repairs & Maintenance	1,628	7,833	(6,205)	14,135	42,948	(28,813)	32,850
5150-00 · Office - Cleaning	1,100	1,723	(623)	5,890	9,644	(3,754)	10,444
5100-00 · Rent - Other	25,355	25,914	(559)	140,467	142,511	(2,044)	155,665
Total 5100-00 · Rent	29,796	37,426	(7,630)	171,364	206,366	(35,002)	211,150
5310-00 · Telephone							
5320-00 · Telephone	4,184	4,258	(74)	24,341	23,419	922	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	922	(922)	0	5,074	(5,074)	5,535
Total 5310-00 · Telephone	4,184	5,180	(996)	24,366	28,493	(4,127)	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	(5,587)	800	(6,387)	(3,562)	4,728	(8,290)	5,203
Total 5420-00 · Mail - USPS	(5,587)	800	(6,387)	(3,479)	4,728	(8,207)	5,203
5510-00 · Insurance/Bonding	1,452	970	482	7,024	5,653	1,371	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	2,943	250	2,693	6,883	7,475	(592)	7,600
5520-00 · Supplies - Other	2,838	3,300	(462)	13,804	19,843	(6,039)	21,493
Total 5520-00 · Supplies	5,781	3,550	2,231	20,687	27,318	(6,631)	29,093
5610-00 · Depreciation	236	354	(118)	1,515	1,952	(437)	2,169
5700-00 · Equipment Support & Maintenance	720	2,236	(1,516)	3,406	12,294	(8,888)	13,408
5710-00 · Taxes, Licenses & Fees	1,844	2,100	(256)	10,027	11,851	(1,824)	12,951
5740-00 · Equipment Rental/Leasing	2,908	2,956	(48)	14,010	16,248	(2,238)	17,726
5800-00 · Training Seminars	60	834	(774)	7,999	16,033	(8,034)	16,450
5850-00 · Artist of Month - Commissions	356	916	(560)	2,769	5,042	(2,273)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	1,500	(1,380)	1,120	8,250	(7,130)	9,000
5920-00 · Professional Fees - Accountant	3,250	0	3,250	24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	5,200	3,834	1,366	11,810	23,708	(11,898)	26,000

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Apr - May 19	Budget	\$ Over Budget	Jul '18 - May...	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 • Professional Fees	8,570	5,334	3,236	37,180	56,958	(19,778)	60,000
5941-00 • Research & Planning	10,100	0	10,100	28,820	18,000	10,820	18,000
6020-00 • Programs							
6016-00 • Special Event Partnership	6,750	0	6,750	27,750	25,000	2,750	50,000
6018-00 • Business Assoc. Grants	10,000	10,000	0	10,000	20,000	(10,000)	30,000
Total 6020-00 • Programs	16,750	10,000	6,750	37,750	45,000	(7,250)	80,000
6420-00 • Events							
6420-01 • Sponsorships							
6023-00 • Autumn Food & Wine	0	0	0	34,278	37,375	(3,097)	37,375
6421-01 • 4th of July Fireworks	85	0	85	20,085	20,000	85	20,300
6421-04 • Broken Arrow Skyrace	7,500	0	7,500	27,500	20,000	7,500	20,000
6421-05 • No Barriers	150	8,400	(8,250)	8,550	8,400	150	12,400
6421-06 • Spartan	353	0	353	254,353	254,500	(147)	254,500
6421-07 • Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 • Tough Mudder	0	17,500	(17,500)	0	17,500	(17,500)	35,550
6421-09 • Wanderlust	476	7,700	(7,224)	30,476	37,700	(7,224)	37,700
6421-10 • WinterWonderGrass - Tahoe	0	19,400	(19,400)	19,447	19,400	47	19,400
6421-16 • Mountain Travel Symposium	625	0	625	5,625	5,000	625	5,000
Total 6420-01 • Sponsorships	9,190	53,000	(43,810)	405,315	424,875	(19,560)	447,225
6421-00 • New Event Development	5,491	5,500	(9)	32,991	55,250	(22,259)	58,000
6424-00 • Event Operation Expenses	0	1,334	(1,334)	2,056	7,333	(5,277)	8,000
Total 6420-00 • Events	14,680	59,834	(45,154)	440,362	487,458	(47,096)	513,225
6423-00 • Membership Activities							
6434-00 • Community Awards Dinner	24,655	27,500	(2,845)	25,770	27,500	(1,730)	27,500
6436-00 • Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 • Tuesday Morning Breakfast Club	1,317	1,300	17	5,436	6,500	(1,064)	7,150
6441-00 • Membership - Miscellaneous Exp	0			60			
6442-00 • Public Relations/Website	(1,922)	688	(2,610)	14,268	5,284	8,984	5,628
6444-00 • Trades	1,430			1,430	0	1,430	0
6423-00 • Membership Activities - Other	5,621	0	5,621	13,423	0	13,423	0
Total 6423-00 • Membership Activities	31,100	29,488	1,612	63,856	41,784	22,072	45,278
6730-00 • Marketing Cooperative/Media	243,304	243,304	0	1,338,175	1,338,171	4	1,459,827
6740-00 • Media/Collateral/Production	0	0	0	1,278	0	1,278	0
6742-00 • Non-NLT Co-Op Marketing Program	7,594	8,632	(1,038)	27,573	47,484	(19,911)	15,000
6743-00 • BACC Marketing Programs							
6743-01 • Shop Local	535	2,500	(1,965)	7,883	20,000	(12,117)	20,000
6743-03 • Touch Lake Tahoe	9,000	10,000	(1,000)	17,000	20,000	(3,000)	20,000
6743-04 • High Notes	8,910	20,000	(11,090)	8,910	20,000	(11,090)	20,000
6743-05 • Peak Your Adventure	3,635	20,000	(16,365)	4,635	20,000	(15,365)	20,000
Total 6743-00 • BACC Marketing Programs	22,080	52,500	(30,420)	38,428	80,000	(41,572)	80,000
7500-00 • Trade Shows/Travel	0	0	0	372	0	372	0
8100-00 • Cost of Goods Sold							
51100 • Freight and Shipping Costs	197	0	197	1,140	0	1,140	0
52500 • Purchase Discounts	(0)			(40)	0	(40)	0
59900 • POS Inventory Adjustments	(84)			(56)	0	(56)	0
8100-00 • Cost of Goods Sold - Other	10,843	10,186	657	52,123	43,575	8,548	49,925
Total 8100-00 • Cost of Goods Sold	10,956	10,186	770	53,167	43,575	9,592	49,925
8200-00 • Associate Relations	1,442	1,232	210	3,627	6,784	(3,157)	7,400
8300-00 • Board Functions	2,179	300	1,879	8,357	4,350	4,007	4,500
8500-00 • Credit Card Fees	2,218	1,869	349	7,040	5,970	1,070	6,658
8600-00 • Additional Opportunitess	11,687	6,268	5,419	11,750	34,466	(22,716)	37,600
8700-00 • Automobile Expenses	532	996	(464)	4,646	5,665	(1,019)	6,183
8750-00 • Meals/Meetings	758	1,274	(516)	4,005	7,003	(2,998)	7,640
8810-00 • Dues & Subscriptions	1,662	1,704	(42)	7,941	9,368	(1,427)	10,220
8910-00 • Travel	0	1,000	(1,000)	3,654	6,600	(2,946)	6,600
8920-00 • Bad Debt	710			5,833	0	5,833	0
Total Expense	646,392	715,101	(68,709)	3,583,855	3,817,226	(233,371)	4,115,967
Net Ordinary Income	55,274	20,900	34,374	113,933	2,518	111,415	53,867
Other Income/Expense							
Other Income							
4700-00 • Revenues- Interest & Investment	46			254			
Total Other Income	46			254			
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	46	(0)	46	254	0	254	0
Net Income	55,320	20,900	34,420	114,187	2,518	111,669	53,867

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	213,112	261,126	(48,014)	2,635,046	2,747,703	(112,657)	2,996,906
Total Income	213,112	261,126	(48,014)	2,635,046	2,747,703	(112,657)	2,996,906
Gross Profit	213,112	261,126	(48,014)	2,635,046	2,747,703	(112,657)	2,996,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	15,125	15,125	0	16,500
5020-00 · P/R - Tax Expense	1,543	1,929	(386)	20,345	20,864	(519)	22,712
5030-00 · P/R - Health Insurance Expense	1,173	4,080	(2,907)	45,869	44,880	989	48,960
5040-00 · P/R - Workmans Comp	108	193	(85)	1,123	2,085	(962)	2,268
5060-00 · 401 (k)	856	1,102	(246)	10,303	11,922	(1,619)	12,978
5070-00 · Other Benefits and Expenses	72	167	(95)	1,624	1,841	(217)	2,008
5000-00 · Salaries & Wages - Other	22,398	27,557	(5,159)	272,361	298,052	(25,691)	324,453
Total 5000-00 · Salaries & Wages	27,525	36,403	(8,878)	366,750	394,769	(28,019)	429,879
5100-00 · Rent							
5110-00 · Utilities	150	135	15	1,751	1,485	266	1,620
5140-00 · Repairs & Maintenance	0	1,196	(1,196)	2,367	12,866	(10,499)	14,033
5150-00 · Office - Cleaning	206	175	31	2,072	2,525	(453)	2,700
5100-00 · Rent - Other	2,347	1,984	363	24,199	21,821	2,378	23,805
Total 5100-00 · Rent	2,704	3,490	(786)	30,389	38,697	(8,308)	42,158
5310-00 · Telephone							
5320-00 · Telephone	553	670	(117)	6,054	7,370	(1,316)	8,040
Total 5310-00 · Telephone	553	670	(117)	6,054	7,370	(1,316)	8,040
5420-00 · Mail - USPS	0	0	0	262	750	(488)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,859	(1,213)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	288	0	288	1,153	3,600	(2,447)	3,600
5520-00 · Supplies - Other	120	417	(297)	1,404	4,583	(3,179)	5,000
Total 5520-00 · Supplies	408	417	(9)	2,557	8,183	(5,626)	8,600
5610-00 · Depreciation	0	20	(20)	0	220	(220)	280
5700-00 · Equipment Support & Maintenance	0	292	(292)	240	3,208	(2,968)	3,496
5740-00 · Equipment Rental/Leasing	277	315	(38)	3,349	3,465	(116)	3,780
5800-00 · Training Seminars	60	0	60	3,345	4,500	(1,155)	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,375	(1,375)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	4,583	(4,583)	5,000
Total 5900-00 · Professional Fees	0	542	(542)	0	5,958	(5,958)	6,500
5941-00 · Research & Planning	0	0	0	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	27,750	25,000	2,750	50,000
6018-00 · Business Assoc. Grants	10,000	10,000	0	10,000	20,000	(10,000)	30,000
Total 6020-00 · Programs	10,000	10,000	0	37,750	45,000	(7,250)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	85	0	85	20,085	20,000	85	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	27,500	20,000	7,500	20,000
6421-05 · No Barriers	150	400	(250)	8,550	8,400	150	12,400
6421-06 · Spartan	0	0	0	254,353	254,500	(147)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	0	0	0	17,500	(17,500)	35,550
6421-09 · Wanderlust	0	7,700	(7,700)	30,476	37,700	(7,224)	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	5,625	5,000	625	5,000
Total 6420-01 · Sponsorships	235	8,100	(7,865)	405,315	424,875	(19,560)	447,225
6421-00 · New Event Development	5,000	2,750	2,250	32,991	55,250	(22,259)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	7,333	(5,277)	8,000
Total 6420-00 · Events	5,235	11,517	(6,282)	440,362	487,458	(47,096)	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	1,225,224	1,225,220	4	1,336,608
6742-00 · Non-NLT Co-Op Marketing Program	688	833	(145)	20,837	9,167	11,670	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	7,883	20,000	(12,117)	20,000
6743-03 · Touch Lake Tahoe	4,500	10,000	(5,500)	17,000	20,000	(3,000)	20,000
6743-04 · High Notes	8,910	20,000	(11,090)	8,910	20,000	(11,090)	20,000
6743-05 · Peak Your Adventure	3,635	20,000	(16,365)	4,635	20,000	(15,365)	20,000
Total 6743-00 · BACC Marketing Programs	17,045	50,000	(32,955)	38,428	80,000	(41,572)	80,000
8200-00 · Associate Relations	0	133	(133)	30	1,467	(1,437)	1,600
8500-00 · Credit Card Fees	0			135	0	135	0
8600-00 · Additional Opportunites	3,250	2,667	583	6,125	29,333	(23,208)	32,000

