



# FINANCE COMMITTEE AGENDA

Wednesday September 25, 2019 at 3:00 p.m.  
NLTRA Conference Room – Upstairs  
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (712) 770-4010

Enter Participant code: 775665#

## FINANCE COMMITTEE

### NLTRA Board

Christy Beck  
Treasurer

Jim Phelan  
Board Member

### Committee Members

David Brown  
CPA

Mike Salmon  
Tahoe Donner Association

Ramona Cruz  
Tahoe City Public Utility District

### Placer County Rep

Erin Casey

### NLTRA Staff

Bonnie Bavetta  
CFO

DeWitt Van Sicen  
Staff Accountant & HR Assistant

Quorum  
3 Members with 1  
being a Board Member

### A. Call to Order – Establish Quorum

### B. Roll Call

### C. Public Forum

This is an opportunity for members of the public to address the Committee on items which are not on the agenda. Please state your name for the record. Comments are limited to three minutes. The Committee may choose to acknowledge the comment or, where appropriate, briefly answer a question, refer the matter to staff, or set the item for discussion at a future meeting.

### D. Agenda Amendments & Approval [MOTION]

### E. Approval of Finance Committee Meeting Minutes:

- 8/29/19 Meeting Minutes [MOTION] ..... Pg. 1

### F. Review and Approval of Preliminary August 2019 Financials:

- Review Staff Report of Financial Performance ..... Pg. 2
- NLTRA 8/31/19 Financials Approval [MOTION] ..... Pg. 4
- NLTRMC 8/31/19 Financials Review ..... Pg. 23

### G. Items for Committee Review, Discussion/or Recommendations

- TBID Update
- NLTRA Financial Audit Update

### H. Supplemental Information

- August 2019 Dashboard Report (to be distributed)

### I. Approval of Interim CEO Expenses August 2019 [MOTION]..... Pg. 30

### J. Agenda Input for Next Finance Committee Meeting

### K. Next Meeting Date

### L. Committee Member Comments

### M. Adjourn



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## FINANCE COMMITTEE MEETING - Minutes Draft

Thursday August 29, 2019 at 3:00 P.M.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established 3:06 PM (3)
- B. Roll Call:
  - Members in Attendance: Jim Phelan – Board Member
  - Members via Phone: Christy Beck, Treasurer, David Brown
  - Staff in Attendance: Bonnie Bavetta, DeWitt Van Siclen
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
  - No amendments to agenda
  - **MOTION** to approve the agenda; Jim Phelan/David Brown, Approved 3-0-0
- E. Approval of Finance Committee Minutes:
  - **MOTION** to approve July 31st, 2019 Finance Committee meeting minutes; David Brown/Jim Phelan 5-0-0
- F. Review of June 30, 2019 Preliminary Financials
  - Review Staff Report – Preliminary June 30, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
  - Review NLT Marketing Coop June 30, 2019 preliminary financials.
- G. Review of July 31, 2019 Preliminary Financials
  - Review Staff Report – Preliminary July 31, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
  - Review NLT Marketing Coop July 31, 2019 preliminary financials.
- H. Review of TBID Update
  - Review of TBID update
- I. Items for Committee Review, Discussion and/or Recommendations
  - **None**
- J. Supplemental Information
  - Review of July 2019 Dashboard Report
- K. Approval of Interim CEO Expenses for June 2019
  - **MOTION** to approve Interim CEO Expenses for June 2019; Jim Phelan/David Brown, approved 3-0-0
- L. Agenda Input for Next Finance Committee Meeting
  - Give an update on FY 18.19 audit progress.
  - June 2019 Financials & Account Reconciliations will be presented for approval in September 2019 or October 2019 Finance Committee Meeting pending completion of audit.
- M. Next Meeting Date – September 25<sup>th</sup>, 2019 at 3:00 PM
- N. Committee Member Comments
  - **None**
- O. Adjourn 3:57 PM



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## Finance Committee Staff Report

Date: 09/20/19

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

From: Bonnie Bavetta, CFO

RE: Report for August 2019

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A summary of preliminary NLTRA financial results for August 31, 2019 follows.

- Cash balance on August 31, 2019 of \$516,000 was 52% or \$558,000 less than prior year primarily due to timing of payment receipt from the County, payment due to the County and payment on accounts payable.
- Accounts receivable related to sales commissions totaled \$11,000 down \$18,000 from prior year due to timing.
- The Accounts Receivable – TOT balance of \$555,000 reflected the County TOT funding invoices, for both the month of July (delayed billing by NLTRA) and the month of August. Both invoices were paid in September.
- Membership dues and other membership related accounts receivable totaled \$14,000, down \$3,000 from prior year.
- Receivable from NLTMC of \$12,000 reflects the credit card charges and other amounts due from NLTMC to NLTRA. Payment was received in September.
- Prepaid Insurance balance of \$15,000 reflected payment at the end of the month for the subsequent month's coverage.
- Accounts payable, including credit cards, of \$36,000 were \$122,000 less than prior year due primarily to timing.
- Wages and related liabilities of \$150,000 were \$19,000 or 14% greater than prior year, due primarily to timing of incentive payments (paid in September 2019).
- Accrued Expenses of \$43,000 were \$6,000 less than prior year and included the balance of contracts entered into during fiscal year 2018/19 with commitments due to be paid in 2019/20. This was agreed to in the County contract.
- Deferred Revenue-Member Dues of \$54,000 was \$2,000 less than prior year.
- Deferred Revenue-County of \$350,000 reflected the 2019/20 prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow due to the new performance based timing of monthly payments from the County.

- YTD consolidated net income of \$52,000 at month end August represented Membership's positive net results YTD of \$7,000, and \$45,000 net positive results from TOT funded departments.
  
- Operating Results YTD – Marketing
  - YTD adjusted Revenue from Placer TOT Funding of \$645,000 was below budget \$43,000, the result of pay for performance expenditures being below budget.
  - Net expenses, before overhead allocation, totaled 5876,000 and were \$52,000 or approximately 9% under budget,
  - Total net results before overhead allocation of \$68,000 were positive to budget \$9,000.
- Operating Results YTD – Conference
  - Commission & conference dues revenue of \$10,000 was \$7,000 above budget TOT revenue of \$64,000 was on budget
  - Expenses of \$63,000 before allocated overhead were \$4,000 greater than budget due to commissions expense.
  - Net results were better than budget by \$3,000
- Operating Results YTD – Visitor Center
  - Merchandise sales of \$28,000 were up \$1,000 below budget. TOT revenue of \$65,000 was on budget.
  - Expenses before overhead allocation of \$80,000 were \$5,000 below budget.
  - Net results of \$13,000 were \$3,000 better than budget.
- Operating Results YTD – TMPI
  - TOT revenue of \$32,000 was on budget.
  - Expenditures of \$20,000 before overhead were \$10,000 below budget due to timing.
  - Net results of \$12,000 were positive to budget \$10,000.
- Operating Results YTD – Membership
  - Membership dues revenues of \$22,000 were on budget
  - Expenses of \$15,000 were \$3,000 below budget.
  - Net income of \$9,000 before overhead allocations was \$4,000 favorable to budget.
- Operating Results YTD – Administration
  - Total expenses of \$61,000 were \$23,000 below budget due primarily to staff vacancies and professional fees timing
  
- Membership cash position as of August 31, 2019
  - Membership activities resulted in a net income \$6,759
  - Deferred revenues of \$53,939 less receivables of \$12,245 contributed an additional \$41,694 in cash
  - Prior years' cumulative negative net results totaled \$17,007
  - Net cash totaled \$31,446, no other funds were required to support Membership activities

Summary of North Lake Tahoe Marketing Cooperative financial results at August 31, 2019:

- Cash balance at month end of \$185,000 was \$10,000 greater than prior year
- Accounts receivable of \$3,000 were \$136,000 less than prior year due to timely receipt of TOT funding from NLTRA
- Accounts payable of \$98,000 were \$16,000 higher than prior year
- Unrestricted Net Assets Equity was \$165,000 less than prior year due to approved expenditures exceeding prior year funding by \$165,000
- Net Income of \$104,000 was \$21,000 greater than prior year
- Funding from NLTRA and IVCBVB of \$417,000 was on budget
- Consumer Marketing expenditures of \$127,000 were \$37,000 below budget due to timing
- Leisure Sales expenditures of \$34,000 were \$7,000 below budget due to timing
- Public Relations expenses of \$34,000 were \$16,000 below budget
- Conference Sales expenditures of \$25,000 were \$12,000 below budget
- Trade Show expenditures of \$12,000 were \$40,000 due to timing
- Committed & Administrative expenditures of \$71,000 were \$16,000 due to timing of pay to Fusion 7
- Website & Maintenance expenses of \$10,000 were \$7,000 below budget
- Net income of \$104,000 was better than budget by \$104,000

# **North Lake Tahoe Resort Association**

Preliminary

Financial Statements for the Period

Ending

August 31, 2019

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of August 31, 2019

Accrual Basis

	<u>Aug 31, 19</u>	<u>Aug 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	365	469	(104)	(22%)	116
1003-00 · Cash - Operations BOTW #6712	193,335	806,035	(612,700)	(76%)	332,281
1007-00 · Cash - Payroll BOTW #7421	7,920	8,693	(773)	(9%)	11,572
1008-00 · Marketing Reserve - Plumas	50,257	50,181	76	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,685	100,483	202	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	133,988	78,611	55,377	70%	138,243
10950 · Cash in Drawer	281	207	74	36%	1,678
<b>Total Checking/Savings</b>	<u>516,413</u>	<u>1,074,261</u>	<u>(557,848)</u>	<u>(52%)</u>	<u>664,366</u>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	11,326	29,614	(18,288)	(62%)	24,817
1290-00 · A/R - TOT	555,024	285,313	269,711	95%	57,504
<b>Total Accounts Receivable</b>	<u>566,350</u>	<u>314,927</u>	<u>251,423</u>	<u>80%</u>	<u>82,321</u>
<b>Other Current Assets</b>					
1200-99 · AR Other	99	(41)	140	341%	10
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	12,245	15,305	(3,060)	(20%)	2,720
1201-03 · Member AR - Other	1,700	0	1,700	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	1,730	(1,730)	(100%)	0
<b>Total 1201-00 · Member Accounts Receivable</b>	<u>13,945</u>	<u>17,035</u>	<u>(3,090)</u>	<u>(18%)</u>	<u>6,465</u>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,500)	(275)	(11%)	(1,587)
<b>12100 · Inventory Asset</b>					
25300 · Gift Cards Outstanding	15	0	15	100%	15
12100 · Inventory Asset - Other	22,475	25,741	(3,266)	(13%)	22,015
<b>Total 12100 · Inventory Asset</b>	<u>22,490</u>	<u>25,741</u>	<u>(3,251)</u>	<u>(13%)</u>	<u>22,030</u>
1299 · Receivable from NLTMC	12,375	24	12,351	51,463%	15,703
1490-00 · Security Deposits	1,250	1,250	0	0%	1,250
<b>Total Other Current Assets</b>	<u>47,384</u>	<u>41,509</u>	<u>5,875</u>	<u>14%</u>	<u>43,871</u>
<b>Total Current Assets</b>	<u>1,130,147</u>	<u>1,430,697</u>	<u>(300,550)</u>	<u>(21%)</u>	<u>790,558</u>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	45,289	68,768	(23,479)	(34%)	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(68,768)	23,479	34%	(45,289)
1740-00 · Computer Equipment	4,270	8,436	(4,166)	(49%)	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,269)	(8,435)	4,166	49%	(4,269)
1750-00 · Computer Software	20,493	21,520	(1,027)	(5%)	20,493
1751-00 · Accum. Amort. - Software	(19,321)	(18,778)	(543)	(3%)	(19,085)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
<b>Total Fixed Assets</b>	<u>1,173</u>	<u>2,743</u>	<u>(1,570)</u>	<u>(57%)</u>	<u>1,409</u>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	15,306	8,794	6,512	74%	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100
1400-00 · Prepaid Expenses - Other	3,847	15,089	(11,242)	(75%)	3,964