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

Accrual Basis

11 - Marketing

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

North Lake Tahoe Resort Association Profit & Loss Budget Performance

30 - Conference

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,101	29,101	0	323,208	323,198	10	352,496
4205-00 · Conference Dues	367	825	(458)	6,463	9,075	(2,613)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	18,333	(9,916)	20,000
4600-00 · Commissions - Other	3,134	2,500	634	46,966	27,500	19,466	30,000
Total 4600-00 · Commissions	3,134	4,167	(1,033)	55,383	45,833	9,550	50,000
Total Income	32,602	34,093	(1,492)	385,054	378,106	6,948	412,396
Gross Profit	32,602	34,093	(1,492)	385,054	378,106	6,948	412,396
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	784	633	151	15,583	6,967	8,616	7,600
5020-00 · P/R - Tax Expense	926	1,165	(239)	12,276	12,812	(536)	13,977
5030-00 · P/R - Health Insurance Expense	1,746	1,633	113	19,582	17,957	1,625	19,590
5040-00 · P/R - Workmans Comp	73	172	(99)	731	1,893	(1,162)	2,065
5060-00 · 401 (k)	510	555	(45)	6,161	6,102	59	6,657
5070-00 · Other Benefits and Expenses	17	84	(67)	437	920	(483)	1,004
5000-00 · Salaries & Wages - Other	12,758	13,236	(478)	133,161	145,591	(12,430)	158,827
Total 5000-00 · Salaries & Wages	16,814	17,478	(664)	187,930	192,242	(4,312)	209,720
5100-00 · Rent							
5110-00 · Utilities	73	70	3	851	770	81	840
5140-00 · Repairs & Maintenance	0	43	(43)	637	474	163	517
5150-00 · Office - Cleaning	100	102	(2)	1,025	1,121	(96)	1,223
5100-00 · Rent - Other	1,105	953	152	11,649	10,480	1,169	11,630
Total 5100-00 · Rent	1,278	1,168	110	14,162	12,845	1,317	14,210
5310-00 · Telephone							
5320-00 · Telephone	307	206	101	2,621	2,266	355	2,472
Total 5310-00 · Telephone	307	206	101	2,621	2,266	355	2,472
5420-00 · Mail - USPS	0	42	(42)	98	458	(360)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	1,262	(1,049)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	331	0	331	0
5520-00 · Supplies - Other	48	52	(4)	626	566	60	618
Total 5520-00 · Supplies	78	52	26	957	566	391	618
5610-00 · Depreciation	0	8	(8)	0	86	(86)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	240	1,545	(1,305)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	88	(88)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	1,473	1,701	(228)	1,856
5800-00 · Training Seminars	0			38	0	38	0
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	112,951	112,951	0	123,219
8200-00 · Associate Relations	46	25	21	46	275	(229)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	917	(917)	1,000
8920-00 · Bad Debt	0			733			
Total Expense	28,912	29,748	(836)	321,462	327,202	(5,740)	357,147
Net Ordinary Income	3,690	4,345	(656)	63,592	50,904	12,688	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,890	4,345	2,545	50,993	50,904	89	55,249
Total Other Expense	6,890	4,345	2,545	50,993	50,904	89	55,249
Net Other Income	(6,890)	(4,345)	(2,545)	(50,993)	(50,904)	(89)	(55,249)
Net Income	(3,200)	0	(3,200)	12,599	0	12,599	0

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 • County of Placer TOT Funding	31,519	34,852	(3,333)	383,607	411,254	(27,648)	448,844
46000 • Merchandise Sales							
4502-00 • Non-Retail VIC income	211	500	(289)	3,200	9,000	(5,800)	9,500
46000 • Merchandise Sales - Other	8,958	10,500	(1,542)	94,090	83,000	11,090	95,000
Total 46000 • Merchandise Sales	9,169	11,000	(1,831)	97,290	92,000	5,290	104,500
Total Income	40,688	45,852	(5,164)	480,897	503,254	(22,357)	553,344
Gross Profit	40,688	45,852	(5,164)	480,897	503,254	(22,357)	553,344
Expense							
5000-00 • Salaries & Wages							
5020-00 • P/R - Tax Expense	944	1,208	(264)	13,432	15,639	(2,207)	17,550
5030-00 • P/R - Health Insurance Expense	1,569	1,806	(237)	16,611	19,866	(3,255)	21,672
5040-00 • P/R - Workmans Comp	324	403	(79)	3,029	4,715	(1,686)	5,193
5060-00 • 401 (k)	466	537	(71)	5,640	6,287	(647)	6,924
5070-00 • Other Benefits and Expenses	45	102	(57)	789	1,123	(334)	1,225
5000-00 • Salaries & Wages - Other	12,729	13,425	(696)	152,825	157,178	(4,353)	173,103
Total 5000-00 • Salaries & Wages	16,078	17,481	(1,403)	192,326	204,808	(12,482)	225,667
5100-00 • Rent							
5110-00 • Utilities	365	550	(185)	6,148	7,100	(952)	7,650
5140-00 • Repairs & Maintenance	0	2,292	(2,292)	5,355	25,208	(19,853)	13,500
5150-00 • Office - Cleaning	20	237	(217)	384	2,610	(2,226)	2,847
5100-00 • Rent - Other	6,269	7,025	(756)	72,030	77,272	(5,242)	84,297
Total 5100-00 • Rent	6,654	10,104	(3,450)	83,918	112,190	(28,272)	108,294
5310-00 • Telephone							
5320-00 • Telephone	237	0	237	5,213	0	5,213	0
5310-00 • Telephone - Other	0	461	(461)	0	5,074	(5,074)	5,535
Total 5310-00 • Telephone	237	461	(224)	5,213	5,074	139	5,535
5420-00 • Mail - USPS							
5480-00 • Mail - Fed Ex	0			54	0	54	0
5420-00 • Mail - USPS - Other	0	145	(145)	358	1,599	(1,241)	1,744
Total 5420-00 • Mail - USPS	0	145	(145)	411	1,599	(1,188)	1,744
5510-00 • Insurance/Bonding	0	146	(146)	1,132	1,607	(475)	1,753
5520-00 • Supplies							
5525-00 • Supplies - Computer <\$1000	132	125	7	1,440	1,375	65	1,500
5520-00 • Supplies - Other	895	473	422	5,695	6,902	(1,207)	7,375
Total 5520-00 • Supplies	1,027	598	429	7,135	8,277	(1,142)	8,875
5610-00 • Depreciation	118	87	31	1,297	962	335	1,049
5700-00 • Equipment Support & Maintenance	0	300	(300)	280	3,300	(3,020)	3,600
5710-00 • Taxes, Licenses & Fees	0	0	0	0	155	(155)	155
5740-00 • Equipment Rental/Leasing	222	429	(207)	3,359	4,721	(1,362)	5,150
5800-00 • Training Seminars	0	0	0	120	5,000	(4,880)	5,000
5850-00 • Artist of Month - Commissions	190	458	(268)	2,769	5,042	(2,273)	5,500
6740-00 • Media/Collateral/Production	0	0	0	1,278	0	1,278	0
6742-00 • Non-NLT Co-Op Marketing Program	200	3,483	(3,283)	3,136	38,317	(35,181)	5,000
8100-00 • Cost of Goods Sold							
51100 • Freight and Shipping Costs	67	0	67	1,140	0	1,140	0
52500 • Purchase Discounts	(0)			(40)	0	(40)	0
59900 • POS Inventory Adjustments	0			(56)	0	(56)	0
8100-00 • Cost of Goods Sold - Other	5,206	5,513	(307)	51,415	43,575	7,840	49,925
Total 8100-00 • Cost of Goods Sold	5,273	5,513	(240)	52,459	43,575	8,884	49,925
8200-00 • Associate Relations	0	58	(58)	75	642	(567)	700
8500-00 • Credit Card Fees	255	385	(130)	2,762	3,220	(458)	3,658
8700-00 • Automobile Expenses	47	45	2	800	685	115	750
8750-00 • Meals/Meetings	14	67	(54)	154	733	(579)	800
8810-00 • Dues & Subscriptions	0	167	(167)	48	1,833	(1,785)	2,000
8910-00 • Travel	0	0	0	0	1,100	(1,100)	1,100
Total Expense	30,314	39,927	(9,613)	358,673	442,840	(84,167)	436,255
Net Ordinary Income	10,374	5,925	4,448	122,224	60,414	61,809	117,089
Other Income/Expense							
Other Expense							
8990-00 • Allocated	9,395	5,925	3,470	69,536	69,414	121	75,339
Total Other Expense	9,395	5,925	3,470	69,536	69,414	121	75,339
Net Other Income	(9,395)	(5,925)	(3,470)	(69,536)	(69,414)	(121)	(75,339)
Net Income	978	0	978	52,688	(9,000)	61,688	41,750

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

51 - TMPI

	May 19	Budget	\$ Over Bu...	Jul '18 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 • County of Placer TOT Funding	718	718	(0)	7,910	7,959	(49)	8,677
Total Income	718	718	(0)	7,910	7,959	(49)	8,677
Gross Profit	718	718	(0)	7,910	7,959	(49)	8,677
Expense							
5000-00 • Salaries & Wages							
5020-00 • P/R - Tax Expense	0	33	(33)	(152)	368	(519)	401
5030-00 • P/R - Health Insurance Expense	(3)	4	(7)	52	39	14	42
5040-00 • P/R - Workmans Comp	6	4	2	58	44	14	48
5060-00 • 401 (k)	0	23	(23)	251	249	2	272
5070-00 • Other Benefits and Expenses	0			3	0	3	0
5000-00 • Salaries & Wages - Other	1,351	567	784	8,207	6,232	1,976	6,798
Total 5000-00 • Salaries & Wages	1,354	630	724	8,420	6,931	1,489	7,561
5100-00 • Rent							
5110-00 • Utilities	0	0	0	36	0	36	0
5140-00 • Repairs & Maintenance	0	0	0	6	0	6	0
5150-00 • Office - Cleaning	0	0	0	42	0	42	0
5100-00 • Rent - Other	0	0	0	502	0	502	0
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	1,354	630	724	9,653	6,931	2,722	7,561
Net Ordinary Income	(636)	88	(724)	(1,742)	1,028	(2,771)	1,116
Other Income/Expense							
Other Expense							
8990-00 • Allocated	139	88	51	1,030	1,028	2	1,116
Total Other Expense	139	88	51	1,030	1,028	2	1,116
Net Other Income	(139)	(88)	(51)	(1,030)	(1,028)	(2)	(1,116)
Net Income	(775)	0	(775)	(2,772)	0	(2,772)	0

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

60 - Membership

	May 19	Budget	\$ Over Budget	Jul '18 - May ...	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 • Membership Dues Revenue	11,998	10,700	1,298	126,079	117,300	8,779	128,000
4250-00 • Revenues-Membership Activities							
4250-01 • Community Awards							
4250-04 • Silent Auction	0	0	0	12,876	19,000	(6,125)	19,000
4250-05 • Sponsorships	0	0	0	17,165	13,000	4,165	13,000
4250-01 • Community Awards - Other	0	0	0	14,646	18,000	(3,354)	18,000
Total 4250-01 • Community Awards	0	0	0	44,667	50,000	(5,314)	50,000
4250-02 • Chamber Events	46	208	(162)	2,892	2,292	600	2,500
4250-03 • Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 • Tues AM Breakfast Club							
4251-01 • Tues AM Breakfast Club Sponsors	0	300	(300)	2,500	2,750	(250)	3,050
4251-00 • Tues AM Breakfast Club - Other	690	580	110	5,577	6,380	(803)	6,960
Total 4251-00 • Tues AM Breakfast Club	690	880	(190)	8,077	9,130	(1,053)	10,010
4250-00 • Revenues-Membership Activities - Other	465			3,918	0	3,918	0
Total 4250-00 • Revenues-Membership Activities	1,201	1,088	113	62,197	65,422	(3,225)	70,510
4252-00 • Sponsorships	0			600	0	600	0
4253-00 • Revenue- Other	0	0	0	6	0	6	0
Total Income	13,199	11,788	1,411	188,882	182,722	6,160	198,510
Gross Profit	13,199	11,788	1,411	188,882	182,722	6,160	198,510
Expense							
5000-00 • Salaries & Wages							
5000-01 • In-Market Administration	(1,375)	(1,375)	0	(15,125)	(15,125)	0	(16,500)
5020-00 • P/R - Tax Expense	56	547	(491)	4,542	6,019	(1,477)	6,566
5030-00 • P/R - Health Insurance Expense	1,082	888	194	10,787	9,768	1,019	10,656
5040-00 • P/R - Workmans Comp	26	7	19	341	80	261	87
5060-00 • 401 (k)	155	262	(107)	2,524	2,883	(359)	3,145
5070-00 • Other Benefits and Expenses	4	66	(62)	186	728	(540)	792
5000-00 • Salaries & Wages - Other	6,026	6,553	(527)	75,877	72,083	3,794	78,636
Total 5000-00 • Salaries & Wages	5,973	6,948	(975)	79,133	76,434	2,699	83,382
5100-00 • Rent							
5110-00 • Utilities	35	50	(15)	343	555	(212)	605
5140-00 • Repairs & Maintenance	0	25	(25)	478	275	203	300
5150-00 • Office - Cleaning	48	201	(153)	368	1,099	(731)	1,177
5100-00 • Rent - Other	608	819	(211)	4,775	9,007	(4,232)	9,826
Total 5100-00 • Rent	690	1,095	(405)	5,964	10,936	(4,972)	11,908
5310-00 • Telephone							
5320-00 • Telephone	123	253	(130)	1,577	2,783	(1,206)	3,036
Total 5310-00 • Telephone	123	253	(130)	1,577	2,783	(1,206)	3,036
5420-00 • Mail - USPS	0	50	(50)	88	950	(862)	1,000
5510-00 • Insurance/Bonding	0	55	(55)	242	720	(478)	775
5520-00 • Supplies							
5525-00 • Supplies- Computer <\$1000	43	0	43	892	500	392	500
5520-00 • Supplies - Other	23	83	(60)	643	917	(274)	1,000
Total 5520-00 • Supplies	66	83	(17)	1,535	1,417	118	1,500
5610-00 • Depreciation	0	8	(8)	0	88	(88)	96
5700-00 • Equipment Support & Maintenance	0	56	(56)	0	616	(616)	672
5710-00 • Taxes, Licenses & Fees	0	0	0	0	150	(150)	200
5740-00 • Equipment Rental/Leasing	166	250	(84)	1,944	2,740	(796)	2,990
5800-00 • Training Seminars	0	0	0	3,721	1,950	1,771	1,950
5900-00 • Professional Fees							
5921-00 • Professional Fees - Other	0	0	0	0	1,125	(1,125)	1,500
Total 5900-00 • Professional Fees	0	0	0	0	1,125	(1,125)	1,500
6420-00 • Events							
6422-00 • Event Media	0			(300)			
Total 6420-00 • Events	0			(300)			
6423-00 • Membership Activities							
6434-00 • Community Awards Dinner	(172)	0	(172)	25,770	27,500	(1,730)	27,500
6436-00 • Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 • Tuesday Morning Breakfast Club	723	650	73	5,436	6,500	(1,064)	7,150
6441-00 • Membership - Miscellaneous Exp	0			60			
6442-00 • Public Relations/Website	1,710	344	1,366	14,568	5,284	9,284	5,628
6444-00 • Trades	0			1,430	0	1,430	0
6423-00 • Membership Activities - Other	371	0	371	13,423	0	13,423	0
Total 6423-00 • Membership Activities	2,631	994	1,637	64,156	41,784	22,372	45,278
8100-00 • Cost of Goods Sold	0			707			
8200-00 • Associate Relations	0	67	(67)	0	733	(733)	800
8500-00 • Credit Card Fees	289	155	134	3,830	2,750	1,080	3,000