# North Lake Tahoe Resort Association

## Balance Sheet

As of August 31, 2019

Accrual Basis

	Aug 31, 19	Aug 31, 18	\$ Change	% Change	Jun 30, 19
Total 1400-00 · Prepaid Expenses	19,253	24,883	(5,630)	(23%)	18,376
Total Other Assets	19,253	24,883	(5,630)	(23%)	18,376
<b>TOTAL ASSETS</b>	<b>1,150,569</b>	<b>1,458,324</b>	<b>(307,755)</b>	<b>(21%)</b>	<b>810,343</b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	35,682	155,989	(120,307)	(77%)	73,556
<b>Total Accounts Payable</b>	<b>35,682</b>	<b>155,989</b>	<b>(120,307)</b>	<b>(77%)</b>	<b>73,556</b>
<b>Credit Cards</b>					
<b>2080-00 · Bank of the West - Master Cards</b>					
2080-15 MC_2339 Liz	0	272	(272)	(100%)	0
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	0
2080-10 · MC_9495_AI	0	(75)	75	100%	0
2080-11 · MC_3978_Amber	0	(118)	118	100%	0
2080-13 · MC_6903_Cindy	0	1,361	(1,361)	(100%)	0
2080-14 · MC_6193_Daphne	0	141	(141)	(100%)	0
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<b>0</b>	<b>1,596</b>	<b>(1,596)</b>	<b>(100%)</b>	<b>0</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>1,596</b>	<b>(1,596)</b>	<b>(100%)</b>	<b>0</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	10,516	13,570	(3,054)	(23%)	20,922
2101-00 · Incentive Payable	68,672	53,535	15,137	28%	58,630
2102-00 · Commissions Payable	11,490	6,811	4,679	69%	7,132
2120-00 · Empl. Federal Tax Payable	4,605	6,201	(1,596)	(26%)	9,775
2175-00 · 401 (k) Plan	2,039	2,292	(253)	(11%)	4,369
2180-00 · Estimated PTO Liability	52,993	49,004	3,989	8%	52,993
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>150,315</b>	<b>131,413</b>	<b>18,902</b>	<b>14%</b>	<b>153,821</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	504	205	299	146%	827
25500 · *Sales Tax Payable	2,063	2,209	(146)	(7%)	2,307
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>2,567</b>	<b>2,414</b>	<b>153</b>	<b>6%</b>	<b>3,134</b>
2250-00 · Accrued Expenses	42,946	37,054	5,892	16%	59,690
2300-00 · Marketing Cooperative Liabili	0	10	(10)	(100%)	0
2400-60 · Deferred Revenue- Member Dues	53,939	56,389	(2,450)	(4%)	57,969
2500-00 · Deferred Revenue - TMBC	1,170	1,181	(11)	(1%)	840
2651-00 · Deferred Rev - Conference	0	7,792	(7,792)	(100%)	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	0	4,067	(4,067)	(100%)	0
2900-00 · Due To/From County of Placer	19,871	229,432	(209,561)	(91%)	19,871
<b>Total Other Current Liabilities</b>	<b>621,113</b>	<b>820,057</b>	<b>(198,944)</b>	<b>(24%)</b>	<b>295,325</b>
<b>Total Current Liabilities</b>	<b>656,795</b>	<b>977,642</b>	<b>(320,847)</b>	<b>(33%)</b>	<b>368,881</b>
<b>Total Liabilities</b>	<b>656,795</b>	<b>977,642</b>	<b>(320,847)</b>	<b>(33%)</b>	<b>368,881</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(17,007)	(11,669)	(5,338)	(46%)	(11,669)
3300-11 · Designated Marketing Reserve	308,202	275,755	32,447	12%	308,202
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248

North Lake Tahoe Resort Association

**Balance Sheet**

As of August 31, 2019

Accrual Basis

	<u>Aug 31, 19</u>	<u>Aug 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	52,313	66,329	(14,016)	(21%)	(5,338)
Total Equity	493,774	480,681	13,093	3%	441,461
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>1,150,569</u></b>	<b><u>1,458,324</u></b>	<b><u>(307,755)</u></b>	<b><u>(21%)</u></b>	<b><u>810,343</u></b>



# North Lake Tahoe Resort Association

## A/R Aging Summary

As of August 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Augustine Agency	0.00	0.00	0.00	0.00	865.00	865.00
County of Placer	0.00	216,947.00	338,077.00	0.00	0.00	555,024.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	2,912.70	0.00	0.00	0.00	0.00	2,912.70
Incline Community Business Association	0.00	0.00	1,000.00	0.00	0.00	1,000.00
PlumpJack Squaw Valley Inn	0.00	429.00	0.00	0.00	0.00	429.00
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	3,009.78	0.00	3,009.78
The Village at Squaw Valley	0.00	0.00	3,109.32	0.00	0.00	3,109.32
<b>TOTAL</b>	<u><b>2,912.70</b></u>	<u><b>217,376.00</b></u>	<u><b>342,186.32</b></u>	<u><b>3,009.78</b></u>	<u><b>865.00</b></u>	<u><b>566,349.80</b></u>



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# Aging by Revenue Item

## As of 8/31/2019

Invoice ID	Invoice Date	Due Date	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
<b>Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable: Member AR - Member Dues)</b>									
11-20	Employees	Membership Dues	\$0.00	\$335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$335.00
1-5	Employees	Membership Dues	\$0.00	\$2,565.00	\$1,710.00	\$0.00	\$855.00	\$2,280.00	\$7,410.00
21-50	Employees	Membership Dues	\$0.00	\$0.00	\$520.00	\$0.00	\$520.00	\$520.00	\$1,560.00
50-100	Employees	Membership Dues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$470.00	\$470.00
6-10	Employees	Membership Dues	\$0.00	\$0.00	\$315.00	\$0.00	\$315.00	\$315.00	\$945.00
Financial Institutions Membership			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$700.00
<b>Non-Profit Membership Dues Totals:</b>			\$165.00	\$330.00	\$165.00	\$0.00	\$165.00	\$0.00	\$825.00
<b>1201-01 Member AR Membership</b>			\$165.00	\$3,230.00	\$2,710.00	\$0.00	\$1,855.00	\$4,285.00	\$12,245.00
<b>Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable: Member AR - Other)</b>									
Community Awards Ticket Totals:			\$0.00	\$0.00	\$0.00	\$0.00	\$180.00	\$0.00	\$180.00
Eblast Totals:			\$515.00	\$0.00	\$0.00	\$0.00	\$80.00	\$0.00	\$595.00
Employee of the Year Award Totals:			\$0.00	\$0.00	\$0.00	\$0.00	\$65.00	\$0.00	\$65.00
Tahoe LOVE Stickers Totals:			\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Tuesday Morning Breakfast Club			\$495.00	\$0.00	\$0.00	\$165.00	\$0.00	\$0.00	\$660.00
<b>1201-03 Member Accounts Receivable</b>			\$1,210.00	\$0.00	\$0.00	\$165.00	\$325.00	\$0.00	\$1,700.00
<b>GRAND TOTALS</b>			\$1,375.00	\$3,230.00	\$2,710.00	\$165.00	\$2,180.00	\$4,285.00	\$13,945.00

# North Lake Tahoe Resort Association

## A/P Aging Summary

As of August 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
ADP	468.36	0.00	0.00	0.00	0.00	468.36
Amber Burke	162.17	0.00	0.00	0.00	0.00	162.17
Anne-Karin Atwood*	56.17	0.00	0.00	0.00	0.00	56.17
Annie's Cleaning Service	700.00	0.00	0.00	0.00	0.00	700.00
AT & T*	480.14	228.73	0.00	0.00	0.00	708.87
Bank of the West Bank Card Center	8,916.31	0.00	0.00	0.00	0.00	8,916.31
Baxbo - stryder gear	159.00	0.00	0.00	0.00	0.00	159.00
Google LLC	135.67	0.00	0.00	0.00	0.00	135.67
Greg Howey*	39.00	0.00	0.00	0.00	0.00	39.00
GrowthZone & Chambermaster	0.00	638.00	0.00	0.00	0.00	638.00
Health Advocate Solutions Inc.	0.00	268.80	0.00	0.00	0.00	268.80
HSABank	1,250.00	0.00	0.00	0.00	0.00	1,250.00
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
Karen Colbert	297.00	0.00	0.00	0.00	0.00	297.00
Kym Fabel	13.92	0.00	0.00	0.00	0.00	13.92
Liberty Utilities*	0.00	552.74	0.00	0.00	0.00	552.74
Liz Bowling	28.94	0.00	0.00	0.00	0.00	28.94
Maureen Mullican	0.00	152.10	0.00	0.00	0.00	152.10
Nancy Hardesty	72.00	0.00	0.00	0.00	0.00	72.00
Next Use	60.00	0.00	0.00	0.00	0.00	60.00
North Lake Tahoe Event Center	0.00	240.00	0.00	0.00	0.00	240.00
Office Boss	166.29	0.00	0.00	0.00	0.00	166.29
Paige Bechdolt	37.12	0.00	0.00	0.00	0.00	37.12
Philadelphia Insurance Companies	187.50	0.00	0.00	0.00	0.00	187.50
Principal Financial Group	0.00	1,885.42	0.00	0.00	0.00	1,885.42
Print Art/Sierra Mail*	383.53	0.00	0.00	0.00	0.00	383.53
Ray Morgan Company, LLC	0.00	70.99	0.00	0.00	0.00	70.99
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Rob Kautz	10,000.00	0.00	0.00	0.00	0.00	10,000.00
SDBX Studio, LLC.	0.00	300.00	0.00	0.00	0.00	300.00
Southwest Gas Corporation*	11.00	0.00	0.00	0.00	0.00	11.00
Spectrum	0.00	109.98	0.00	0.00	0.00	109.98
Swigard's True Value Hardware, Inc.*	108.45	0.00	0.00	0.00	0.00	108.45
Ta Hoe Nalu	1,250.00	0.00	0.00	0.00	0.00	1,250.00
Tahoe Basics	394.00	0.00	0.00	0.00	0.00	394.00
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Truckee Sierra Disposal*	236.67	0.00	0.00	0.00	0.00	236.67
The Abbi Agency, Inc.	2,725.00	0.00	0.00	0.00	0.00	2,725.00
The Paper Trail*	285.00	0.00	0.00	0.00	0.00	285.00
The Store...Copies and More	0.00	429.00	0.00	0.00	0.00	429.00
Vail Resorts	180.00	0.00	0.00	0.00	0.00	180.00
Wholesale Resort Accessories, Inc.	492.00	0.00	78.00	-21.50	21.50	570.00
<b>TOTAL</b>	<b><u>30,560.21</u></b>	<b><u>4,875.76</u></b>	<b><u>78.00</u></b>	<b><u>-21.50</u></b>	<b><u>189.50</u></b>	<b><u>35,681.97</u></b>