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

60 - Membership

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

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

70 - Administration

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 • Salaries & Wages							
5020-00 • P/R - Tax Expense	3,391	2,130	1,262	23,413	23,425	(12)	25,555
5030-00 • P/R - Health Insurance Expense	2,025	2,648	(622)	19,651	29,123	(9,472)	31,770
5040-00 • P/R - Workmans Comp	198	182	16	1,561	2,002	(441)	2,184
5060-00 • 401 (k)	799	1,089	(290)	7,322	11,983	(4,661)	13,072
5070-00 • Other Benefits and Expenses	17	167	(150)	669	1,833	(1,164)	2,000
5000-00 • Salaries & Wages - Other	45,426	27,188	18,239	313,319	299,063	14,257	326,250
Total 5000-00 • Salaries & Wages	51,857	33,403	18,454	365,936	367,428	(1,492)	400,831
5100-00 • Rent							
5110-00 • Utilities	128	123	5	1,742	1,353	389	1,476
5140-00 • Repairs & Maintenance	692	375	317	5,293	4,125	1,168	4,500
5150-00 • Office - Cleaning	176	208	(32)	2,000	2,289	(289)	2,497
5100-00 • Rent - Other	2,247	2,176	71	27,311	23,931	3,380	26,107
Total 5100-00 • Rent	3,244	2,882	362	36,346	31,698	4,648	34,580
5310-00 • Telephone							
5320-00 • Telephone	664	1,000	(336)	8,647	11,000	(2,353)	12,000
5350-00 • Internet	0			25			
Total 5310-00 • Telephone	664	1,000	(336)	8,672	11,000	(2,328)	12,000
5420-00 • Mail - USPS							
5480-00 • Mail - Fed Ex	0			30	0	30	0
5420-00 • Mail - USPS - Other	0	88	(88)	(4,387)	971	(5,358)	1,059
Total 5420-00 • Mail - USPS	0	88	(88)	(4,357)	971	(5,328)	1,059
5510-00 • Insurance/Bonding	728	0	728	4,726	205	4,521	205
5520-00 • Supplies							
5525-00 • Supplies- Computer <\$1000	250	0	250	2,996	2,000	996	2,000
5520-00 • Supplies - Other	1,016	625	391	5,419	6,875	(1,456)	7,500
Total 5520-00 • Supplies	1,266	625	641	8,416	8,875	(459)	9,500
5610-00 • Depreciation	0	54	(54)	218	596	(378)	650
5700-00 • Equipment Support & Maintenance	0	330	(330)	2,646	3,625	(979)	3,955
5710-00 • Taxes, Licenses & Fees	1,108	1,042	66	10,027	11,458	(1,431)	12,500
5740-00 • Equipment Rental/Leasing	321	329	(8)	3,668	3,621	47	3,950
5800-00 • Training Seminars	0	417	(417)	774	4,583	(3,809)	5,000
5900-00 • Professional Fees							
5910-00 • Professional Fees - Attorneys	120	625	(505)	1,120	6,875	(5,755)	7,500
5920-00 • Professional Fees - Accountant	0	0	0	24,250	25,000	(750)	25,000
5921-00 • Professional Fees - Other	5,200	1,500	3,700	11,810	18,000	(6,190)	19,500
Total 5900-00 • Professional Fees	5,320	2,125	3,195	37,180	49,875	(12,695)	52,000
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	3,600	0	3,600	0
7500-00 • Trade Shows/Travel	0	0	0	372	0	372	0
8200-00 • Associate Relations	954	333	621	3,476	3,667	(191)	4,000
8300-00 • Board Functions	305	150	155	8,357	4,350	4,007	4,500
8500-00 • Credit Card Fees	0			313	0	313	0
8600-00 • Additional Opportunitites	0	467	(467)	5,625	5,133	492	5,600
8700-00 • Automobile Expenses	0	250	(250)	1,859	2,750	(891)	3,000
8750-00 • Meals/Meetings	27	120	(93)	2,280	1,320	970	1,440
8810-00 • Dues & Subscriptions	270	275	(5)	4,998	3,025	1,973	3,300
Total Expense	69,663	43,890	25,773	515,243	514,180	1,063	558,070
Net Ordinary Income	(69,663)	(43,890)	(25,773)	(515,243)	(514,180)	(1,063)	(558,070)
Other Income/Expense							
Other Income							
4700-00 • Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 • Allocated	(69,593)	(43,890)	(25,704)	(515,079)	(514,180)	(899)	(558,070)
Total Other Expense	(69,593)	(43,890)	(25,704)	(515,079)	(514,180)	(899)	(558,070)
Net Other Income	69,593	43,890	25,704	515,096	514,180	916	558,070
Net Income	(70)	0	(70)	(147)	0	(147)	0

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month/Yr May 2019
 Employee Bavetta, Bonnie

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

Signed By: B. Bavetta Approved By: Cathy Beck
 Date: 6/3/19 Date: 8/2/19

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
6/3/19 Dns	6/11/19 Dns	<u>RB</u>	6/13/19



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 MAY 28, 2019
Total Activity \$911.22

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

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

ACCOUNT SUMMARY

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

ACCOUNT ACTIVITY

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

A
B
C
D
E
F

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

IMPORTANT INFORMATION ABOUT THIS STATEMENT

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

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

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

Statement Date	MAY 28, 2019	Total Activity	\$911.22
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
05-16	05-15	55480779135026764950593	CRAIGSLIST.ORG 4153995200 CA Tax ID: 943338913 Mer Ref: 76495059 Mer Zip: 94122 Origin Zip: 94122 Dest Ctry: USA	25.00
05-23	05-22	75418239142073479341495	EIG*CONSTANTCONTACT.C 855-2295506 MA Tran: 31993374 Tax ID: 043285398 Mer Zip: 02451 Product Code: 100040 Desc: Constant Contact Qty: 1 Unit: EAC Unit Cost: 125 Disc: N Ext Item Amt: 125.00	125.00
05-23	05-22	55480779143026956815315	INTERMEDIA.NET INC 6506414000 WA Tran: 5046209 Tax ID: 411816682 Mer Ref: 5046209 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 43.54 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 611.30	654.84



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

Bill To:
Bonnie Bavetta
100 N Lake Blvd
Tahoe City CA 96145

Reprint Page 1 of 1
Invoice Number: 1026777928
Invoice Date: APR-28-19
Payment Terms: Credit Card
Due Date: MAY-05-19
Purchase Order: C5011713566
Contract No 00004490
Order Number: 5011713566
Order Date: DEC-29-16
Customer No.: 1452233
Bill to No. 542191345
Adobe Contact Information:
<https://helpx.adobe.com/contact.html>

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:

(A)

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: 1027392303

Invoice Date: APR-29-19

Payment Terms: Credit Card

Due Date: MAY-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>Bonnie</i>					
North America		Invoice Totals			
		S & H	Sales Tax	Currency	Qty Shipped Invoice Total
		0.00	0.00	USD	1 14.99

Comments:

B

INVOICE

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

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

Federal Tax ID 77-0019522

Reprint Page 1 of 1

Invoice Number: 1018265161

Invoice Date: APR-06-19

Payment Terms: Credit Card

Due Date: APR-13-19

Purchase Order: ADB016450957

Contract No 00004490

Order Number: 5017797439

Order Date: NOV-06-17

Customer No.: 1452233

Bill to No. 546408886

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

Bill To:

Bonnie Bavetta
100 N Lake Blvd
Tahoe City CA 96145

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

Comments:

C

Invoice

Order Date: 5/9/2019

Order Number: 61502662200

Billing Address:

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

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

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



CRASHPLAN
For Small Business

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

Sales Receipt #39052
Workstation: 1

Customer Copy



*Card
for Cindy
8200.00/70
328*

north lake tahoe

Chamber | CVB | Resort Association

Tahoe City Visitor Center

PO Box 1757
Tahoe City, CA 96145
GoTahoeNorth.com

Cashier:

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

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

Signature _____

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

AID: A0000000041010

Total Sales Discounts: \$1.58

PLEASE RETAIN FOR YOUR RECORDS

We Hope you Enjoy your Stay in North Lake Tahoe!



39052



5/14/2019



Amazon.com - Order 114-4473469-1901860

Final Details for Order #114-4473469-1901860

Print this page for your records.

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

ADP 11/12/19

Shipped on May 12, 2019

Items Ordered

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

Shipping Address:

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

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

Total before tax: \$46.04
Sales Tax: \$2.84

Shipping Speed:
Standard Shipping

Total for This Shipment: \$48.88

Payment Method:

MasterCard | Last digits: 2321

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

Billing address
billingAddress

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

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

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

Thanks for posting! We really appreciate it!

Purchase Receipt

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

Description

Price

Great Summer Job on the Beach in North Lake Tahoe

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

Total amount charged: \$25.00 USD

2019-05-14 -- Payment ID: 149793329

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

*JOB POSTING - VIC
BLB*



[Print](#)**Billing Activity - Invoices**

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

Today's Date: 06/03/2019**User Name: nltra1****Invoices from 05/04/2019 to 06/03/2019**

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

Billing questions? [Contact Support](#)

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

Transaction Details

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

***Note:**

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

Transaction Breakdown

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

Taxes, Fees & Surcharges

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



NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month/Yr June 2019
Employee Bavetta, Bonnie

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
06.01.2019	A	Adobe Inc.	1039053966	Adobe Acrobat Pro Sub for DeWitt Van Siden	14.99		8810-00/70
06.03.2019	B	Adobe Inc.	1039365136	Adobe Acrobat Pro sub for Dawn Tera (refund requested) B Bavetta	14.99		8810-00/70
06.07.2019	C	Crepe Hearts	63908	Associate Relations	33.00		8200-00/70
06.07.2019	D	Crepe Hearts	11543	Associate Relations	28.00		8200-00/70
06.10.2019	E	Tahoe House Inc.	42881	Associate Relations during staff training	6.50		8200-00/70
06.11.2109	F	Crashplan Pro	62753971900	monthly server backup	9.99		5525-00/70
06.24.2019	G	Staples	9800695656	Desk Chair for staff accountant	128.69		5520-00/70
06.24.2019	H	Intermedia.net Inc.	1907079106	phone system for NLTRA	654.28		5320-00/Alloc C
06.24.2019	I	Constant Contact	230536112	Constant Contact Toolkit - Email Plus	125.00		8810-00/70
06.24.2019	J	Staples	9800695656	A/C unit for NLTRA offices	169.55		5520-00/70
06.28.2019	K	Cornerstone Bakery	78259	Associate Relations	21.00		8200-00/70
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	Y						
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MILEAGE REIMBURSEMENT

Attach 1	Mileage	See Attached Mileage Report	0.00	8700-00-70
TOTAL - CREDIT CARD EXPENSES		Mileage Reimbursed Through Payroll	1,205.99	
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)				

Signed By: Bavetta, Bonnie Approved By: [Signature]
Date: 7/12/19 Date: 7/12/19

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
06/29/19	7/13/19	[Signature]	7/12/19



BANK OF THE WEST
BNP PARIBAS

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

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

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

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

ACCOUNT SUMMARY

BONNIE L BAVETTA XXXX-XXXX-0119-2321	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$1,205.99		\$0.00		\$0.00		\$1,205.99

ACCOUNT ACTIVITY

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

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

IMPORTANT INFORMATION ABOUT THIS STATEMENT

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

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

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

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

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
06-11	06-10	75418239161074515985325	DRI*CRASHPLAN FOR SB 888-3148842 MN	9.99
		Tax ID: 411901640 Mer Zip: 55343		
06-24	06-21	05410199172105202529709	STAPLES DIRECT 800-3333330 MA	128.69
		Tax ID: 042896127 Mer Zip: 01702 Origin Zip: 06260 Dest Zip: 96145 Dest Ctry: USA		
		Tax: 8.70		
		Product Code: 136815 Desc: STAPLES CARDER MESH BACK FABRIC COM Qty: 1 Unit:		
		EA Disc: N Ext Item Amt: 199.99		
06-24	06-21	55480779173026922860356	INTERMEDIA.NET INC 6506414000 WA	654.28
		Tran: 5262635 Tax ID: 411816682 Mer Ref: 5262635 Mer Zip: 98007 Origin		
		Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 44.48		
		Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE		
		Disc: N Ext Item Amt: 609.80		
06-24	06-22	75418239173075125081776	EIG*CONSTANTCONTACT.C 855-2295506 MA	125.00
		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		
06-24	06-22	05410199174105202529707	STAPLES DIRECT 800-3333330 MA	169.55
		Tax ID: 042896127 Mer Zip: 01702 Origin Zip: 06260 Dest Zip: 96145 Dest Ctry: USA		
		Tax: 11.46		
		Product Code: 1781833 Desc: LUMA COMFORT PORTABLE EVAPORATIVE C Qty: 1		
		Unit: EA Disc: N Ext Item Amt: 158.09		
06-28	06-27	55432869178200533179109	SQ *SQ *CORNERSTONE BA TRUCKEE CA	21.00
		Tran: 00011529215086406 Tax ID: 800429876 Mer Ref: 00011529215086406 Mer Zip:		
		96161 Origin Zip: 96161 Dest Zip: 96161 Dest Ctry: USA		
		Product Code: 099 Desc: Scone Qty: 400.00 Unit: NMB Disc: N Ext Item Amt: 12.00		
		Product Code: 099 Desc: Apple gallette Qty: 100.00 Unit: NMB Disc: N Ext Item Amt:		
		6.00		
		Product Code: 099 Desc: Muffins Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 3.00		



INVOICE

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

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

Federal Tax ID 77-0019522

Reprint Page 1 of 1

Invoice Number: 1039053966

Invoice Date: MAY-29-19

Payment Terms: Credit Card

Due Date: JUN-05-19

Purchase Order: C5011713566

Contract No 00004490

Order Number: 5011713566

Order Date: DEC-29-16

Customer No.: 1452233

Bill to No. 542191345

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

Bill To:
Bonnie Bavetta
100 N Lake Blvd
Tahoe City CA 96145

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

Comments:

(A)

INVOICE

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

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

Federal Tax ID 77-0019522

Reprint Page 1 of 1

Invoice Number: 1039365136
Invoice Date: MAY-30-19
Payment Terms: Credit Card
Due Date: JUN-06-19
Purchase Order: ADD005588015
Contract No 00004490
Order Number: 5011731811
Order Date: DEC-30-16
Customer No.: 1452233
Bill to No. 542204552

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

Bill To:
Bonnie Bavetta
100 N Lake Blvd
Tahoe City CA 96145

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

Comments:

(B)

7/8/2019

North Lake Tahoe Resort Association Mail - Receipt from Crêpe Hearts



Bonnie Bavetta <bonnie@gotahoenorth.com>

Receipt from Crêpe Hearts

2 messages

Crêpe Hearts via Square <receipts@messaging.squareup.com>

Thu, Jun 6, 2019 at 12:3

Reply-To: Crêpe Hearts via Square

<CAESOhIAGixyX21memdreXJzbnl5dGV6c3duYnV2c3N0aGtqa3VnMmJ0amZsZzQ1c25peSIIZGhG9ndWUilL3uOy0E3XsPTAmxc6e1LP2KM1bZYOE1QQFHul+A1+0q@reply2.squareup.c

To: bonnie@gotahoenorth.com

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



Crêpe Hearts

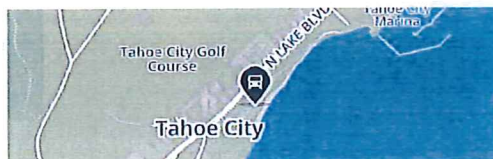
How was your experience?



\$33.00

Kombucha	\$6.00
Cup Deposit x 3	\$15.00
(\$5.00 ea.)	
Kombucha	\$6.00
Lemonade	\$6.00
Total	\$33.00

BL Bavetta



Crêpe Hearts

Last Location

530-536-6443



MasterCard 2321
(Swipe)

Jun 6 2019 at 11:54 AM

#eb2j



Auth code: 063908

BONNIE BAVETTA

© 2019 Square, Inc.

1455 Market Street, Suite 600



7/8/2019

North Lake Tahoe Resort Association Mail - Receipt from Crêpe Hearts



Bonnie Bavetta <bonnie@gotahoenorth.com>

Receipt from Crêpe Hearts

Crêpe Hearts via Square <recelpts@messaging.squareup.com>

Thu, Jun 6, 2019 at 12:32 I

Reply-To: Crêpe Hearts via Square

<CAESOhIAGlxyX21memV1b2p3b2ZtdWt1bHJqNHpkZ3FzMmlya3Zvb2Nmb2poZHM1a25peSIIjGihbG9ndWUIIAB40Ln5yo7LFFkKHZNnYQbFQos8jz4kuprQPXTAbNOLy@reply2.squareup.com>

To: bonnie@gotahoenorth.com

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



Crêpe Hearts

How was your experience?



\$28.00

Florentine × 2 \$28.00
(\$14.00 ea.)

Total \$28.00

B. Bavetta



Crêpe Hearts
Last Location
530-536-6443



MasterCard 2321
(Swipe)

Jun 6 2019 at 11:51 AM

#J96q



Auth code: 011543

BONNIE BAVETTA

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1455 Market Street, Suite 600
San Francisco, CA 94103

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[Manage preferences](#) for digital receipts



7/8/2019

North Lake Tahoe Resort Association Mail - Receipt from Tahoe House Bakery & Gourmet



Bonnie Bavetta <bonnie@gotahoenorth.com>

Receipt from Tahoe House Bakery & Gourmet

1 message

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

Fri, Jun 7, 2019 at 12:23

Reply-To: Tahoe House Bakery & Gourmet via Square

<CAESOhIAGixyX21memRpeTJ6aXYyZG1zdHRnbm1nbXlrmMlycXRlNnRtanV5dmE1c25peSIIZGlbG9ndWUilG9P3MpM1A/E162vJp+DGNWjKxURJfutKM1vXH403CwL@reply2.squareup.c

To: bonnie@gotahoenorth.com

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

Tahoe House Bakery & Gourmet

How was your experience?

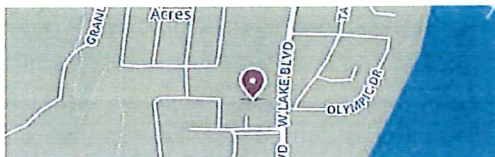


\$6.50

6 Pack Brownies \$6.50

Total \$6.50

Handwritten signature



Tahoe House Bakery & Gourmet

625 West Lake Blvd

Tahoe City, CA 96145

530-583-1377



MasterCard 2321 (Chip)

Jun 7 2019 at 12:23 PM



#4cYE

BONNIE BAVETTA

Auth code: 042681

AID: A0000000041010

Signature Verified

© 2019 Square, Inc.

1455 Market Street, Suite 600
San Francisco, CA 94103



Invoice

Order Date: 6/9/2019

Order Number: 62753971900

Billing Address:

Bonnie Bavetta

North Lake Tahoe Resort

Association

100 N Lake Blvd

Tahoe City, CA 96145

US

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

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

**CRASHPLAN**

For Small Business

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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CrashPlan, Code42, Data for Life, and the stylized C are trademarks of Code42 Software, Inc. in the United States and other countries. All rights reserved.

A handwritten blue circle containing the letter 'F'.

7/12/2019

North Lake Tahoe Resort Association Mail - Items in your Staples Order 9800695656 have been delivered



Bonnie Bavetta <bonnie@gotahoenorth.com>

Items in your Staples Order 9800695656 have been delivered

1 message

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

Fri, Jun 21, 2019 at 1:52 PM



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

FURNITURE

PAPER

BREAKROOM

INK & TONER

ELECTRONICS

OFFICE SUPPLIES

Good news! Items from your order have been delivered.



DELIVERED

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

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

Carrier: On Trac
Signed By: D LEE



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

Quantity: 1

SHIPPING SOON



7/12/2019

North Lake Tahoe Resort Association Mail - Items in your Staples Order 9800695656 have been delivered

Expected Delivery: Thursday, June 27, 2019

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

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

Quantity: 1

Want free next-day delivery with no minimum?

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

JOIN NOW

Exclusions apply. \$49 membership fee required.

5% back, every time.

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

APPLY NOW



See our
Weekly Ad



Get your
coupons



Find a
local store



IDEAS, INSIGHTS AND MORE.



STAY CONNECTED



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

6

5

7/12/2019

North Lake Tahoe Resort Association Mail - Items in your Staples Order 9800695656 have been delivered



Bonnie Bavetta <bonnie@gotahoenorth.com>

Items in your Staples Order 9800695656 have been delivered

1 message

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

Tue, Jun 25, 2019 at 1:37 PM



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

FURNITURE

PAPER

BREAKROOM

INK & TONER

ELECTRONICS

OFFICE SUPPLIES

Good news! Items from your order have been delivered.



DELIVERED

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

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

Carrier: UPS
Placed At: OFFICE
Signed By: ATWOOD



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

Quantity: 1

PREVIOUSLY DELIVERED



Delivered: Friday, June 21, 2019

7/12/2019

North Lake Tahoe Resort Association Mail - Items in your Staples Order 9800695656 have been delivered

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

Carrier: On Trac
Signed By: D LEE

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

Quantity: 1

Want free next-day delivery with no minimum?

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

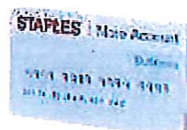
JOIN NOW

Exclusions apply. \$49 membership fee required.

5% back, every time.

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

APPLY NOW



See our
Weekly Ad



Get your
coupons



Find a
local store



IDEAS, INSIGHTS AND MORE.



STAY CONNECTED



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

G J



Bonnie Bavetta <bonnie@gotahoenorth.com>

Confirmation of Staples Order: #9800695656

1 message

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

Thu, Jun 20, 2019 at 3:22 PM



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

FURNITURE PAPER BREAKROOM INK & TONER ELECTRONICS OFFICE SUPPLIES

Hello Bonnie Bavetta,
Please see your order details below.



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

ITEMS FOR DELIVERY**Expected Delivery: Friday, June 21, 2019**

Ship To: 100 N Lake Blvd, Tahoe City, CA 96145



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

Quantity:
1

Price:
\$199.99

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

You Paid:
\$119.99

Expected Delivery: Thursday, June 27, 2019

Ship To: 100 N Lake Blvd, Tahoe City, CA 96145

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

Quantity:
1

Price:
\$158.09

Discounts:
\$0.00

You Paid:
\$158.09





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

[VIEW ORDER](#)

BILLING INFORMATION

Billing address

Bonnie Bavetta
Po Box 1757
Tahoe City, CA 96145

Payment Information

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

Payment Method

MC ending in 2321:
\$298.24

YOU MIGHT ALSO LIKE



\$32.99

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



\$33.99

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



\$36.39

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

Want free next-day delivery with no minimum?

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

JOIN NOW

Exclusions apply. \$49 membership fee required.

5% back, every time.

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

APPLY NOW





INTERMEDIA

Invoice # 1907079166

Bill to

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

Username NLTRA
Account ID 1620115

Billing Period Jun 02, 2019 - Jul 01, 2019

Net Charges

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

Taxes

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

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

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

[Print](#)**Billing Activity - Invoices**

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

Today's Date: 07/08/2019
User Name: nltra1

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

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

Billing questions? [Contact Support](#)

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



6/27/2019

North Lake Tahoe Resort Association Mail - Receipt from Cornerstone Bakery



Bonnie Bavetta <bonnie@gotahoenorth.com>

Receipt from Cornerstone Bakery

1 message

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

Thu, Jun 27, 2019 at 8:30 /

Reply-To: Cornerstone Bakery via Square

<CAESOhIAGixyX21memd3enJzaGJ4d2N6a3ZqYjN0bTUybm9qeXZrdWN0b2Z2dT1Mm5peSIIZGlbG9ndWUjICXWRatO7MW0i3VB4a7udYw027luNWH0/zAbsqsgfba@reply2.squareup.cor

To: bonnie@gotahoenorth.com

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

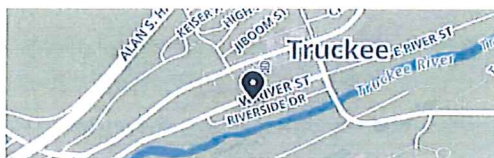
Cornerstone Bakery

How was your experience?



\$21.00

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



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



MasterCard 2321 (Chip) Jun 27 2019 at 8:30 AM



#kf28

BONNIE BAVETTA

Auth code: 078259

AID: A0000000041010

Signature Verified

© 2019 Square, Inc.