**North Lake Tahoe Resort Association**  
**Profit & Loss**  
**August 2019**

Accrual Basis

	Aug 19	Aug 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	216,947	255,313	-38,366	-15%
4200-00 · Membership Dues Revenue	11,102	11,051	50	1%
4205-00 · Conference Dues	0	733	-733	-100%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	0	38	-38	-100%
4251-00 · Tues AM Breakfast Club	635	496	139	28%
4250-00 · Revenues-Membership Activities - Other	915	600	315	53%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,550</b>	<b>1,134</b>	<b>416</b>	<b>37%</b>
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	6,094	-6,094	-100%
4600-00 · Commissions - Other	3,026	14,522	-11,495	-79%
<b>Total 4600-00 · Commissions</b>	<b>3,026</b>	<b>20,615</b>	<b>-17,589</b>	<b>-85%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	0	375	-375	-100%
46000 · Merchandise Sales - Other	14,088	12,649	1,439	11%
<b>Total 46000 · Merchandise Sales</b>	<b>14,088</b>	<b>13,024</b>	<b>1,064</b>	<b>8%</b>
<b>Total Income</b>	<b>246,713</b>	<b>301,871</b>	<b>-55,158</b>	<b>-18%</b>
<b>Gross Profit</b>	<b>246,713</b>	<b>301,871</b>	<b>-55,158</b>	<b>-18%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	4,141	4,234	-93	-2%
5020-00 · P/R - Tax Expense	5,768	7,317	-1,550	-21%
5030-00 · P/R - Health Insurance Expense	11,309	16,226	-4,917	-30%
5040-00 · P/R - Workmans Comp	1,233	1,352	-118	-9%
5060-00 · 401 (k)	2,661	3,232	-571	-18%
5070-00 · Other Benefits and Expenses	149	158	-9	-5%
5000-00 · Salaries & Wages - Other	76,139	92,971	-16,832	-18%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>101,400</b>	<b>125,491</b>	<b>-24,090</b>	<b>-19%</b>
5100-00 · Rent				
5110-00 · Utilities	800	820	-20	-3%
5140-00 · Repairs & Maintenance	207	-465	672	144%
5150-00 · Office - Cleaning	700	1,100	-400	-36%
5100-00 · Rent - Other	13,058	12,780	278	2%
<b>Total 5100-00 · Rent</b>	<b>14,765</b>	<b>14,235</b>	<b>530</b>	<b>4%</b>
5310-00 · Telephone				
5320-00 · Telephone	1,937	3,714	-1,776	-48%
<b>Total 5310-00 · Telephone</b>	<b>1,937</b>	<b>3,714</b>	<b>-1,776</b>	<b>-48%</b>
5420-00 · Mail - USPS	100	500	-400	-80%
5510-00 · Insurance/Bonding	916	264	651	246%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	110	640	-530	-83%
5520-00 · Supplies - Other	1,303	1,726	-423	-25%
<b>Total 5520-00 · Supplies</b>	<b>1,413</b>	<b>2,366</b>	<b>-953</b>	<b>-40%</b>
5610-00 · Depreciation	118	149	-31	-21%
5700-00 · Equipment Support & Maintenance	71	610	-539	-88%
5710-00 · Taxes, Licenses & Fees	869	1,372	-503	-37%
5740-00 · Equipment Rental/Leasing	1,089	2,608	-1,519	-58%
5800-00 · Training Seminars	649	405	244	60%
5850-00 · Artist of Month - Commissions	449	319	130	41%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	0	400	-400	-100%

**North Lake Tahoe Resort Association**  
**Profit & Loss**  
**August 2019**

Accrual Basis

	Aug 19	Aug 18	\$ Change	% Change
5921-00 · Professional Fees - Other	10,000	0	10,000	100%
<b>Total 5900-00 · Professional Fees</b>	<b>10,000</b>	<b>400</b>	<b>9,600</b>	<b>2,400%</b>
<b>6020-00 · Programs</b>				
6016-00 · Special Event Partnership	1,250	0	1,250	100%
<b>Total 6020-00 · Programs</b>	<b>1,250</b>	<b>0</b>	<b>1,250</b>	<b>100%</b>
<b>6420-00 · Events</b>				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	650	462	188	41%
6421-10 · WinterWonderGrass - Tahoe	0	47	-47	-100%
<b>Total 6420-01 · Sponsorships</b>	<b>650</b>	<b>509</b>	<b>141</b>	<b>28%</b>
6424-00 · Event Operation Expenses	448	218	230	105%
<b>Total 6420-00 · Events</b>	<b>1,098</b>	<b>727</b>	<b>370</b>	<b>51%</b>
<b>6423-00 · Membership Activities</b>				
6437-00 · Tuesday Morning Breakfast Club	513	405	108	27%
6441-00 · Membership - Miscellaneous Exp	0	10	-10	-100%
6442-00 · Public Relations/Website	1,248	594	654	110%
6423-00 · Membership Activities - Other	47	25	22	87%
<b>Total 6423-00 · Membership Activities</b>	<b>1,808</b>	<b>1,034</b>	<b>774</b>	<b>75%</b>
6730-00 · Marketing Cooperative/Media	75,189	131,923	-56,734	-43%
6742-00 · Non-NLT Co-Op Marketing Program	828	623	206	33%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Shop Local	5,450	0	5,450	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>5,450</b>	<b>0</b>	<b>5,450</b>	<b>100%</b>
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	111	231	-120	-52%
52500 · Purchase Discounts	-1	0	-1	-100%
59900 · POS Inventory Adjustments	-4	-102	98	96%
8100-00 · Cost of Goods Sold - Other	6,989	6,444	544	8%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>7,095</b>	<b>6,574</b>	<b>522</b>	<b>8%</b>
8300-00 · Board Functions	684	1,042	-357	-34%
8500-00 · Credit Card Fees	609	674	-64	-10%
8700-00 · Automobile Expenses	259	639	-380	-59%
8750-00 · Meals/Meetings	54	126	-72	-57%
8810-00 · Dues & Subscriptions	1,023	835	188	23%
<b>Total Expense</b>	<b>229,125</b>	<b>296,628</b>	<b>-67,504</b>	<b>-23%</b>
<b>Net Ordinary Income</b>	<b>17,589</b>	<b>5,243</b>	<b>12,345</b>	<b>236%</b>
<b>Other Income/Expense</b>				
Other Income				
4700-00 · Revenues- Interest & Investment	24	23	0	0%
<b>Total Other Income</b>	<b>24</b>	<b>23</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>24</b>	<b>23</b>	<b>0</b>	<b>0%</b>
<b>Net Income</b>	<b>17,612</b>	<b>5,267</b>	<b>12,345</b>	<b>234%</b>

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

Accrual Basis

All Departments

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	216,947	225,010	(8,063)	805,024	848,254	(43,230)	3,914,430
4200-00 · Membership Dues Revenue	11,102	10,833	268	22,170	21,667	504	130,000
<b>4250-00 · Revenues-Membership Activities</b>							
<b>4250-01 · Community Awards</b>							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	0	0	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,700
<b>4251-00 · Tues AM Breakfast Club</b>							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	1,167	(1,167)	7,000
4251-00 · Tues AM Breakfast Club - Other	635	0	635	635	0	635	3,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>635</b>	<b>583</b>	<b>52</b>	<b>635</b>	<b>1,167</b>	<b>(532)</b>	<b>10,000</b>
<b>4250-00 · Revenues-Membership Activities - Other</b>							
	915			1,515			
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,550</b>	<b>583</b>	<b>967</b>	<b>2,150</b>	<b>1,167</b>	<b>983</b>	<b>65,200</b>
4253-00 · Revenue- Other	0	333	(333)	0	667	(667)	4,000
<b>4600-00 · Commissions</b>							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	3,026	2,913	113	3,708	2,913	795	28,276
<b>Total 4600-00 · Commissions</b>	<b>3,026</b>	<b>2,913</b>	<b>113</b>	<b>10,271</b>	<b>2,913</b>	<b>7,358</b>	<b>28,276</b>
<b>46000 · Merchandise Sales</b>							
4502-00 · Non-Retail VIC income	0	400	(400)	20	800	(780)	4,800
46000 · Merchandise Sales - Other	14,088	12,700	1,388	28,442	29,700	(1,258)	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>14,088</b>	<b>13,100</b>	<b>988</b>	<b>28,462</b>	<b>30,500</b>	<b>(2,038)</b>	<b>112,900</b>
<b>Total Income</b>	<b>246,713</b>	<b>252,773</b>	<b>(6,060)</b>	<b>868,077</b>	<b>905,167</b>	<b>(37,089)</b>	<b>4,254,806</b>
<b>Gross Profit</b>	<b>246,713</b>	<b>252,773</b>	<b>(6,060)</b>	<b>868,077</b>	<b>905,167</b>	<b>(37,089)</b>	<b>4,254,806</b>
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5010-00 · Sales Commissions	4,141	800	3,341	6,017	1,600	4,417	9,600
5020-00 · P/R - Tax Expense	5,768	7,015	(1,248)	11,571	14,049	(2,478)	84,163
5030-00 · P/R - Health Insurance Expense	11,309	11,868	(559)	19,246	23,736	(4,490)	142,416
5040-00 · P/R - Workmans Comp	1,233	1,235	(2)	1,681	2,508	(828)	13,981
5060-00 · 401 (k)	2,661	3,366	(705)	5,414	6,733	(1,319)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	160	(160)	960
5070-00 · Other Benefits and Expenses	149	413	(264)	305	827	(522)	5,040
5000-00 · Salaries & Wages - Other	76,139	84,142	(8,003)	154,736	168,284	(13,548)	1,049,304
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>101,400</b>	<b>108,920</b>	<b>(7,520)</b>	<b>198,968</b>	<b>217,897</b>	<b>(18,928)</b>	<b>1,347,445</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	800	862	(62)	1,777	1,917	(140)	12,899
5140-00 · Repairs & Maintenance	207	1,464	(1,257)	394	2,928	(2,534)	21,938
5150-00 · Office - Cleaning	700	800	(100)	1,250	1,221	29	9,505
5100-00 · Rent - Other	13,058	12,597	461	26,116	25,194	922	151,529
<b>Total 5100-00 · Rent</b>	<b>14,765</b>	<b>15,723</b>	<b>(958)</b>	<b>29,537</b>	<b>31,260</b>	<b>(1,723)</b>	<b>195,871</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	1,937	2,103	(166)	3,747	4,207	(460)	24,134
<b>Total 5310-00 · Telephone</b>	<b>1,937</b>	<b>2,103</b>	<b>(166)</b>	<b>3,747</b>	<b>4,207</b>	<b>(460)</b>	<b>24,134</b>
<b>5420-00 · Mail - USPS</b>							
	100	222	(122)	200	436	(236)	2,578
<b>5510-00 · Insurance/Bonding</b>							
5520-00 · Supplies	916	800	116	1,646	1,600	46	9,604
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	110	1,656	(1,546)	120	4,979	(4,859)	10,442
5520-00 · Supplies - Other	1,303	5,712	(4,409)	2,350	10,448	(8,098)	29,248
<b>Total 5520-00 · Supplies</b>	<b>1,413</b>	<b>7,368</b>	<b>(5,955)</b>	<b>2,470</b>	<b>15,427</b>	<b>(12,957)</b>	<b>39,690</b>
<b>5610-00 · Depreciation</b>							
	118	149	(31)	236	297	(61)	1,560
<b>5700-00 · Equipment Support &amp; Maintenance</b>							
5710-00 · Taxes, Licenses & Fees	71	2,420	(2,349)	71	4,840	(4,769)	29,280
5740-00 · Equipment Rental/Leasing	869	1,045	(176)	1,685	2,090	(405)	12,695
5740-00 · Equipment Rental/Leasing	1,089	1,318	(229)	2,197	2,561	(364)	15,104
5800-00 · Training Seminars	649	646	3	649	1,067	(418)	12,835
5850-00 · Artist of Month - Commissions	449	360	89	1,175	720	455	4,320
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	0	725	(725)	0	1,450	(1,450)	9,000
5920-00 · Professional Fees - Accountant	0	400	(400)	0	400	(400)	24,900
5921-00 · Professional Fees - Other	10,000	1,983	8,017	20,148	3,967	16,181	26,800
5900-00 · Professional Fees - Other	0	10,000	(10,000)	0	20,000	(20,000)	55,000
<b>Total 5900-00 · Professional Fees</b>	<b>10,000</b>	<b>13,108</b>	<b>(3,108)</b>	<b>20,148</b>	<b>25,817</b>	<b>(5,669)</b>	<b>115,700</b>
<b>5941-00 · Research &amp; Planning</b>							
	0	1,800	(1,800)	0	3,600	(3,600)	21,600
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	1,250	0	1,250	1,250	0	1,250	50,000