1455 Market Street, Suite 600
San Francisco, CA 94103

© Mapbox © OpenStreetMap Improve this map



Executive Summary

Data based on a sample of up to 10 properties in the North Lake Tahoe destination, representing up to 1281 Units (DestiMetrics Census**) and 39.67% of 3229 total units in the North Lake Tahoe destination (Destination Census***)

Last Month Performance: Current YTD vs. Previous YTD	2019	2018	Year over Year % Variance
North Lake Tahoe Occupancy for last month (Jun) changed by (-7.1%)	Occupancy (Jun) :	54.8%	-7.1%
North Lake Tahoe ADR for last month (Jun) changed by (2.0%)	ADR (Jun) :	\$ 305	2.0%
North Lake Tahoe RevPAR for last month (Jun) changed by (-5.2%)	RevPAR (Jun) :	\$ 167	-5.2%
Next Month Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for next month (Jul) changed by (-1.8%)	Occupancy (Jul) :	60.4%	-1.8%
North Lake Tahoe ADR for next month (Jul) changed by (-1.3%)	ADR (Jul) :	\$ 419	-1.3%
North Lake Tahoe RevPAR for next month (Jul) changed by (-3.1%)	RevPAR (Jul) :	\$ 253	-3.1%
Historical past 6 months Month Actual Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for the past 6 months changed by (7.4%)	Occupancy	46.9%	7.4%
North Lake Tahoe ADR for the past 6 months changed by (3.7%)	ADR	\$ 284	3.7%
North Lake Tahoe RevPAR for the past 6 months changed by (11.3%)	RevPAR	\$ 133	11.3%
Future 6 Month On The Books Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for the future 6 months changed by (0.6%)	Occupancy	27.3%	0.6%
North Lake Tahoe ADR for the future 6 months changed by (1.1%)	ADR	\$ 362	1.1%
North Lake Tahoe RevPAR for the future 6 months changed by (1.6%)	RevPAR	\$ 98	1.6%
Incremental Pacing - % Variance in Rooms Booked last Calendar Month: Jun 30, 2019 vs. Previous Year			
Rooms Booked during last month (Jun,19) compared to Rooms Booked during the same period last year (Jun,18) for all arrival dates has changed by (1.4%)	Booking Pace (Jun)	5.4%	1.4%

* Inntopia Census: Total number of rooms reported by participating Inntopia properties as available for short-term rental in the reporting month. This number can vary monthly as inventories and report participants change over time. ** Destination Census: The total number of rooms available for rental within the community as established by the and adjusted for properties that have opened / closed since that time. This number varies infrequently as new properties start, or existing properties cease operations.

DESCRIPTION: The Reservation Activity Outlook Report tracks occupancy, average daily rate (ADR), and revenue per available room (RevPAR); the key metrics most of interest to lodging properties. The report combines the data sets of participating properties into a destination wide view that features three data sets (providing that sufficient information is available) including: i) current YTD occupancy, ii) last YTD occupancy, iii) last season's ending occupancy. The Reservation Activity Outlook Report is generated on a monthly basis, usually for a 12 month subscription period, and is created from data provided by a group of properties participating in a cooperative manner, and representing a valid set of data as a result. Report results are provided only to those properties who participate by submitting their data. Additionally, participating properties can order (on an a-la-carte basis) an individual report which shows the reservation activity of their property, measured against an aggregated set of competitive properties that they choose from amongst Inntopia's other participants. As is the case in all Inntopia data, all information provided by individual properties is strictly confidential, except when aggregated with other data and indistinguishable as a result.

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Monthly Report June 2019

CONFERENCE REVENUE STATISTICS

North Shore Properties

Year to Date Bookings/Monthly Production Detail FY 18/19

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>FY 18/19</u>	<u>FY 17/18</u>	<u>Variance</u>
Total Revenue Booked as of 6/30/19:	\$2,150,713	\$2,109,569	2%
Forecasted Commission for this Revenue:	\$48,944	\$54,842	-11%
Number of Room Nights:	12,052	13689	-12%
Number of Delegates:	15033	23308	-36%
Annual Revenue Goal:	\$2,500,000	\$2,500,000	0%
Annual Commission Goal:	\$50,000	\$70,000	-29%

<u>Monthly Detail/Activity</u>	<u>June-19</u>	<u>June-18</u>	
<u>Number of Groups Booked:</u>	6	6	
Revenue Booked:	\$138,643	\$329,030	-58%
Projected Commission:	\$2,580	\$3,266	
Room Nights:	591	3405	-83%
Number of Delegates:	335	3850	-91%
	3 Corp, 2 SMF,	5 Corp, 1	
Booked Group Types:	1 Govt.	Assoc.	
Lost Business, # of Groups:	28	4	600%
 <u>Arrived in the month</u>	 <u>June-19</u>	 <u>June-18</u>	
Number of Groups:	8	4	
Revenue Arrived:	\$359,396	\$141,134	155%
Projected Commission:	\$7,979	\$0	
Room Nights:	1666	714	133%
Number of Delegates:	2160	13670	-84%
	2 Corp, 2		
	Assoc, 2 SMF,	2 SMF, 2	
Arrived Group Types:	2 Non-Profit	Assoc.	

<u>Monthly Detail/Activity</u>	<u>May-19</u>	<u>May-18</u>	
<u>Number of Groups Booked:</u>	2	2	
Revenue Booked:	\$54,667	\$37,360	46%
Projected Commission:	\$0	\$0	
Room Nights:	445	165	170%
Number of Delegates:	365	45	711%
	1 Corp., 1		
Booked Group Types:	Assoc.	2 Corp.	
Lost Business, # of Groups:	6	12	-50%
 <u>Arrived in the month</u>	 <u>May-19</u>	 <u>May-18</u>	
Number of Groups:	3	1	
Revenue Arrived:	\$84,890	\$93,408	-9%
Projected Commission:	\$0	\$0	
Room Nights:	473	220	115%

Number of Delegates:	220	120	83%
Arrived Group Types:	2 Corp, 1 SMF	1 Smf	

Monthly Detail/Activity	<u>April-19</u>	<u>April-18</u>	
<u>Number of Groups Booked:</u>	3	1	
Revenue Booked:	\$34,057	\$9,639	253%
Projected Commission:	\$0	\$0	
Room Nights:	505	52	871%
Number of Delegates:	269	90	199%
	2 Corp., 1		
Booked Group Types:	Assoc.	1 Corp.	
Lost Business, # of Groups:	20	6	233%

<u>Arrived in the month</u>	<u>April-19</u>	<u>April-18</u>	
Number of Groups:	1	1	
Revenue Arrived:	\$98,680	\$93,408	6%
Projected Commission:	\$9,868	\$0	
Room Nights:	505	220	130%
Number of Delegates:	269	120	124%
Arrived Group Types:	1 Corp.	1 Smf	

Monthly Detail/Activity	<u>March-19</u>	<u>March-18</u>	
<u>Number of Groups Booked:</u>	3	1	
Revenue Booked:	\$157,345	\$55,650	183%
Projected Commission:	\$9,853	\$0	
Room Nights:	717	350	105%
Number of Delegates:	350	70	400%
Booked Group Types:	2 Assoc. 1 Corp	1 Assoc.	
Lost Business, # of Groups:	8	2	

<u>Arrived in the month</u>	<u>March-19</u>	<u>March-18</u>	
Number of Groups:	2	3	
Revenue Arrived:	\$57,149	\$25,893	121%
Projected Commission:	\$0	\$0	
Room Nights:	221	108	105%
Number of Delegates:	142	100	42%
Arrived Group Types:	1 Corp.1 Assoc.	1 Corp., 2 SMF	

Monthly Detail/Activity	<u>February-19</u>	<u>February-18</u>	
<u>Number of Groups Booked:</u>	5	4	
Revenue Booked:	\$387,531	\$133,480	190%
Projected Commission:	\$2,849	\$2,569	11%
Room Nights:	2099	957	119%
Number of Delegates:	939	10315	-91%
	3 Corp., 2	1 Smf, 1 Film, 2	
Booked Group Types:	Assoc.	Corp.	
Lost Business, # of Groups:	12	0	

<u>Arrived in the month</u>	<u>February-19</u>	<u>February-18</u>	
Number of Groups:	1	5	

Revenue Arrived:	\$5,491	\$147,151	-96%
Projected Commission:	\$549	\$2,569	
Room Nights:	23	1016	-98%
Number of Delegates:	13	291	-96%
Arrived Group Types:	1 Corp.	4 Corp., 1 Film Crew	

Monthly Detail/Activity	<u>January-19</u>	<u>January-18</u>	
<u>Number of Groups Booked:</u>	6	13	
Revenue Booked:	\$728,273	\$518,936	40%
Projected Commission:	\$2,100	\$2,146	-2%
Room Nights:	2998	2845	5%
Number of Delegates:	3033	1153	163%
	3 Corp., 3	7 Corp., 6	
Booked Group Types:	Assoc.	Assoc.	
Lost Business, # of Groups:	0	4	

<u>Arrived in the month</u>	<u>January-19</u>	<u>January-18</u>	
Number of Groups:	1	3	
Revenue Arrived:	\$33,378	\$57,116	-42%
Projected Commission:	\$0	\$0	
Room Nights:	78	244	-68%
Number of Delegates:	60	89	-33%
		1 Corp., 2	
Arrived Group Types:	1 Corp.	Assoc.	

Monthly Detail/Activity	<u>December-18</u>	<u>December-17</u>	
<u>Number of Groups Booked:</u>	7	1	
Revenue Booked:	\$357,079	\$4,500	7835%
Projected Commission:	\$6,635	\$0	
Room Nights:	1994	28	7021%
Number of Delegates:	1145	30	3717%
	5 Corp, 2		
Booked Group Types:	Assoc.	1 SMF	
Lost Business, # of Groups:	6	4	

<u>Arrived in the month</u>	<u>December-18</u>	<u>December-17</u>	
Number of Groups:	0	2	
Revenue Arrived:	\$0	\$45,377	
Projected Commission:	\$0	\$0	
Room Nights:	0	153	
Number of Delegates:	0	64	
		1 Corp, 1	
Arrived Group Types:		Assoc.	

Monthly Detail/Activity	<u>November-18</u>	<u>November-17</u>	
<u>Number of Groups Booked:</u>	3	2	
Revenue Booked:	\$133,642	\$13,868	864%
Projected Commission:	\$7,252	\$551	1216%
Room Nights:	846	76	1013%

Number of Delegates:	355	34	944%
Booked Group Types:	3 Corp.	1 Corp, 1 Assoc.	
Lost Business, # of Groups:	9	10	

<u>Arrived in the month</u>	<u>November-18</u>	<u>November-17</u>	
Number of Groups:	2	0	
Revenue Arrived:	\$240,580	\$0	
Projected Commission:	\$0	\$0	
Room Nights:	1396	0	
Number of Delegates:	470	0	
	1 Corp., 1 Assoc.		
Arrived Group Types:			

Monthly Detail/Activity	<u>October-18</u>	<u>October-17</u>	
<u>Number of Groups Booked:</u>	4	5	
Revenue Booked:	\$124,184	\$221,137	-44%
Projected Commission:	\$0	\$5,257	-100%
Room Nights:	586	1099	-47%
Number of Delegates:	190	437	-57%
	2 Corp, 1 Smf,	2 Corp, 1	
Booked Group Types:	1 Semiar/Educ.	Assoc, 2 SMF	
Lost Business, # of Groups:	21	12	

<u>Arrived in the month</u>	<u>October-18</u>	<u>October-17</u>	
Number of Groups:	4	6	
Revenue Arrived:	\$211,162	\$531,593	-60%
Projected Commission:	\$8,600	\$15,631	-45%
Room Nights:	1228	1586	-23%
Number of Delegates:	500	597	-16%
Arrived Group Types:	4 Corp, 3	2 Corp, 3	

Monthly Detail/Activity	<u>September-18</u>	<u>September-17</u>	
<u>Number of Groups Booked:</u>	4	5	
Revenue Booked:	\$124,184	\$45,964	170%
Projected Commission:	\$0	\$2,568	-100%
Room Nights:	586	307	91%
Number of Delegates:	190	139	37%
	2 Corp, 1 Smf,	3 Corp, 1 Smf,	
Booked Group Types:	1 Semiar/Educ.	1 Film Crew	
Lost Business, # of Groups:	21	6	

<u>Arrived in the month</u>	<u>September-18</u>	<u>September-17</u>	
Number of Groups:	7	6	
Revenue Arrived:	\$221,430	\$175,816	26%
Projected Commission:	\$3,863	\$4,434	-13%
Room Nights:	1140	957	19%
Number of Delegates:	506	388	30%
	3 Corp, 1 Assoc., 1 Smf,		
Arrived Group Types:	4 Corp, 3 Assoc.	1 Film crew	

Monthly Detail/Activity	<u>August-18</u>	<u>August-17</u>	
<u>Number of Groups Booked:</u>	4	2	
Revenue Booked:	\$248,395	\$58,220	327%
Projected Commission:	\$66	\$2,560	-97%
Room Nights:	1147	409	180%
Number of Delegates:	307	165	86%
Booked Group Types:	3 Corp., 1 SMF	1 Corp., 1	
Lost Business, # of Groups:	14	6	

<u>Arrived in the month</u>	<u>August-18</u>	<u>August-17</u>	
Number of Groups:	8	4	
Revenue Arrived:	\$154,661	\$55,514	179%
Projected Commission:	\$66	\$1,101	-94%
Room Nights:	876	234	274%
Number of Delegates:	374	152	146%
		2 Corp, 1	
	5 Corp, 1	Assoc., 1 Non-	
Arrived Group Types:	Assoc., 2 SMF	Profit	

Monthly Detail/Activity	<u>July-18</u>	<u>July-17</u>	
<u>Number of Groups Booked:</u>	6	7	
Revenue Booked:	\$755,251	\$638,565	18%
Projected Commission:	\$6,861	\$20,074	-66%
Room Nights:	3526	3689	-4%
Number of Delegates:	1075	4680	-77%
	2 Corp, 3	4 Corp, 2	
Booked Group Types:	Assoc., 1 SMF	Assoc., 1 SMF	
Lost Business, # of Groups:	5	1	

<u>Arrived in the month</u>	<u>July-18</u>	<u>July-17</u>	
Number of Groups:	8	5	
Revenue Arrived:	\$497,793	\$319,142	56%
Projected Commission:	\$12,999	\$13,840	-6%
Room Nights:	3963	1368	190%
Number of Delegates:	4370	645	578%
	5 Corp, 3	4 Corp, 1	
Arrived Group Types:	Assoc.	Assoc.	

	<u>Current Numbers</u>	<u>Goals</u>
For 2019/20:	\$2,725,816	\$750,000
For 2020/21:	\$404,643	\$500,000

NUMBER OF LEADS Generated as of 6/30/19:	343
YTD 6/30/18:	302
YTD 6/30/17:	244

Total Number of Leads Generated in Previous Years:
2017/2018 302



north lake tahoe

Chamber | CVB | Resort Association

Tourism Development Report June 2019

PR Highlights

- 171 Media Placements, \$120k Value – [Coverage Book](#)
- Publication Highlights: Fodors, Trip Saavy, Messenger Publishing Group (13 Northern California publications), Red Tricycle, Mercury News, Escapism, London Evening Travel
- Hosted FAMS & Influencers:
 - Domestic
 - 6 FAMS – Publications represented: USA Today, AFAR, Outside Magazine, 7x7, Los Angeles Times, Coast Magazine, Conde Nast Traveler, CNN Travel, Modern Luxury, SF Chronicle and Nat Geo
 - Maren & Max (Voyager Guru) – Luxury social media coverage
 - Whitney Way Thore – TLC Star, No Barriers Influencer
 - Madeline Delp – No Barriers Influencer
 - International
 - Jennifer Hubbert (Canadian Traveler)
 - Alison Hodgins (Explore Magazine, Canada)

Content Review

- Two (2) Blogs Posted
 - Limitless Lake Tahoe: 10 Activities for all Visitors
 - Treasures of Tahoe #11: Alpine Hot Tubs

Social Media Update

- Monthly Impressions: 8.3M, Monthly Engagements: 81k
- Social Media Growth:
 - Facebook: 397 Fans, Instagram: 1,597 Followers, Twitter: 110 Followers
- Treasure of Tahoe #11: Alpine Hot Tubs
 - Impressions: 74.7k, Engagements: 1,799
- No Barriers – Limitless Lake Tahoe Campaign
 - Impressions: 46.4k, Engagement: 1,690
- In-Market Shopping Video Launch
 - Impressions: 33.7k, Engagements: 1,019
- Two (2) Social Media Giveaways – Via Ferrata & No Barriers
- Four (4) Social Media Takeovers – Northstar, TCDA, Whitney Way Thore, Madeline Delp
- Two (2) FB/Instagram Lives – East Shore Trail Opening, No Barriers Summit

Paid Media Update

- Consumer
 - 11.8M Impressions, 20.8k Website Visits, 1,058 Book Now Conversions
 - Paid search ads drove the highest quality site traffic, resulting in 4.3k website visits, with an average TOS of 1:26, and 426 Book Now conversions
 - Of 12.9k visitors to GTN.com, 12k sessions were attributed to the Paid Social channel, demonstrating the importance of having a presence during the “shoulder” season

- Paid search was the most efficient channel with an \$8 CPC conversion and 422 book now conversions
- Family ads were most effective during June, resulting in 205 book now conversions
- The Spring General ads had the highest click through rate in June at 0.52%. This implies that the ads and creative were relevant for the group.
- MCC
 - 229.1k Impressions, 1,103 Website Visits (up 42% YOY)
 - MCC ad visits were led by users from Paid Social ads (753 sessions)
 - Users from MCC email ads spent the most time on site (00:00:19)

Asset Collection

- Still in the process of completing the Destination video. Storyboard and script have been approved.

Upcoming NLTRA Sponsored Events

- Lake Tahoe Paddle Racing Series – 8/24, 9/14 - 9/15
- TaHoeNalu – 8/10 - 8/11
- Skate the Lake – 8/16 - 8/17
- Lake Tahoe Music Festival – 8/20 – 8/25
- Enduro World Series – 8/23 – 8/25
- Adventure Van Expo – 9/7 – 9/8
- Tahoe 200 Running Festival – 9/13 – 9/15
- Autumn Food & Wine Festival – 9/20 – 9/22
- Spartan World Championships – 9/27 – 9/29
- Halloweekends at Homewood – 10/25 – 10/27

Leisure Sales Efforts

MARKETING COOPERATIVES & EVENTS:

- Escapism Canada: [Link to article](#)
 - Key message was about our “secret season, fall” to the Canadian market
- Black Diamond newsletter – trade specific. North Lake Tahoe is the feature in July on outdoor recreation in the area
- Brochure placements/buys:
 - Bonotel (2) page spread in upcoming brochure
 - Sportvac Vacations, Canada – (2) page spread in the USA edition
- Global Itinerary Project:
 - Site visits to the area in September 2019
 - Includes: 15 high quality photos, blog creation, social media stories/posts in English and German and built out itinerary development

TRAVEL TRADE SALES CALLS & MEETINGS:

- Training conducted as part of our Club California China Series
 - Beijing June 27-28th
- Attended:
 - IPW: June 1-5th – Tahoe Mountain Lodging and The Hyatt partnered with North Lake
 - Held 57 Meetings – Leads to follow
 - Hosted a Post-FAM of 14 journalists and 16 travel trade representatives

TRAVEL TRADE FAMS:

- Hosted:
 - Post IPW China FAM with the RSCVA - 5 agents
 - Post IPW FAM with Visit California – 16 agents
 - MailPound Travel Agent FAM with the RSCVA – June

Conference Sales Efforts

- Groups turned Definite:
 - ServiceNow Training & Leadership Certification, July 22-25 2019, 52 room nights; PlumpJack Squaw Valley Inn
 - HPN – 50th Birthday Group, July 26-27, 2019; 32 room nights; Resort at Squaw Creek
 - Unity Technologies – Marketing Team Offsite, August 4-6, 2019; 233 room nights; Resort at Squaw Creek
 - DigiCert CAB September 10-12, 2019; 51 room nights; The Ritz-Carlton, Lake Tahoe
 - National Conference of State Legislatures September 17-19, 2019; 83 room nights; Hyatt Lake Tahoe
- Tradeshows & Events Attended:
 - PCMA/Education Event, Chicago, IL
 - Destination Reps, Six Flags Client Outing, Chicago, IL
 - North Lake Tahoe Client Appreciation Event - San Francisco Giants Game on June 27th. The CVB along with partners from Resort at Squaw Creek and the Village at Squaw Valley hosted 15 clients from Sift, Lever, Latham & Watkins LLP, Judicial Council of California, Google, Carlson, Wagonlit Travel, 38 North Connection, HelmsBriscoe, Goodwin Proctor LLP, and RollBar.

North Lake Tahoe Resort Association/Chamber of Commerce Board Report: June/July 2019

Communications Update

A primary focus for June and July was to report on the status and completion of FY 18/19 goals and establish a planning calendar for FY 19/20 that outlines Chamber programming, meetings, and public relations initiatives on a local and national level.

Communication priorities focused on the Summer Recreation Event Series, highlighting recreation offerings from around the region for front-line and concierge staff. In addition to digital promotion across NLTRA channels, a press release and poster helped to publicize the program. In total, 46 people attended the series which took place across four North Lake Tahoe business districts:

- June 6: Tahoe City/West Shore from 11am-1pm at Commons Beach
- June 11: Olympic Valley/Donner Summit from 4-8:30pm at The Village at Squaw Valley
- June 20: Carnelian Bay, Tahoe Vista, Kings Beach, Northstar from 3:30-7pm at North Tahoe Regional Park
- June 25: Crystal Bay, Incline Village from 4-6pm at Alibi Ale Works

A recap newsletter was sent out on July 19 and included video stump speeches from recreation businesses so partners who were unable to attend the series still had resources to direct guests around the region this summer/fall.

NLTRA Newsletter:

- Visitor Resources & Tourism Insights: June 14, 27% open rate
- Business Briefs & Community News: June 14, 31% open rate
- Member to Member Advertising: June 24, 30% open rate
- Visitor Resources for Independence Day Celebrations: June 28, 28% open rate
- Summer Rec Series Recap: July 19, 26% open rate
- Member to Member Advertising: July 22, 24% open rate

Social Media:

June and July posts highlighted Chamber events and programs, visitor resources, partner events and anniversaries, Placer County updates and public meetings, transportation resources, and marketing campaigns on behalf of the co-op. As often as possible, the page links to content featured on NLTRA.org for connectivity across both platforms. Examples include events, blog posts and job listings. Total Page Followers: 4,428.

Facebook Live's:

- Summer Recreation Event Series, June 11
- UC Davis Environmental Research Center, July 3
- Action Water Sports & The Hyatt Regency, Lake Tahoe, July 3
- Kings Beach Fireworks, July 3

Media Placements:

- *Love This Place? Here's A Guide to Giving Back*, Moonshine Ink, June 14
- *Spring Skiing Supports Steady Growth in Visitor Spending in Truckee-Tahoe*, Sierra Sun, July 12
- *Wanderlust Festival returns to its roots at Squaw Valley*, Sierra Sun, July 19
- Kings Beach Public Art photos, Sierra Sun, July 26

Chamber of Commerce Updates, Events & Partnerships

- The June edition of First Tuesday Breakfast Club included presentations from Jaime Wright of Truckee North Tahoe Transportation Management Association, John Friedrich of Liberty Utilities and Amber Burke of North Lake Tahoe Resort Association. TMA provided an update on resort triangle transit and mobility efforts, Liberty Utilities gave an overview of clean, green programs and NLTRA discussed the summer marketing campaign and event sponsorships.
- The Chamber convened a meeting for Breakfast Club sponsors on June 20 to determine future topics and presenters, and to discuss additional revenue strategies. As a result, a Breakfast Club calendar was compiled through January 2020 and a press release will be distributed ahead of each meeting. Action items include creating a business plan for the program. New for FY 19/20:
 - Updated Start-Time: 7:30-8:45am
 - Monthly updates from District 5 Placer County Supervisor, Cindy Gustafson
- The June Networking Mixer took place on June 11 to kick off Tuesday Bluesdays at The Village at Squaw Valley. This annual mixer is hosted in conjunction with the Truckee Chamber and well attended by businesses from around the region.
- A summer edition of the Hospitality Training was offered on June 18 at 9am and 3pm, there were no registrants.
- Public Meetings & Ribbon Cuttings:
 - Attended public and private meetings for the Dollar Creek Crossing achievable housing project
 - Attended ribbon cutting for new Kings Beach public art (resulted in media placement)
 - Attended TCDA Business Advocacy committee meeting (will attend NTBA's Economic Vitality committee meeting in August)
 - Attended TCDA and NTBA Board Meetings
- Welcomed new NTBA Executive Director, Alyssa Reilly.
- Compiled survey for business owners to complete regarding insurance cancellations and/or premium increases. Findings will be reported to Placer County. The survey will be distributed across digital channels and shared with TCDA and NTBA.
- Outlined BACC Meeting schedule through January; working with Business Associations and North Tahoe Fire on a crisis communications plan to be distributed to local businesses ahead of fire season this fall.
- September Mixer planning in conjunction with Sierra Nevada College.
- Outlined production schedule for winter 2019-20 and summer/fall 2020 Visitor Guide to ensure the publication is in-market ahead of peak-season.