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

Accrual Basis

All Departments

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Bud...
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	<b>1,250</b>	<b>0</b>	<b>1,250</b>	<b>1,250</b>	<b>0</b>	<b>1,250</b>	<b>80,000</b>
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	650	3,395	(2,745)	650	33,395	(32,745)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	250,000	250,000	0	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	0	0	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
<b>Total 6420-01 · Sponsorships</b>	<b>650</b>	<b>3,395</b>	<b>(2,745)</b>	<b>250,650</b>	<b>283,895</b>	<b>(33,245)</b>	<b>477,695</b>
6421-00 · New Event Development	0	2,500	(2,500)	0	5,000	(5,000)	30,000
6424-00 · Event Operation Expenses	448	667	(219)	448	1,334	(886)	8,000
<b>Total 6420-00 · Events</b>	<b>1,098</b>	<b>6,562</b>	<b>(5,464)</b>	<b>251,098</b>	<b>290,229</b>	<b>(39,131)</b>	<b>515,695</b>
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	0	0	0	285	0	285	27,500
6435-00 · Shop Local Event	0	0	0	0	0	0	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	513	500	13	513	1,000	(487)	6,000
6442-00 · Public Relations/Website	1,248	417	831	1,557	833	724	5,000
6423-00 · Membership Activities - Other	47	50	(3)	617	100	517	8,500
<b>Total 6423-00 · Membership Activities</b>	<b>1,808</b>	<b>967</b>	<b>841</b>	<b>3,290</b>	<b>1,933</b>	<b>1,357</b>	<b>52,000</b>
6730-00 · Marketing Cooperative/Media	75,189	75,189	0	270,773	270,773	0	1,503,362
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,000
6742-00 · Non-NLT Co-Op Marketing Program	828	2,500	(1,672)	1,558	5,000	(3,442)	27,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	5,450	1,100	4,350	5,450	1,100	4,350	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	(1,000)	0	(1,000)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>5,450</b>	<b>1,100</b>	<b>4,350</b>	<b>4,450</b>	<b>1,100</b>	<b>3,350</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0	0	0	0	0	0	3,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	111	200	(89)	329	400	(71)	1,190
52500 · Purchase Discounts	(1)	0	1	(1)	0	1	0
59900 · POS Inventory Adjustments	(4)	0	4	6	0	(6)	0
8100-00 · Cost of Goods Sold - Other	6,989	6,350	639	14,257	14,850	(593)	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>7,095</b>	<b>6,550</b>	<b>545</b>	<b>14,591</b>	<b>15,250</b>	<b>(659)</b>	<b>55,240</b>
8200-00 · Associate Relations	0	648	(648)	100	1,296	(1,196)	7,756
8300-00 · Board Functions	684	150	534	684	250	434	5,950
8500-00 · Credit Card Fees	609	751	(141)	1,242	1,651	(409)	7,454
8600-00 · Additional Opportunites	0	1,108	(1,108)	0	2,216	(2,216)	32,091
8700-00 · Automobile Expenses	259	543	(283)	479	1,085	(606)	6,285
8750-00 · Meals/Meetings	54	461	(407)	175	922	(747)	5,534
8810-00 · Dues & Subscriptions	1,023	662	361	2,204	1,278	926	7,490
8910-00 · Travel	0	0	0	0	0	0	7,800
8920-00 · Bad Debt	0	0	0	1,188	0	1,188	0
<b>Total Expense</b>	<b>229,125</b>	<b>253,172</b>	<b>(24,047)</b>	<b>815,811</b>	<b>904,801</b>	<b>(88,989)</b>	<b>4,232,983</b>
<b>Net Ordinary Income</b>	<b>17,589</b>	<b>(398)</b>	<b>17,987</b>	<b>52,266</b>	<b>366</b>	<b>51,900</b>	<b>21,823</b>
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	24	0	24	47	0	47	0
<b>Total Other Income</b>	<b>24</b>	<b>0</b>	<b>24</b>	<b>47</b>	<b>0</b>	<b>47</b>	<b>0</b>
Other Expense							
8990-00 · Allocated	0	1	(1)	0	1	(1)	0
<b>Total Other Expense</b>	<b>0</b>	<b>1</b>	<b>(1)</b>	<b>0</b>	<b>1</b>	<b>(1)</b>	<b>0</b>
<b>Net Other Income</b>	<b>24</b>	<b>(1)</b>	<b>25</b>	<b>47</b>	<b>(1)</b>	<b>48</b>	<b>0</b>
<b>Net Income</b>	<b>17,612</b>	<b>(399)</b>	<b>18,011</b>	<b>52,313</b>	<b>365</b>	<b>51,948</b>	<b>21,823</b>

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

Accrual Basis

11 - Marketing

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	137,847	145,909	(8,062)	644,735	687,963	(43,228)	3,044,007
<b>Total Income</b>	137,847	145,909	(8,062)	644,735	687,963	(43,228)	3,044,007
<b>Gross Profit</b>	137,847	145,909	(8,062)	644,735	687,963	(43,228)	3,044,007
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	2,750	2,750	0	16,500
5020-00 · P/R - Tax Expense	1,558	2,037	(480)	2,831	4,075	(1,243)	21,537
5030-00 · P/R - Health Insurance Expense	4,280	3,667	613	8,372	7,334	1,038	44,004
5040-00 · P/R - Workmans Comp	149	178	(29)	242	357	(115)	2,139
5060-00 · 401 (k)	701	1,019	(318)	1,466	2,037	(571)	12,224
5070-00 · Other Benefits and Expenses	63	160	(97)	135	320	(185)	1,920
5000-00 · Salaries & Wages - Other	22,159	25,467	(3,308)	43,924	50,934	(7,010)	305,604
<b>Total 5000-00 · Salaries &amp; Wages</b>	30,285	33,903	(3,618)	59,721	67,807	(8,086)	403,929
5100-00 · Rent							
5110-00 · Utilities	164	121	43	367	277	90	2,001
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	4,367
5150-00 · Office - Cleaning	262	367	(105)	468	367	101	2,866
5100-00 · Rent - Other	2,442	2,133	309	4,883	4,266	617	24,200
<b>Total 5100-00 · Rent</b>	2,868	2,621	247	5,719	4,910	809	33,434
5310-00 · Telephone							
5320-00 · Telephone	541	600	(59)	1,030	1,200	(170)	6,600
<b>Total 5310-00 · Telephone</b>	541	600	(59)	1,030	1,200	(170)	6,600
5420-00 · Mail - USPS	34	50	(16)	69	100	(31)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1,200	(1,200)	0	2,700	(2,700)	3,700
5520-00 · Supplies - Other	216	150	66	343	300	43	4,750
<b>Total 5520-00 · Supplies</b>	216	1,350	(1,134)	343	3,000	(2,657)	8,450
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	240	(240)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	0	0
5740-00 · Equipment Rental/Leasing	277	315	(38)	554	630	(76)	3,780
5800-00 · Training Seminars	649	225	424	649	225	424	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	200	(200)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	800	(800)	4,800
<b>Total 5900-00 · Professional Fees</b>	0	500	(500)	0	1,000	(1,000)	6,300
5941-00 · Research & Planning	0	1,500	(1,500)	0	3,000	(3,000)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	1,250	0	1,250	1,250	0	1,250	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	1,250	0	1,250	1,250	0	1,250	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	650	3,395	(2,745)	650	33,395	(32,745)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	250,000	250,000	0	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	0	0	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
<b>Total 6420-01 · Sponsorships</b>	650	3,395	(2,745)	250,650	283,895	(33,245)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	0	5,000	(5,000)	30,000
6424-00 · Event Operation Expenses	448	667	(219)	448	1,334	(886)	8,000
<b>Total 6420-00 · Events</b>	1,098	6,562	(5,464)	251,098	290,229	(39,131)	515,695
6730-00 · Marketing Cooperative/Media	64,613	64,613	0	249,618	249,618	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	628	1,500	(872)	1,158	3,000	(1,842)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	5,450	1,100	4,350	5,450	1,100	4,350	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	(1,000)	0	(1,000)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	5,450	1,100	4,350	4,450	1,100	3,350	80,000
8200-00 · Associate Relations	0	140	(140)	0	280	(280)	1,660
8600-00 · Additional Opportunit	0	608	(608)	0	1,216	(1,216)	26,091
8700-00 · Automobile Expenses	219	130	89	381	260	121	1,560
8750-00 · Meals/Meetings	0	163	(163)	84	325	(241)	1,950
8810-00 · Dues & Subscriptions	194	250	(56)	388	500	(112)	3,000



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

Accrual Basis

11 - Marketing

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	0	0	0	0	0	6,300
<b>Total Expense</b>	<b>108,323</b>	<b>116,250</b>	<b>(7,926)</b>	<b>576,569</b>	<b>628,639</b>	<b>(52,070)</b>	<b>2,595,931</b>
<b>Net Ordinary Income</b>	<b>29,524</b>	<b>29,660</b>	<b>(136)</b>	<b>68,166</b>	<b>59,324</b>	<b>8,842</b>	<b>448,076</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 - Revenues- Interest & Investment	24			47			
<b>Total Other Income</b>	<b>24</b>			<b>47</b>			
<b>Other Expense</b>							
8990-00 - Allocated	22,475	30,772	(8,297)	43,967	60,449	(16,482)	448,076
<b>Total Other Expense</b>	<b>22,475</b>	<b>30,772</b>	<b>(8,297)</b>	<b>43,967</b>	<b>60,449</b>	<b>(16,482)</b>	<b>448,076</b>
<b>Net Other Income</b>	<b>(22,452)</b>	<b>(30,772)</b>	<b>8,320</b>	<b>(43,920)</b>	<b>(60,449)</b>	<b>16,529</b>	<b>(448,076)</b>
<b>Net Income</b>	<b>7,072</b>	<b>(1,113)</b>	<b>8,184</b>	<b>24,246</b>	<b>(1,125)</b>	<b>25,371</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	30,443	30,443	(0)	63,654	63,654	(0)	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	3,026	2,913	113	3,708	2,913	795	28,276
<b>Total 4600-00 · Commissions</b>	<u>3,026</u>	<u>2,913</u>	<u>113</u>	<u>10,271</u>	<u>2,913</u>	<u>7,358</u>	<u>28,276</u>
<b>Total Income</b>	<u>33,469</u>	<u>33,356</u>	<u>113</u>	<u>73,925</u>	<u>66,567</u>	<u>7,358</u>	<u>411,528</u>
<b>Gross Profit</b>	33,469	33,356	113	73,925	66,567	7,358	411,528
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,141	800	3,341	6,017	1,600	4,417	9,600
5020-00 · P/R - Tax Expense	960	1,064	(104)	1,886	2,127	(241)	12,764
5030-00 · P/R - Health Insurance Expense	2,613	1,754	859	3,996	3,508	488	21,048
5040-00 · P/R - Workmans Comp	116	88	29	199	175	24	1,051
5060-00 · 401 (k)	554	501	54	1,065	1,001	64	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	160	(160)	960
5070-00 · Other Benefits and Expenses	56	0	56	73	0	73	0
5000-00 · Salaries & Wages - Other	12,204	12,514	(310)	24,962	25,028	(66)	150,168
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>20,644</u>	<u>16,800</u>	<u>3,845</u>	<u>38,197</u>	<u>33,600</u>	<u>4,598</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	80	66	14	179	132	47	792
5140-00 · Repairs & Maintenance	0	45	(45)	0	90	(90)	540
5150-00 · Office - Cleaning	128	94	34	228	188	40	1,128
5100-00 · Rent - Other	1,146	1,025	121	2,291	2,050	241	12,300
<b>Total 5100-00 · Rent</b>	<u>1,354</u>	<u>1,230</u>	<u>124</u>	<u>2,699</u>	<u>2,460</u>	<u>239</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	294	300	(6)	569	600	(31)	3,600
<b>Total 5310-00 · Telephone</b>	<u>294</u>	<u>300</u>	<u>(6)</u>	<u>569</u>	<u>600</u>	<u>(31)</u>	<u>3,600</u>
5420-00 · Mail - USPS	17	15	2	33	30	3	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	62	(62)	372
5520-00 · Supplies - Other	37	28	10	99	55	44	594
<b>Total 5520-00 · Supplies</b>	<u>37</u>	<u>59</u>	<u>(21)</u>	<u>99</u>	<u>117</u>	<u>(18)</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	0	240
5710-00 · Taxes, Licenses & Fees	0	0	0	29	0	29	0
5740-00 · Equipment Rental/Leasing	122	125	(3)	244	249	(5)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	21,155	21,155	0	126,916
8200-00 · Associate Relations	0	80	(80)	0	160	(160)	960
8810-00 · Dues & Subscriptions	2	20	(18)	2	40	(38)	240
<b>Total Expense</b>	<u>33,047</u>	<u>29,204</u>	<u>3,842</u>	<u>63,028</u>	<u>58,411</u>	<u>4,617</u>	<u>350,956</u>
<b>Net Ordinary Income</b>	423	4,152	(3,729)	10,897	8,156	2,741	60,572
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	3,032	4,152	(1,120)	5,932	8,156	(2,224)	60,572
<b>Total Other Expense</b>	<u>3,032</u>	<u>4,152</u>	<u>(1,120)</u>	<u>5,932</u>	<u>8,156</u>	<u>(2,224)</u>	<u>60,572</u>
<b>Net Other Income</b>	(3,032)	(4,152)	1,120	(5,932)	(8,156)	2,224	(60,572)
<b>Net Income</b>	<u>(2,609)</u>	<u>0</u>	<u>(2,609)</u>	<u>4,965</u>	<u>0</u>	<u>4,965</u>	<u>0</u>

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

**42 - Visitor Center**

Accrual Basis

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	33,328	33,329	(1)	64,659	64,660	(1)	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	400	(400)	20	800	(780)	4,800
46000 · Merchandise Sales - Other	14,088	12,700	1,388	28,442	29,700	(1,258)	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>14,088</b>	<b>13,100</b>	<b>988</b>	<b>28,462</b>	<b>30,500</b>	<b>(2,038)</b>	<b>112,900</b>
<b>Total Income</b>	<b>47,416</b>	<b>46,429</b>	<b>987</b>	<b>93,121</b>	<b>95,160</b>	<b>(2,039)</b>	<b>511,206</b>
<b>Gross Profit</b>	<b>47,416</b>	<b>46,429</b>	<b>987</b>	<b>93,121</b>	<b>95,160</b>	<b>(2,039)</b>	<b>511,206</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,612	1,666	(54)	3,667	3,430	237	17,362
5030-00 · P/R - Health Insurance Expense	1,913	2,225	(312)	2,806	4,450	(1,644)	26,700
5040-00 · P/R - Workmans Comp	815	765	50	1,401	1,575	(174)	7,856
5060-00 · 401 (k)	498	680	(182)	1,127	1,400	(273)	6,984
5070-00 · Other Benefits and Expenses	16	80	(64)	62	160	(98)	960
5000-00 · Salaries & Wages - Other	17,123	17,000	123	38,083	35,000	3,083	174,600
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>21,977</b>	<b>22,416</b>	<b>(439)</b>	<b>47,146</b>	<b>46,015</b>	<b>1,131</b>	<b>234,462</b>
5100-00 · Rent							
5110-00 · Utilities	377	500	(123)	832	1,100	(268)	7,600
5140-00 · Repairs & Maintenance	120	1,000	(880)	120	2,000	(1,880)	12,000
5150-00 · Office - Cleaning	26	50	(24)	46	100	(54)	2,500
5100-00 · Rent - Other	6,502	6,500	2	13,003	13,000	3	78,800
<b>Total 5100-00 · Rent</b>	<b>7,025</b>	<b>8,050</b>	<b>(1,025)</b>	<b>14,001</b>	<b>16,200</b>	<b>(2,199)</b>	<b>100,900</b>
5310-00 · Telephone							
5320-00 · Telephone	231	242	(11)	449	484	(35)	2,904
<b>Total 5310-00 · Telephone</b>	<b>231</b>	<b>242</b>	<b>(11)</b>	<b>449</b>	<b>484</b>	<b>(35)</b>	<b>2,904</b>
5420-00 · Mail - USPS	12	50	(38)	23	100	(77)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	121	(121)	0	122	(122)	1,310
5520-00 · Supplies - Other	321	1,326	(1,005)	552	1,676	(1,124)	4,894
<b>Total 5520-00 · Supplies</b>	<b>321</b>	<b>1,447</b>	<b>(1,126)</b>	<b>552</b>	<b>1,798</b>	<b>(1,246)</b>	<b>6,204</b>
5610-00 · Depreciation	118	118	(0)	236	236	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	200	(200)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	0	20	155
5740-00 · Equipment Rental/Leasing	202	235	(33)	424	470	(46)	2,820
5800-00 · Training Seminars	0	0	0	0	0	0	3,000
5850-00 · Artist of Month - Commissions	449	360	89	1,175	720	455	4,320
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	400	2,000	(1,600)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	111	200	(89)	329	400	(71)	1,190
52500 · Purchase Discounts	(1)			(1)			
59900 · POS Inventory Adjustments	(4)			6			
8100-00 · Cost of Goods Sold - Other	6,989	6,350	639	14,257	14,850	(593)	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>7,095</b>	<b>6,550</b>	<b>545</b>	<b>14,591</b>	<b>15,250</b>	<b>(659)</b>	<b>55,240</b>
8200-00 · Associate Relations	0	58	(58)	0	116	(116)	696
8500-00 · Credit Card Fees	390	459	(69)	848	1,068	(221)	3,954
8700-00 · Automobile Expenses	26	100	(75)	62	200	(138)	950
8750-00 · Meals/Meetings	27	65	(38)	27	130	(103)	780
8810-00 · Dues & Subscriptions	0	0	0	0	0	0	100
8910-00 · Travel	0	0	0	0	0	0	1,500
<b>Total Expense</b>	<b>38,072</b>	<b>41,250</b>	<b>(3,178)</b>	<b>79,954</b>	<b>84,987</b>	<b>(5,033)</b>	<b>435,965</b>
<b>Net Ordinary Income</b>	<b>9,344</b>	<b>5,179</b>	<b>4,165</b>	<b>13,167</b>	<b>10,173</b>	<b>2,994</b>	<b>75,241</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	3,782	5,179	(1,397)	7,399	10,173	(2,774)	75,243
<b>Total Other Expense</b>	<b>3,782</b>	<b>5,179</b>	<b>(1,397)</b>	<b>7,399</b>	<b>10,173</b>	<b>(2,774)</b>	<b>75,243</b>
<b>Net Other Income</b>	<b>(3,782)</b>	<b>(5,179)</b>	<b>1,397</b>	<b>(7,399)</b>	<b>(10,173)</b>	<b>2,774</b>	<b>(75,243)</b>
<b>Net Income</b>	<b>5,561</b>	<b>0</b>	<b>5,561</b>	<b>5,768</b>	<b>0</b>	<b>5,768</b>	<b>(2)</b>