Looking Ahead (please refer to planning calendar, enclosed)

- First Tuesday Breakfast Club: August 6 @ Granlibakken Tahoe
- First Tuesday Breakfast Club: September 3 @ Granlibakken Tahoe
- Networking Mixer: September 12 @ Sierra Nevada College
- Business Training: *Marketing Through Referrals and Partnerships*, October 29 @ North Tahoe Event Center
- Membership Luncheon: October 17 @ North Tahoe Event Center
- PR Summit: November 5
- Business Training: *Effective Marketing & Advertising Tools*, November 14
- Hospitality Trainings: December 5 & 6 @ North Tahoe Visitor Center

NLTRA | Chamber of Commerce: Calendar of Events | FY 19-20

Event	July	August	September	October	November	December	January
First Tuesday Breakfast Club	Dark	Tuesday, August 6 7:30-8:45am Granlibakken Tahoe Resort Amy Berry, CEO of Tahoe Fund Hardy Bullock, Director of Aviation & Community Services for Truckee Tahoe Airport District Sean Barclay, General Manager of TCPUD Cindy Gustafson, District 5 Placer County Supervisor	Tuesday, September 3 7:30-8:45am Granlibakken Tahoe Resort Status of the TBID - Rob Kautz SNC: Entrepreneur Re-Brand - Tim Cohee Boys & Girls Club - Mindy Carbajal Cindy Gustafson, District 5 Placer County Supervisor	Tuesday, October 1 7:30-8:45am Granlibakken Tahoe Resort Achievable Housing Challenges in NLT Communities - Mountain Housing Council Dollar Creek Crossing Update - Placer County Short Term Rental Update - Placer County	Tuesday, November 5 7:30-8:45am Granlibakken Tahoe Resort Ski Season + Winter DMO Campaigns Ski Resort Update (key focus on newly approved gondola from Squaw/Alpine)	Tuesday, December 3 7:30-8:45am Location: TBD Winter Transportation: - Mountaineer Program - TART for winter transit - CalTrans Cindy Gustafson, District 5 Placer County Supervisor	Tuesday, January 7 7:30-8:45am Granlibakken Tahoe Resort DMO Update: What's ahead for 2020 - SMARI Results - TOT Results - Seasonal Recap Release PR Results - Winter Campaign Cindy Gustafson, District 5 Placer County Supervisor
BACC {meeting convener}	Dark	Thursday, August 15 1-3pm North Lake Tahoe Visitor Center	Thursday, August 15 1-3pm North Lake Tahoe Visitor Center	Thursday, October 17 1-3pm North Lake Tahoe Visitor Center	Thursday, November 19 2-4:30pm Location: TBD	Thursday, December 19 1-3pm North Lake Tahoe Visitor Center	Tuesday, January 28 2-4:30pm Location: TBD
In-Market Tourism Development {committee seat: BACC Attendance}	Dark	Dark	Tuesday, September 24 2-4:30pm TCPUD	Thursday, September 12 5-7pm Sierra Nevada College Join the North Lake Tahoe Resort Association Chamber of Commerce CVB and Sierra Nevada College for an evening of networking. Take advantage of this great opportunity for local business leaders and students to get acquainted.	Thursday, November 19 2-4:30pm Location: TBD	Thursday, December 12 5-7pm Northstar California	Tuesday, January 28 2-4:30pm Location: TBD
Networking Mixer	Dark	Dark	Thursday, September 12 5-7pm Sierra Nevada College Join the North Lake Tahoe Resort Association Chamber of Commerce CVB and Sierra Nevada College for an evening of networking. Take advantage of this great opportunity for local business leaders and students to get acquainted.	Tuesday, October 29 8:30-10am North Tahoe Event Center Spreading the Word: Marketing Through Referrals and Partnerships Presenter: Melissa Forziat	Nov. 13 OR 14 8:30-10am Tahoe City Boardroom Is my Advertising Even Working? Effective Marketing and Advertising for Small Businesses on a Budget Presenter: Christie Osborne	Date: TBD 5-7pm Northern Lights @ Incline Village {in conjunction with Film Fest} December 5 & 6 9am 3pm North Lake Tahoe Visitor Center Join the North Lake Tahoe Resort Association/Chamber of Commerce for a FREE 1 hour training session to learn the latest information on what is new in North Lake Tahoe this winter and how we can help you serve your guests and direct them around the region.	Dark
Trainings & Workshops 2 per year: 2 spring 2 fall	Dark	Dark	Dark	Community Luncheon Thursday, Oct. 17, 2019 11am-2pm North Tahoe Event Center Advertising Deadline: Oct. 11	In Market: Nov. 22	Community Awards Tentative: Friday, April 24 2020 4-11pm Granlibakken Tahoe Resort	Dark
Marquee Event		Content Development	Content Due: Sept. 10	Advertising Deadline: Oct. 11	PR Summit Tuesday, Nov. 5 First Tuesday Breakfast Club	Community Awards Save the Date Tentative: Friday, April 24 2020 First Tuesday Breakfast Club	First Tuesday Breakfast Club
Visitor Guide Winter Spring: Nov. 22, 2019 Summer Fall: May 20, 2020		Autumn Food & Wine Spartan Moonshine Ink Column Finalize Chamber Media Kit First Tuesday Breakfast Club	PR for upcoming trainings: community luncheon First Tuesday Breakfast Club	Partner Content Outreach (winter) What's New Winter Press Release	Outreach for NYC desksides in Jan.	Outreach for NYC desksides in Jan. Outreach for TX desksides in Mar.	TravMedia IMM Event in NYC: Jan. 22 & 23 NYC Desksides: Jan 27-29
Public Relations {NLTRA / local}	Wanderlust Spartan Prep FY 19-20 Planning	Autumn Food & Wine Spartan Moonshine Ink Column Finalize Chamber Media Kit First Tuesday Breakfast Club	PR for upcoming trainings: community luncheon First Tuesday Breakfast Club	Partner Content Outreach (winter) What's New Winter Press Release	Outreach for NYC desksides in Jan.	Outreach for NYC desksides in Jan. Outreach for TX desksides in Mar.	TravMedia IMM Event in NYC: Jan. 22 & 23 NYC Desksides: Jan 27-29
Public Relations {marketing coop}	Wanderlust Spartan Prep FY 19-20 Planning	Autumn Food & Wine Spartan Moonshine Ink Column Finalize Chamber Media Kit First Tuesday Breakfast Club	PR for upcoming trainings: community luncheon First Tuesday Breakfast Club	Partner Content Outreach (winter) What's New Winter Press Release	Outreach for NYC desksides in Jan.	Outreach for NYC desksides in Jan. Outreach for TX desksides in Mar.	TravMedia IMM Event in NYC: Jan. 22 & 23 NYC Desksides: Jan 27-29



FOR IMMEDIATE RELEASE

North Tahoe's 'First Tuesday Breakfast Club' announces new start-time and updated programming to address business community needs

The August meeting will include updates from District 5 Placer County Supervisor, Cindy Gustafson, Amy Berry of Tahoe Fund and Hardy Bullock of Truckee Tahoe Airport District

North Lake Tahoe, Calif. (Jul. 29, 2019) — First Tuesday Breakfast Club resumes August 6, 2019 with updated programming and a new start-time to accommodate the larger business community of North Lake Tahoe. In addition to shifting the meeting time from 7:00 a.m. to 7:30 a.m., District 5 Placer County Supervisor, Cindy Gustafson, will provide regular updates on behalf of the County and share progress on topics that directly impact District 5.

"I have attended and chaired First Tuesday Breakfast Club for over 30 years," stated Gustafson. "This monthly forum addresses timely community topics and provides an opportunity for local constituents to ask questions and learn more about issues that affect their business. I am committed to improving dialogue, and this is a wonderful platform for information sharing."

In addition to Gustafson's update, the August meeting will also include presentations from Amy Berry, CEO of Tahoe Fund and Hardy Bullock, Director of Aviation & Community Services for Truckee Tahoe Airport District.

With the launch of a new Tahoe Public Beaches website and the opening of a new bike trail on the East Shore, Tahoe Fund continues to be a catalyst for environmental projects around the Lake Tahoe Basin. Amy Berry, CEO of Tahoe Fund, is at the core of these efforts, working tirelessly to create successful fundraising platforms that restore lake clarity, enhance outdoor recreation, promote healthier forests, improve transportation and inspire greater stewardship of the region. Hear from Berry about the current status of both projects and what's ahead for Tahoe Fund.

The Truckee Tahoe Airport is a community focused, regional transportation provider serving the Tahoe Truckee region for over 60 years. The airport has been engaged in accommodating recent demand through the construction of new facilities and infrastructure designed to reduce impact and enhance safety. This activity is balanced with tremendous community involvement. Bullock will discuss recent projects and construction activity, as well as key community initiatives completed in 2018 and 2019. Aviation is facing a changing paradigm and how the local community fits with new travel models will be discussed.

First Tuesday Breakfast Club is a community forum presented by the North Lake Tahoe Resort Association/Chamber of Commerce. Held at Granlibakken Tahoe on the first Tuesday of each month from 7:30-8:45 a.m., all community members are invited. Tickets are \$15 and can be purchased in advance via Eventbrite or day-of. A hot breakfast is included.

First Tuesday Breakfast Club is made possible by partnerships with the following sponsors: Tahoe Truckee Community Foundation, Granlibakken Tahoe, Tahoe City Public Utility District, Porter Simon, Auerbach Engineering Corp., Sierra Sun and Tahoe Forest Health System. Additional sponsor opportunities are available.

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About North Lake Tahoe Resort Association:

The North Lake Tahoe Chamber | Resort Association | CVB is celebrating 65 years of supporting small businesses and major resorts, ultimately enhancing the strong and vibrant North Tahoe business community. The Resort Association combines Chamber of Commerce and Destination Marketing services to assist local businesses and connect community leaders. Supported by a contract with Placer County and Membership dues, the team is focused on midweek and shoulder season visitation, transportation and housing solutions, and visitor services. The North Tahoe Chamber ultimately provides a collective voice for the local community.



north lake tahoe

Chamber | CVB | Resort Association

North Lake Tahoe Visitor Information Center Visitor Report: May 2019

VISITORS SERVED:

Apr. 2019

Total TC Walk-ins: 3,032
Total Phone Calls: 167
Events: 0
Total 3,199

May 2018

Total TC Walk-ins: 4,100
Total Phone Calls: 234
Events: 280
Total 4,614

May 2019

Total TC Walk-ins: 3,267
Total Phone Calls: 197
Events: 902
Total 4,366

REFERRALS GIVEN TO VISITORS:

Restaurants 675	Lodging 95	Historic / Museum 197	Events 82
Tours 32	Surrounding Towns (SLT / Truckee) 105	Shopping 87	Transportation 35
Real Estate 4	Activities Mountain / Trails 564	Activities / Lake 189	Maps / Directions 727

TOTAL: 2,792 = 90 referrals per day

Visitor Surveys Gathered: 28 in May with total of 235 since Sept 2018

Guest Book Signatures: 99 (captured emails for consumer newsletter database and shared with The Abbi Agency)

- Domestic Visitation included: AZ, CA, CO, DC, DE, GA, FL, HI, IA, IL, KS, KY, MA, MD, ME, MT, NH, NV, NY, OH, OK, PA, RI, TN, TX, UT, VA, WA, WV, WY
- International visitation included France, Switzerland, Sweden, Puerto Rico, Guatemala, Canada, India, Brazil, England, Netherlands

May 2019 Highlights

- Visitor Center sales were 13% higher from May 2018
- Booth presence at Made in Tahoe event at Squaw Valley and weekly every Thursday at the Tahoe City Farmers Market

North Lake Tahoe Visitor Information Center Visitor Report: June 2019

VISITORS SERVED:

May, 2019

Total TC Walk-ins: 3,267
Total Phone Calls: 197
Events: 902
Total 4,366

June 2018

Total TC Walk-ins: 5,094
Total Phone Calls: 258
Events: 1,735
7,087

June 2019

Total TC Walk-ins: 5,447
Total Phone Calls: 255
Events: 720
6,422

REFERRALS GIVEN TO VISITORS:

Restaurants 747	Lodging 197	Historic / Museum 298	Events 255
Tours 112	Surrounding Towns (SLT / Truckee) 118	Shopping 156	Transportation 100
Real Estate 12	Activities Mountain / Trails 1049	Activities / Lake 499	Maps / Directions 1181

TOTAL: 4,724 = 157 referrals per day

Visitor Surveys Gathered: 32 in June with total of 267 since Sept 2018

Guest Book Signatures: 126

- Domestic Visitation included: AK, AL, AZ, CA, CO, GA, FL, IA, IL, LA, MA, MD, MI, MN, MO, MS, NV, NY, OR, PA, SC, TN, TX, VA, WA, WI
- International visitation included: New Zealand, Netherlands, Italy, Australia, England, Costa Rica, Ireland, Canada

June 2019 Highlights

- VIC Sales were 22% higher over June 2018
- Facilitated Information Booth at POPS in the Park (Sacramento) and Tahoe City Farmers Market (weekly on Thursday).
- Kings Beach visitor kiosk opened for summer
- Participated in Tahoe City Wine Walk on June 15