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

Accrual Basis

51 - TMPI

	Aug 19	Budget	\$ Over Bu...	Jul - Aug 19	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	15,329	15,329	0	31,976	31,976	0	88,866
<b>Total Income</b>	15,329	15,329	0	31,976	31,976	0	88,866
<b>Gross Profit</b>	15,329	15,329	0	31,976	31,976	0	88,866
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	0	66	(66)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	8	(8)	48
5040-00 · P/R - Workmans Comp	0	4	(4)	0	8	(8)	48
5060-00 · 401 (k)	0	23	(23)	0	46	(46)	276
5000-00 · Salaries & Wages - Other	0	567	(567)	0	1,134	(1,134)	6,804
<b>Total 5000-00 · Salaries &amp; Wages</b>	0	631	(631)	0	1,262	(1,262)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	4	(4)	0	11	(11)	36
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	6
5150-00 · Office - Cleaning	0	13	(13)	0	13	(13)	41
5100-00 · Rent - Other	0	72	(72)	0	144	(144)	504
<b>Total 5100-00 · Rent</b>	0	89	(89)	0	168	(168)	587
5310-00 · Telephone							
5320-00 · Telephone	0	61	(61)	0	123	(123)	230
<b>Total 5310-00 · Telephone</b>	0	61	(61)	0	123	(123)	230
5420-00 · Mail - USPS	0	9	(9)	0	9	(9)	18
5510-00 · Insurance/Bonding	0	5	(5)	0	10	(10)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	1,512	(1,512)	1,560
5520-00 · Supplies - Other	0	3,500	(3,500)	0	7,000	(7,000)	10,510
<b>Total 5520-00 · Supplies</b>	0	3,512	(3,512)	0	8,512	(8,512)	12,070
5740-00 · Equipment Rental/Leasing	0	77	(77)	0	80	(80)	216
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	10,000			20,148			
5900-00 · Professional Fees - Other	0	10,000	(10,000)	0	20,000	(20,000)	55,000
<b>Total 5900-00 · Professional Fees</b>	10,000	10,000	0	20,148	20,000	148	55,000
8700-00 · Automobile Expenses	0	0	0	0	0	0	25
8750-00 · Meals/Meetings	0	0	0	0	0	0	4
8810-00 · Dues & Subscriptions	0	46	(46)	0	46	(46)	0
<b>Total Expense</b>	10,000	14,430	(4,430)	20,148	30,210	(10,063)	75,786
<b>Net Ordinary Income</b>	5,329	899	4,430	11,829	1,766	10,063	13,080
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	656	899	(243)	1,284	1,766	(482)	13,080
<b>Total Other Expense</b>	656	899	(243)	1,284	1,766	(482)	13,080
<b>Net Other Income</b>	(656)	(899)	243	(1,284)	(1,766)	482	(13,080)
<b>Net Income</b>	<b>4,673</b>	<b>0</b>	<b>4,673</b>	<b>10,544</b>	<b>0</b>	<b>10,544</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,102	10,833	268	22,170	21,667	504	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	0	0	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	1,167	(1,167)	7,000
4251-00 · Tues AM Breakfast Club - Other	635	0	635	635	0	635	3,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>635</b>	<b>583</b>	<b>52</b>	<b>635</b>	<b>1,167</b>	<b>(532)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	915			1,515			
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,550</b>	<b>583</b>	<b>967</b>	<b>2,150</b>	<b>1,167</b>	<b>983</b>	<b>65,200</b>
4253-00 · Revenue- Other	0	333	(333)	0	667	(667)	4,000
<b>Total Income</b>	<b>12,652</b>	<b>11,750</b>	<b>902</b>	<b>24,320</b>	<b>23,500</b>	<b>820</b>	<b>199,200</b>
<b>Gross Profit</b>	<b>12,652</b>	<b>11,750</b>	<b>902</b>	<b>24,320</b>	<b>23,500</b>	<b>820</b>	<b>199,200</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(2,750)	(2,750)	0	(16,500)
5020-00 · P/R - Tax Expense	306	434	(128)	477	869	(392)	5,211
5030-00 · P/R - Health Insurance Expense	426	849	(423)	611	1,698	(1,087)	10,188
5040-00 · P/R - Workmans Comp	29	44	(16)	48	89	(41)	532
5060-00 · 401 (k)	195	253	(58)	303	506	(203)	3,038
5070-00 · Other Benefits and Expenses	(1)	13	(14)	4	27	(23)	160
5000-00 · Salaries & Wages - Other	5,685	6,329	(644)	9,182	12,658	(3,476)	75,948
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>5,266</b>	<b>6,548</b>	<b>(1,282)</b>	<b>7,873</b>	<b>13,096</b>	<b>(5,223)</b>	<b>78,577</b>
5100-00 · Rent							
5110-00 · Utilities	38	36	2	85	72	13	430
5140-00 · Repairs & Maintenance	0	44	(44)	0	88	(88)	525
5150-00 · Office - Cleaning	61	27	34	108	53	55	320
5100-00 · Rent - Other	637	497	140	1,274	994	280	5,965
<b>Total 5100-00 · Rent</b>	<b>736</b>	<b>603</b>	<b>133</b>	<b>1,468</b>	<b>1,207</b>	<b>261</b>	<b>7,240</b>
5310-00 · Telephone							
5320-00 · Telephone	117	150	(33)	225	300	(75)	1,800
<b>Total 5310-00 · Telephone</b>	<b>117</b>	<b>150</b>	<b>(33)</b>	<b>225</b>	<b>300</b>	<b>(75)</b>	<b>1,800</b>
5420-00 · Mail - USPS	8	8	(0)	16	17	(1)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	83	(83)	500
5520-00 · Supplies - Other	18	83	(66)	47	167	(120)	1,000
<b>Total 5520-00 · Supplies</b>	<b>18</b>	<b>125</b>	<b>(107)</b>	<b>47</b>	<b>250</b>	<b>(203)</b>	<b>1,500</b>
5710-00 · Taxes, Licenses & Fees	0	0	0	14	0	14	0
5740-00 · Equipment Rental/Leasing	166	225	(59)	332	450	(118)	2,700
5800-00 · Training Seminars	0	21	(21)	0	42	(42)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	167	(167)	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>83</b>	<b>(83)</b>	<b>0</b>	<b>167</b>	<b>(167)</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	285	0	285	27,500
6435-00 · Shop Local Event	0	0	0	0	0	0	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	513	500	13	513	1,000	(487)	6,000
6442-00 · Public Relations/Website	1,248	417	831	1,557	833	724	5,000
6423-00 · Membership Activities - Other	47	50	(3)	617	100	517	8,500
<b>Total 6423-00 · Membership Activities</b>	<b>1,808</b>	<b>967</b>	<b>841</b>	<b>3,290</b>	<b>1,933</b>	<b>1,357</b>	<b>52,000</b>
8200-00 · Associate Relations	0	25	(25)	0	50	(50)	300
8500-00 · Credit Card Fees	220	292	(72)	394	583	(189)	3,500
8700-00 · Automobile Expenses	14	63	(48)	37	125	(88)	750
8750-00 · Meals/Meetings	0	83	(83)	37	167	(130)	1,000
8810-00 · Dues & Subscriptions	70	46	24	70	92	(22)	550
8920-00 · Bad Debt	0			1,188			
<b>Total Expense</b>	<b>8,423</b>	<b>9,239</b>	<b>(816)</b>	<b>14,993</b>	<b>18,478</b>	<b>(3,485)</b>	<b>151,267</b>
<b>Net Ordinary Income</b>	<b>4,228</b>	<b>2,511</b>	<b>1,717</b>	<b>9,328</b>	<b>5,022</b>	<b>4,305</b>	<b>47,933</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							

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

Accrual Basis

60 - Membership

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	1,313	1,798	(485)	2,568	3,532	(964)	26,107
Total Other Expense	1,313	1,798	(485)	2,568	3,532	(964)	26,107
Net Other Income	(1,313)	(1,798)	485	(2,568)	(3,532)	964	(26,107)
Net Income	<u>2,916</u>	<u>713</u>	<u>2,202</u>	<u>6,759</u>	<u>1,490</u>	<u>5,269</u>	<u>21,826</u>

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

**70 - Administration**

Accrual Basis

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,332	1,781	(449)	2,710	3,482	(772)	26,892
5030-00 · P/R - Health Insurance Expense	2,077	3,369	(1,292)	3,462	6,738	(3,276)	40,428
5040-00 · P/R - Workmans Comp	124	156	(32)	(209)	305	(514)	2,355
5060-00 · 401 (k)	713	891	(178)	1,452	1,742	(290)	13,452
5070-00 · Other Benefits and Expenses	14	160	(146)	31	320	(289)	2,000
5000-00 · Salaries & Wages - Other	18,968	22,265	(3,297)	38,585	43,530	(4,945)	336,180
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>23,228</b>	<b>28,622</b>	<b>(5,394)</b>	<b>46,031</b>	<b>56,117</b>	<b>(10,086)</b>	<b>421,307</b>
5100-00 · Rent							
5110-00 · Utilities	140	135	5	314	325	(11)	2,040
5140-00 · Repairs & Maintenance	87	375	(288)	274	750	(477)	4,500
5150-00 · Office - Cleaning	224	250	(26)	400	500	(100)	2,650
5100-00 · Rent - Other	2,332	2,370	(38)	4,664	4,740	(76)	29,760
<b>Total 5100-00 · Rent</b>	<b>2,783</b>	<b>3,130</b>	<b>(347)</b>	<b>5,650</b>	<b>6,315</b>	<b>(665)</b>	<b>38,950</b>
5310-00 · Telephone							
5320-00 · Telephone	754	750	4	1,474	1,500	(26)	9,000
<b>Total 5310-00 · Telephone</b>	<b>754</b>	<b>750</b>	<b>4</b>	<b>1,474</b>	<b>1,500</b>	<b>(26)</b>	<b>9,000</b>
5420-00 · Mail - USPS	29	90	(61)	59	180	(121)	1,080
5510-00 · Insurance/Bonding	916	795	121	1,646	1,590	56	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	110	250	(140)	120	500	(380)	3,000
5520-00 · Supplies - Other	711	625	86	1,309	1,250	59	7,500
<b>Total 5520-00 · Supplies</b>	<b>821</b>	<b>875</b>	<b>(54)</b>	<b>1,429</b>	<b>1,750</b>	<b>(321)</b>	<b>10,500</b>
5610-00 · Depreciation	0	31	(31)	0	61	(61)	380
5700-00 · Equipment Support & Maintenance	71	2,200	(2,129)	71	4,400	(4,329)	26,400
5710-00 · Taxes, Licenses & Fees	869	1,045	(176)	1,562	2,090	(528)	12,540
5740-00 · Equipment Rental/Leasing	321	341	(20)	643	682	(39)	4,092
5800-00 · Training Seminars	0	400	(400)	0	800	(800)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	0	1,250	(1,250)	7,500
5920-00 · Professional Fees - Accountant	0	400	(400)	0	400	(400)	24,900
5921-00 · Professional Fees - Other	0	1,500	(1,500)	0	3,000	(3,000)	21,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>2,525</b>	<b>(2,525)</b>	<b>0</b>	<b>4,650</b>	<b>(4,650)</b>	<b>53,400</b>
5941-00 · Research & Planning	0	300	(300)	0	600	(600)	3,600
7500-00 · Trade Shows/Travel	0	0	0	0	0	0	3,000
8200-00 · Associate Relations	0	345	(345)	100	690	(590)	4,140
8300-00 · Board Functions	684	150	534	684	250	434	5,950
8600-00 · Additional Opportunitess	0	500	(500)	0	1,000	(1,000)	6,000
8700-00 · Automobile Expenses	0	250	(250)	0	500	(500)	3,000
8750-00 · Meals/Meetings	27	150	(123)	27	300	(273)	1,800
8810-00 · Dues & Subscriptions	757	300	457	1,744	600	1,144	3,600
<b>Total Expense</b>	<b>31,259</b>	<b>42,799</b>	<b>(11,540)</b>	<b>61,120</b>	<b>84,075</b>	<b>(22,955)</b>	<b>623,079</b>
<b>Net Ordinary Income</b>	<b>(31,259)</b>	<b>(42,799)</b>	<b>11,540</b>	<b>(61,120)</b>	<b>(84,075)</b>	<b>22,955</b>	<b>(623,079)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(31,259)	(42,799)	11,540	(61,150)	(84,075)	22,925	(623,078)
<b>Total Other Expense</b>	<b>(31,259)</b>	<b>(42,799)</b>	<b>11,540</b>	<b>(61,150)</b>	<b>(84,075)</b>	<b>22,925</b>	<b>(623,078)</b>
<b>Net Other Income</b>	<b>31,259</b>	<b>42,799</b>	<b>(11,540)</b>	<b>61,150</b>	<b>84,075</b>	<b>(22,925)</b>	<b>623,078</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>30</b>	<b>0</b>	<b>30</b>	<b>(1)</b>

# **North Lake Tahoe Marketing Cooperative**

Preliminary

Financial Statements for the Period Ending

August 31, 2019



# North Lake Tahoe Marketing Cooperative

## Balance Sheet

As of August 31, 2019

Accrual Basis

	Aug 31, 19	Aug 31, 18	\$ Change	% Change	Jun 30, 19
<b>ASSETS</b>					
<b>Current Assets</b>					
Checking/Savings					
1000-00 · Cash	185,402	175,143	10,259	6%	363,031
<b>Total Checking/Savings</b>	<b>185,402</b>	<b>175,143</b>	<b>10,259</b>	<b>6%</b>	<b>363,031</b>
Accounts Receivable					
1200-00 · Accounts Receivable	3,115	138,999	(135,884)	(98%)	10,196
<b>Total Accounts Receivable</b>	<b>3,115</b>	<b>138,999</b>	<b>(135,884)</b>	<b>(98%)</b>	<b>10,196</b>
Other Current Assets					
1300 · Reimbursements Receivable	0	0	0	0%	4,362
1350-00 · Security Deposits	3,325	3,654	(329)	(9%)	100
<b>Total Other Current Assets</b>	<b>3,325</b>	<b>3,654</b>	<b>(329)</b>	<b>(9%)</b>	<b>4,462</b>
<b>Total Current Assets</b>	<b>191,842</b>	<b>317,796</b>	<b>(125,954)</b>	<b>(40%)</b>	<b>377,689</b>
<b>Other Assets</b>					
1400-00 · Prepaid Expenses	34,489	35,638	(1,149)	(3%)	12,340
<b>Total Other Assets</b>	<b>34,489</b>	<b>35,638</b>	<b>(1,149)</b>	<b>(3%)</b>	<b>12,340</b>
<b>TOTAL ASSETS</b>	<b>226,331</b>	<b>353,434</b>	<b>(127,103)</b>	<b>(36%)</b>	<b>390,029</b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable					
2000-00 · Accounts Payable	97,716	66,749	30,967	46%	365,187
<b>Total Accounts Payable</b>	<b>97,716</b>	<b>66,749</b>	<b>30,967</b>	<b>46%</b>	<b>365,187</b>
Credit Cards					
2080 · Bank of the West Credit Cards					
2080-13 MC_6193 Daphne	0	84	(84)	(100%)	0
2080-02 · MC_4222 Jason	0	4,105	(4,105)	(100%)	0
2080-05 · MC_2107 Greg	0	1,457	(1,457)	(100%)	0
2080-09 · MC_3126 Sarah	0	9,232	(9,232)	(100%)	0
<b>Total 2080 · Bank of the West Credit Cards</b>	<b>0</b>	<b>14,878</b>	<b>(14,878)</b>	<b>(100%)</b>	<b>0</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>14,878</b>	<b>(14,878)</b>	<b>(100%)</b>	<b>0</b>
<b>Total Current Liabilities</b>	<b>97,716</b>	<b>81,627</b>	<b>16,089</b>	<b>20%</b>	<b>365,187</b>
<b>Total Liabilities</b>	<b>97,716</b>	<b>81,627</b>	<b>16,089</b>	<b>20%</b>	<b>365,187</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	24,842	189,433	(164,591)	(87%)	189,433
Net Income	103,773	82,376	21,397	26%	(164,591)
<b>Total Equity</b>	<b>128,615</b>	<b>271,809</b>	<b>(143,194)</b>	<b>(53%)</b>	<b>24,842</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>226,331</b>	<b>353,434</b>	<b>(127,103)</b>	<b>(36%)</b>	<b>390,029</b>

# North Lake Tahoe Marketing Cooperative

## A/R Aging Summary

As of August 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Augustine Ideas*	0.00	0.00	0.00	390.00	0.00	390.00
Northstar California	0.00	945.30	0.00	0.00	0.00	945.30
Resort at Squaw Creek*	0.00	0.00	500.00	0.00	0.00	500.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	1,279.91	1,279.91
<b>TOTAL</b>	<u><u>0.00</u></u>	<u><u>945.30</u></u>	<u><u>500.00</u></u>	<u><u>390.00</u></u>	<u><u>1,279.91</u></u>	<u><u>3,115.21</u></u>

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

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	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Augustineldeas	11,790.20	0.00	0.00	0.00	0.00	11,790.20
FedEx	110.21	0.00	0.00	0.00	0.00	110.21
Gate 7 Pty Ltd*	0.00	0.00	6,699.12	0.00	0.00	6,699.12
Greg Howey	1,198.90	0.00	0.00	0.00	0.00	1,198.90
iDSS Global, LLC.	0.00	2,500.00	0.00	0.00	0.00	2,500.00
IVCB Visitors Bureau	1,322.62	0.00	0.00	0.00	0.00	1,322.62
Lotus Radio Corp. - Reno	2,044.00	0.00	0.00	0.00	0.00	2,044.00
NLTRA	6,817.35	0.00	0.00	0.00	0.00	6,817.35
Richter7	47,427.90	0.00	0.00	0.00	0.00	47,427.90
Sarah Winters	171.90	0.00	0.00	0.00	0.00	171.90
Sierra Web Design, Inc.	0.00	534.00	0.00	0.00	0.00	534.00
The Abbi Agency, Inc	17,100.00	0.00	0.00	0.00	0.00	17,100.00
<b>TOTAL</b>	<b><u>87,983.08</u></b>	<b><u>3,034.00</u></b>	<b><u>6,699.12</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>97,716.20</u></b>

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

August 2019

Accrual Basis

	Aug 19	Budget	Jul - Aug 19	YTD Budget	Annual Budget
<b>Income</b>					
4000-00 · LTIVCBVB Funding	78,898	78,898	145,968	145,968	942,000
4001-00 · NLTRA Funding	75,189	75,189	270,773	270,773	1,503,362
4004-00 · IVCBVB Entertainment	0	0	0	0	8,000
<b>Total Income</b>	<b>154,087</b>	<b>154,087</b>	<b>416,741</b>	<b>416,741</b>	<b>2,453,362</b>
<b>Gross Profit</b>	<b>154,087</b>	<b>154,087</b>	<b>416,741</b>	<b>416,741</b>	<b>2,453,362</b>
<b>Expense</b>					
<b>5000-00 · CONSUMER MARKETING</b>					
5001-00 · Broadcast / Radio - High Notes	2,044	3,440	4,088	6,880	16,720
5002-01 · Native Display	0	5,250	0	10,500	68,000
5004-00 · Trip Advisor	3,437	8,333	3,437	16,666	100,000
5005-00 · Paid Social	16,807	8,788	25,686	17,576	139,000
5005-01 · Digital Display	12,920	6,750	13,039	13,500	85,000
5005-02 · Retargeting Video	0	2,500	0	5,000	30,000
5007-00 · Creative Production	5,385	13,250	39,645	26,500	158,219
5010-00 · Account Strategy & Management	7,000	7,000	14,000	14,000	84,000
5010-01 · Digital Management & Reporting	2,000	2,000	4,000	4,000	24,000
5010-02 · Website Strategy & Analysis	1,200	1,200	2,400	2,400	14,400
5013-00 · Outdoor	0	0	0	0	115,000
5015-00 · Video	0	3,750	0	7,500	35,000
5017-00 · Rich Media	0	0	0	0	50,000
5018-00 · Media Commission	5,144	4,638	7,495	12,037	103,607
5018-01 · Digital Ad Serving	0	504	46	1,008	6,050
5020-00 · Search Engine Marketing	3,713	5,000	9,882	10,000	60,000
5022-00 · Email	3,750	3,500	3,750	7,000	35,000
5025-00 · Expedia	0	0	0	0	20,000
5026-00 · Consumer Research	0	0	0	750	750
5027-00 · Consumer Retargeting Video	0	1,250	0	2,500	15,000
5028-00 · High Impact Media	0	2,750	0	6,500	45,000
<b>Total 5000-00 · CONSUMER MARKETING</b>	<b>63,401</b>	<b>79,903</b>	<b>127,468</b>	<b>164,317</b>	<b>1,204,746</b>
<b>5110-00 · LEISURE SALES</b>					
5107-00 · Creative Production	1,400	0	1,400	1,000	6,000
5112-00 · Training / Sales Calls	30	0	222	0	6,500
5113-00 · Additional Opportunities	329	0	1,114	0	7,000
5115-00 · Travel Agent Incentive Program	0	0	0	0	1,500
5120-00 · Domestic - Trade Shows	649	250	649	250	6,450
5131-00 · FAMS -Intl - Travel Trade	596	500	604	500	10,500
5133-00 · Ski-Tops	0	0	0	0	845
5134-00 · Intl Marketing - Additional Opp	382	0	2,382	0	11,000
5136-00 · Tour Operator Brochure Support	0	0	2,000	2,000	2,000
5137-00 · Co-op Opportunities	800	0	800	0	15,000
5141-00 · Australian Sales Mission	0	0	0	0	6,550
5142-00 · UK Sales Mission	60	0	2,177	3,000	3,000
5143-00 · Mountain Travel Symposium	510	0	510	0	1,500
5144-00 · IPW - POW WOW	(600)	0	(600)	0	11,000
5145-00 · TIA Annual Dues	0	0	0	0	2,650
5146-00 · UK / Black Diamond	0	0	7,500	7,750	31,000
5147-00 · AUS / Gate 7	0	0	7,925	7,925	31,700
5149-00 · Mexico Program	0	0	0	0	6,500
5150-00 · China Program	0	3,500	0	3,500	3,500
5154-00 · Canada					
5154-01 · Canada Sales Mission	955	1,000	3,955	4,000	6,000
5154-00 · Canada - Other	1,667	0	3,786	6,250	26,000
<b>Total 5154-00 · Canada</b>	<b>2,622</b>	<b>1,000</b>	<b>7,741</b>	<b>10,250</b>	<b>32,000</b>
5155-00 · California Star Program	0	0	0	0	3,500
5156-00 · German Trade Representation	0	0	0	4,750	23,000
<b>Total 5110-00 · LEISURE SALES</b>	<b>6,777</b>	<b>5,250</b>	<b>34,423</b>	<b>40,925</b>	<b>222,695</b>
<b>5200-00 · PUBLIC RELATIONS</b>					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	4,400	4,400	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	10,000	10,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	2,000	2,000	4,000	4,000	24,000
5202-01 · Rich Content Development	0	0	0	5,500	22,000
5204-00 · Media Mission(s)	0	0	1,550	0	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	1,000	1,000	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	600	600	3,600
5208-00 · International Travel Media FAMS	0	1,700	53	1,700	13,600
5208-01 · Int'l FAM Hard Cost	0	1,500	0	1,500	12,000
5208-02 · Int'l Media Retainer	300	300	600	600	3,600