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

May 31, 2019

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of May 31, 2019

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

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Accrual Basis

North Lake Tahoe Marketing Cooperative

Profit & Loss Budget Performance

May 2019

	May 19	Budget	Jul '18 - May 19	YTD Budget	Annual Budget
Income					
4000-00 • LTIVCBVB Funding	45,619	45,619	875,496	875,496	942,000
4001-00 • NLTRA Funding	121,652	121,652	1,338,175	1,338,170	1,459,822
4004-00 • IVCBVB Entertainment	0	0	8,000	8,000	8,000
Total Income	167,271	167,271	2,221,671	2,221,666	2,409,822
Gross Profit	167,271	167,271	2,221,671	2,221,666	2,409,822
Expense					
5000-00 • CONSUMER MARKETING					
5001-00 • Broadcast / Radio - High Notes	6,013		19,484	20,000	20,000
5002-00 • Consumer Print	9,675	0	50,175	40,000	40,000
5002-01 • Native Display	0	4,000	13,713	42,000	50,000
5004-00 • Trip Advisor	9,814	11,458	97,909	83,541	95,000
5005-00 • Paid Social	13,220	3,150	124,401	110,250	135,000
5005-01 • Digital Display	11,693	4,700	133,558	99,066	115,004
5005-02 • Retargeting Video	0	490	0	8,500	10,000
5007-00 • Creative Production	31,564	10,000	182,419	111,000	121,000
5010-00 • Account Strategy & Management	7,000	7,000	77,000	77,000	84,000
5010-01 • Digital Management & Reporting	3,000	3,000	33,000	33,000	36,000
5010-02 • Website Strategy & Analysis	2,000	2,000	22,000	22,000	24,000
5013-00 • Outdoor	0	0	111,000	95,000	95,000
5015-00 • Video	0	0	13,993	22,000	25,000
5017-00 • Rich Media	3,183	12,500	48,183	37,500	50,000
5018-00 • Media Commission	6,710	4,913	83,779	86,295	98,796
5018-01 • Digital Ad Serving	546	625	1,155	6,875	7,500
5018-03 • Strategic Marketing Plan	0		0	3,500	3,500
5020-00 • Search Engine Marketing	1,583	1,500	41,929	42,000	50,000
5022-00 • Email	3,475	0	31,652	33,975	45,000
5023-00 • Additional Opportunities	0		0	40,479	40,479
5025-00 • Expedia	0	0	0	30,000	30,000
Total 5000-00 • CONSUMER MARKETING	109,475	65,336	1,085,352	1,043,981	1,175,279
5110-00 • LEISURE SALES					
5107-00 • Creative Production	0	500	12,536	2,000	2,500
5111-00 • FAMs - Domestic	0	0	947	1,000	1,250
5112-00 • Training / Sales Calls	47	0	1,622	3,500	3,500
5113-00 • Additional Opportunities	0	0	5,694	7,000	7,000
5115-00 • Travel Agent Incentive Program	1,000	0	1,000	1,000	1,000
5120-00 • Domestic - Trade Shows	0	0	2,843	4,750	4,750
5131-00 • FAMs -Intl - Travel Trade	1,879	750	2,218	6,500	6,500
5132-00 • FAMs -Intl - Media	1,175	1,000	7,365	11,000	12,000
5133-00 • Ski-Tops	689	0	1,226	3,250	3,250
5134-00 • Intl Marketing - Additional Opp	280	0	3,835	10,000	13,000
5136-00 • Tour Operator Brochure Support	0	0	5,500	6,000	6,000
5137-00 • Co-op Opportunities	0	2,500	6,139	13,000	13,000
5141-00 • Australian Sales Mission	0	5,500	2,456	5,500	5,500
5142-00 • UK Sales Mission	2,179	4,000	6,929	4,000	5,500
5143-00 • Mountain Travel Symposium	0	0	4,978	5,500	5,500
5144-00 • IPW - POW WOW	2,004	3,000	7,487	13,000	9,000
5145-00 • TIA Annual Dues	0	0	2,635	2,500	2,500
5146-00 • UK / Black Diamond	0	0	32,107	45,000	45,000
5147-00 • AUS / Gate 7	2,567	0	39,299	41,000	41,000
5149-00 • Mexico Program	0		4,860	5,000	5,000
5150-00 • China Program	0		5,238	8,500	8,500
5151-00 • RTO West	1,586	0	4,275	4,195	4,195
5152-00 • Go West	0	0	1,816	1,500	1,500
5154-00 • Canada					
5154-01 • Canada Sales Mission	30		7,263		
5154-00 • Canada - Other	0	0	27,456	25,000	25,000
Total 5154-00 • Canada	30	0	34,719	25,000	25,000
5155-00 • California Star Program	0		3,500	3,500	3,500
Total 5110-00 • LEISURE SALES	13,434	17,250	201,225	233,195	235,445
5200-00 • PUBLIC RELATIONS					
5200-01 • Strategy, Reporting, Mgmt, Etc.	2,200	2,200	24,200	24,200	26,400
5201-00 • National, Regional, & Local PR	5,000	5,000	55,000	55,000	60,000
5202-00 • PR Program/ Content Dev - Blogs	1,800	1,800	19,800	19,800	21,600
5204-00 • Media Mission(s)	0	0	6,691	10,600	10,600
5206-00 • Digital Buy/ Social Media Boost	500	500	5,500	5,500	6,000
5207-00 • Content Campaigns/Tools-My Emma	300	300	3,300	3,300	3,600
5208-00 • International Travel Media FAMs	0	0	9,053	9,000	12,000

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Accrual Basis

North Lake Tahoe Marketing Cooperative

Profit & Loss Budget Performance

May 2019

	May 19	Budget	Jul '18 - May 19	YTD Budget	Annual Budget
5209-00 · Domestic Travel Media FAMS	5,379	3,208	28,270	35,292	38,500
5210-00 · Content Dev - Newsletters	2,000	2,000	22,000	22,000	24,000
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	44,000	44,000	48,000
5212-00 · Social Giveaways & Contests	3,500	3,350	9,200	8,900	8,900
5213-00 · Facebook Live	0	0	1,500	4,860	6,480
5214-00 · Social Takeover	0	1,100	6,688	11,900	13,000
5215-00 · Content Campaign-Local Luminary	0	0	27,000	22,000	22,000
5200-00 · PUBLIC RELATIONS - Other	0		326		
Total 5200-00 · PUBLIC RELATIONS	24,679	23,458	262,529	276,352	301,080
6000-00 · CONFERENCE SALES					
6002-00 · Destination Print	8,500	6,000	20,800	20,500	20,500
6003-00 · Geo-Fence Targeting	0		3,000	3,000	3,000
6004-00 · Email	2,700	850	12,800	9,350	10,200
6004-01 · Newsletter	0	0	0	4,300	5,950
6005-00 · Paid Media	1,581	1,234	8,686	11,364	12,154
6006-00 · CVENT	0		13,196	13,196	13,196
6007-00 · Creative Production	23,926	2,000	48,832	18,000	20,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	11,000	11,000	12,000
6010-00 · Collateral Production	0	0	0	7,500	7,500
6018-00 · MCC Media Commission	1,534	1,051	9,041	8,022	8,450
6018-01 · MCC Digital Ad Serving	0		36	200	200
6019-00 · Conference Direct Partnership	0		0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	500	0	5,500	0	6,000
6152-00 · Client Events / Opportunities	220	0	15,524	10,500	18,000
6153-00 · Chicago Sales Rep Support	0	0	7,758	10,000	10,000
Total 6000-00 · CONFERENCE SALES	39,960	12,135	156,174	131,932	152,150
6100-00 · TRADE SHOWS					
6111-00 · Site Inspections	424	1,000	5,751	6,000	7,000
6115-00 · Chicago Holiday Showcase	0	0	0	3,000	3,000
6116-00 · CalSAE Seasonal Spectacular	0	0	4,142	3,000	3,000
6118-00 · ASAE Annual	0		5,946	4,250	4,250
6120-00 · AFW Client Event	0		821	3,000	3,000
6120-01 · Sac River Cats Client Event	0		2,003	3,000	3,000
6127-00 · CalSAE Annual	1,240	0	6,870	6,700	6,700
6136-00 · Mountain Travel Symposium	0	0	674	4,895	4,895
6143-00 · Connect Marketplace	7,400	7,500	9,802	10,000	10,000
6144-00 · ASAE XDP	0	1,500	3,647	4,000	4,000
6150-01 · Luxury Meeting Summit Northwest	0	0	3,086	3,000	3,000
6150-02 · Luxury Summit Meeting Texas	0		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		5,741	4,200	4,200
6151-00 · Destination CA	0	1,500	1,396	1,500	1,500
6154-00 · HelmsBriscoe ABC	418	1,500	5,205	5,500	5,500
6156-00 · Connect California	45	0	4,208	5,000	5,000
6156-02 · Connect Chicago	0	0	3,700	4,000	4,000
6156-03 · Connect New England	3,909	0	5,323	3,750	6,250
6156-04 · Connect Georgia	0		4,877	5,750	5,750
6157-00 · HPN Partner Conference	0		3,718	3,700	3,700
6157-01 · HPN Spring Training CE (RSCVA)	0	0	0	3,000	3,000
6160-00 · AllThingsMeetings Silicon Valley	0	1,000	1,038	1,500	1,500
6160-01 · AllThingsMeetings East Bay	0		1,756	2,000	2,000
6161-00 · Connect Southwest	0		3,700	4,450	4,450
6162-00 · Connect Tech & Medical	0		4,746	5,250	5,250
6163-00 · Connect Financial	0	0	4,697	5,250	5,250
6164-00 · Connect Mountain Incentive	0	0	5,299	5,250	5,250
6165-00 · Bay Area Client Appreciation	0	0	0	0	5,000
6166-00 · Sports Commission	0	0	795	2,900	2,900
6167-00 · Nor Cal DMO	0	0	429	3,500	4,500
6100-00 · TRADE SHOWS - Other	1,423		1,423		
Total 6100-00 · TRADE SHOWS	14,859	14,000	108,210	124,645	134,145
6106-00 · CalSAE Seasonal Spectacular	0		(2,537)		
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	14,451	0	40,301	36,000	51,000
5009-00 · Fulfillment / Mail	154	0	10,513	13,000	13,000
5021-00 · RASC-Reno Air Service Corp	0	0	100,000	100,000	100,000
5123-00 · HSVC - High Sierra Visitors	0	0	2,000	2,250	2,250
7001-00 · Miscellaneous	288	250	599	2,750	3,000
7002-00 · CRM Subscription	833		9,167	10,000	10,000
7003-00 · IVCBVB Entertainment Fund	752	0	4,491	6,000	8,000
7004-00 · Research	422	0	7,282	21,000	45,000
7005-00 · Film Festival	0		15,000	15,000	15,000
7006-00 · Special Events	0	15,000	0	35,000	45,000

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Accrual Basis

North Lake Tahoe Marketing Cooperative

Profit & Loss Budget Performance

May 2019

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



Aging by Revenue Item

As of 5/31/2019

Invoice ID	Invoice Date	Due Date	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable:Member AR - Member Dues)									
1-5 Employees Membership Dues			\$2,850.00	\$3,135.00	\$0.00	\$0.00	\$2,280.00	\$4,490.00	\$12,755.00
200+ Employees Membership Dues			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,050.00	\$1,050.00
21-50 Employees Membership Dues			\$1,560.00	\$520.00	\$0.00	\$0.00	\$520.00	\$2,060.00	\$4,660.00
50-100 Employees Membership Dues			\$0.00	\$0.00	\$0.00	\$0.00	\$720.00	\$470.00	\$1,190.00
6-10 Employees Membership Dues			\$475.00	\$315.00	\$0.00	\$0.00	\$0.00	\$3,105.00	\$3,895.00
Financial Institutions Membership			\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$0.00	\$700.00
Non-Profit Membership Dues Totals:			\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$820.00	\$985.00
1201-01 Member AR Membership			\$5,050.00	\$3,970.00	\$0.00	\$0.00	\$4,220.00	\$11,995.00	\$25,235.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable:Member AR - Other)									
Community Awards Award Sponsor			\$0.00	\$1,130.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,130.00
Community Awards Sapphire			\$0.00	\$1,265.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,265.00
Community Awards Table Totals:			\$0.00	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00
Community Awards Ticket Totals:			\$0.00	\$270.00	\$0.00	\$0.00	\$0.00	\$0.00	\$270.00
Eblast Totals:			\$85.00	\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00
Employee of the Year Award Totals:			\$0.00	\$65.00	\$0.00	\$0.00	\$0.00	\$0.00	\$65.00
Tuesday Morning Breakfast Club			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$45.00	\$45.00
Tuesday Morning Breakfast Club			\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$165.00
Tuesday Morning Breakfast Club			\$0.00	\$0.00	\$0.00	\$0.00	\$500.00	\$0.00	\$500.00
Unpaid Silent Auction Items			\$290.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$290.00
1201-03 Member Accounts Receivable			\$540.00	\$3,595.00	\$0.00	\$0.00	\$500.00	\$45.00	\$4,680.00
GRAND TOTALS			\$5,545.00	\$7,565.00	\$0.00	\$0.00	\$4,720.00	\$12,040.00	\$29,870.00

KEY METRICS FOR June 30, 2019 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru January 2019)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279
2013 - 2014	4,525,882	2,145,820	3,569,535	1,751,001	\$ 11,992,238
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406
2015 - 2016	4,873,005	3,874,694	5,436,080	2,350,829	\$ 16,534,608
2016 - 2017	5,503,124	3,317,960	6,114,719	3,354,080	\$ 18,289,883
2017 - 2018	6,273,044	3,449,899	5,631,708	3,192,729	\$ 18,547,380
2018 - 2019	7,059,228	4,018,911	6,841,357	221,013	\$ 18,140,509

updated

Visitor Information Comparative Statistics For FYTD 2015/16 - 2018/19 (thru May 2019)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	42,270	41,841	44,438	42,292	-4.83%
Phone	2,607	3,297	3,024	2,806	-7.21%
Email	231	343	378	404	6.88%
Kings Beach (Walk In)	8,609	3,926	8,733	11,881	36.05%
NLT - Event Traffic	3,441	6,800	6,509	5,113	-21.45%
Total	57,158	56,207	63,082	62,496	-0.93%

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

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

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

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

Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 6/30/2019				
	2017-18	2017-18	2018-19	YOY %
FORWARD LOOKING	Actuals	Forecasted	Forecasted	Change
Total Revenue Booked	\$2,587,255	\$ 2,507,508	\$ 2,818,476	12.40%
Commission for this Revenue	\$ 60,863	\$ 60,279	\$ 81,900	35.87%
Number of Room Nights	13,062	16,557	13,212	-20.20%
Number of Bookings	76	90	67	-25.56%
Conference Revenue And Percentage by County:				
	17-18	18-19		
Placer	54%	66%	\$ 1,408,710	\$ 1,355,015 \$ 1,852,363 36.70%
Washoe	28%	11%	\$ 730,318	\$ 704,266 \$ 314,610 -55.33%
South Lake	16%	23%	\$ 397,939	\$ 397,939 \$ 651,503 63.72%
Nevada	2%	0%	\$ 50,288	\$ 50,288 \$ - -100.00%
Total Conference Revenue	100%	100%	\$2,587,255	\$ 2,507,508 \$ 2,818,476 12.40%
CURRENT				
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000 0.00%
Annual Commission Goal			\$ 70,000	\$ 50,000 -28.57%