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

August 2019

Accrual Basis

	Aug 19	Budget	Jul - Aug 19	YTD Budget	Annual Budget
5209-00 · Domestic Travel Media FAMS	0	3,500	0	7,000	38,500
5210-00 · Content Dev - Newsletters	1,800	1,800	3,600	3,600	21,600
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	8,000	8,000	48,000
5212-00 · Social Giveaways & Contests	0	1,100	54	1,100	9,200
5213-00 · Facebook Live	0	1,620	0	1,620	6,480
5214-00 · Social Takeover	0	0	0	0	16,000
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>16,100</b>	<b>25,520</b>	<b>33,857</b>	<b>50,620</b>	<b>321,580</b>
<b>6000-00 · CONFERENCE SALES</b>					
6002-00 · Destination Print	0	0	0	0	23,850
6003-00 · Geo-Fence Targeting	0	0	0	0	2,500
6004-00 · Email	850	850	850	1,700	7,650
6005-00 · Paid Media	869	833	884	1,666	10,000
6006-00 · CVENT	0	0	11,167	13,500	13,500
6007-00 · Creative Production	4,736	3,500	6,710	4,500	30,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	2,000	2,000	12,000
6018-00 · MCC Media Commission	206	330	1,548	2,433	8,861
6019-00 · Conference Direct Partnership	0	0	0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	583	0	1,083	6,000	6,000
6152-00 · Client Events / Opportunities	379	0	1,163	0	15,000
6153-00 · Chicago Sales Rep Support	32	400	(605)	400	10,000
<b>Total 6000-00 · CONFERENCE SALES</b>	<b>8,656</b>	<b>6,913</b>	<b>24,800</b>	<b>37,199</b>	<b>144,361</b>
<b>6100-00 · TRADE SHOWS</b>					
6111-00 · Site Inspections	1,007	750	1,007	1,500	7,000
6116-00 · CalSAE Seasonal Spectacular	0	0	0	0	4,250
6118-00 · ASAE Annual	5,585	5,500	5,585	6,000	6,000
6120-00 · AFW Client Event	0	0	0	0	2,500
6120-01 · Sac River Cats Client Event	0	0	1,187	2,500	2,500
6127-00 · CalSAE Annual	0	0	0	0	6,700
6143-00 · Connect Marketplace	2,495	3,500	2,495	11,000	11,000
6144-00 · ASAE XDP	0	0	0	0	4,000
6151-00 · Destination CA	0	0	0	0	1,500
6154-00 · HelmsBriscoe ABC	0	0	0	0	6,500
6156-00 · Connect California	0	0	0	3,750	5,250
6156-02 · Connect Chicago	0	0	0	3,750	4,250
6156-04 · Connect Georgia	0	0	0	3,750	5,250
6157-00 · HPN Partner Conference	2,450	0	2,450	1,695	3,195
6160-00 · AllThingsMeetings Silicon Valley	17	0	511	1,000	1,000
6160-01 · AllThingsMeetings East Bay	0	0	0	0	1,625
6161-00 · Connect Southwest	0	0	0	3,750	5,250
6162-00 · Connect Tech & Medical	0	0	0	3,750	5,250
6163-00 · Connect Financial	0	0	0	3,750	5,250
6164-00 · Connect Mountain Incentive	0	0	0	3,750	5,250
6165-00 · Bay Area Client Appreciation	0	0	(1,000)	0	5,000
6168-00 · Sacramento/Roseville TopGolf	0	0	0	1,000	2,500
6169-00 · Prestige Meetings SF	0	0	0	895	2,395
6171-00 · Outdoor Retailer	0	0	0	0	600
6172-00 · Prestige Meetings Seattle	0	0	0	0	2,595
<b>Total 6100-00 · TRADE SHOWS</b>	<b>11,553</b>	<b>9,750</b>	<b>12,234</b>	<b>51,840</b>	<b>106,610</b>
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>					
5008-00 · Cooperative Programs	0	0	0	0	50,000
5009-00 · Fulfillment / Mail	324	1,000	324	2,000	12,000
5021-00 · RASC-Reno Air Service Corp	0	0	25,000	25,000	100,000
5123-00 · HSVC - High Sierra Visitors	167	0	333	0	2,000
7001-00 · Miscellaneous	1	0	253	0	0
7002-00 · CRM Subscription	833	833	1,667	1,666	9,996
7003-00 · IVCBVB Entertainment Fund	155	0	214	0	8,000
7004-00 · Research	422	0	24,843	0	24,000
7005-00 · Film Festival	0	15,000	15,000	15,000	15,000
7006-00 · Special Events	0	0	0	0	30,000
7007-00 · Destimetrics / DMX	0	0	0	8,338	33,352
7008-00 · Opportunistic Funds	1,579	0	2,129	0	50,000
7009-00 · Tahoe Cam Usage	0	177	0	354	2,124
7010-00 · Photo Management & Storage	0	592	0	1,184	7,104
7011-00 · TrendKite PR Software	0	333	0	666	3,996
8700-00 · Automobile Expense*	199	400	694	800	4,800
7000-00 · COMMITTED & ADMIN EXPENSES - Other	160	0	160	0	0
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	<b>3,840</b>	<b>18,335</b>	<b>70,618</b>	<b>55,008</b>	<b>352,372</b>
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>					
8002-00 · Content Manager Contractor	4,250	4,250	8,500	8,500	51,000
8003-00 · Website Hosting Maintenance	534	4,166	1,068	8,332	50,000

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

August 2019

Accrual Basis

	Aug 19	Budget	Jul - Aug 19	YTD Budget	Annual Budget
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	4,784	8,416	9,568	16,832	101,000
Total Expense	115,112	154,087	312,968	416,741	2,453,364
Net Income	<u>38,975</u>	<u>0</u>	<u>103,773</u>	<u>0</u>	<u>(2)</u>

# NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

## Employee Expense Report

Month Yr **Bavetta, Bonnie**  
Employee **Aug-19**

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
08.01.2019	A	Adobe Acrobat	1063274366	Adobe sub for DeWitt Van Siclen	14.99		8810-00/70
08.01.2019	B	The Store...Copies & More	8532	Name Plates for Board Members	86.71		8300-00/70
08.02.2019	C	Indeed.com	25090458	CEO Job listing	191.54		8810-00/70
08.12.2019	D	Crashplan	65148395600	Server backup monthly fee	9.99		5525-00/70
08.19.2019	E	Adobe Acrobat	1069956847	Adobe sub for Bonnie Bavetta + Katie Biggers	33.98		8810-00/70
08.23.2019	F	Lexiconn Internet Services	N/A	nltra.org domain name renewal	25.00		8810-00/70
08.23.2019	G	Constant Contact	237590536	Email toolkit plus	125.00		8810-00/70
08.23.2019	H	Intermedia.net	226034983	NLTRA office phone system	680.95		5320-00/Alloc C
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	X						
	Y						
	Z						
<b>MILEAGE REIMBURSEMENT</b>							
	Attach 1	Mileage		See Attached Mileage Report		0.00	8700-00-70
TOTAL - CREDIT CARD EXPENSES				Mileage Reimbursed Through Payroll			
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					1,168.16		

Signed By: *BBB* Approved By: \_\_\_\_\_  
 Date: 9/12/19 Date: \_\_\_\_\_

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
9/12/19 DS	9/13/19 DS	<i>BBB</i>	9/12/19



**BANK OF THE WEST**  
BNP PARIBAS

BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

**MEMO STATEMENT**

<b>Account Number</b>	XXXX-XXXX-0119-2321
<b>Statement Date</b>	AUG 28, 2019
<b>Total Activity</b>	\$1,168.16

**\*\* 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	\$1,168.16		\$0.00		\$0.00		\$1,168.16

**ACCOUNT ACTIVITY**

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
07-31	07-30	55310209211026778489738 Tax ID: 770019522 Mer Ref: 77848973 USA	ADOBE *ACROPRO SUBS 8008336687 CA Mer Zip: 95110 Origin Zip: 95110 Dest Ctry:	14.99
08-01	07-31	25247809212002831217439 Tax ID: 263969782 Mer Zip: 96145	THE STORE COPIES & MOR TAHOE CITY CA	86.71
08-02	08-01	55432869213200836012798 Tax ID: 260129478 Mer Ref: 123183375 Mer Zip: 06901	INDEED 203-564-2400 CT	191.54
08-12	08-09	25140619222054819443460 Tran: 5481011346 Tax ID: 411901640 Mer Zip: 55343	DRI*CRASHPLAN FOR SB MINNETONKA MN	9.99
08-19	08-16	55310209228026422873981 Tran: BL1069956847 Tax ID: 770019522 Mer Ref: BL1069956847 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 94043 Dest Ctry: USA	ADOBE *ACROPRO SUBS 8004438158 CA	33.98
08-23	08-22	55500809234286374067003 Tax ID: 061446341 Mer Ref: 37406700 Mer Zip: 06415 Origin Zip: 06415 Dest Ctry: USA Tax: 1.49	LEXICONN INTERNET SERV COLCHESTER CT	25.00
08-23	08-22	75418239234078287847939 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	EIG*CONSTANTCONTACT.C 855-2295506 MA	125.00

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<b>For Customer Service, Call:</b>  1-866-432-8161	<b>Account Number</b> XXXX-XXXX-0119-2321	<b>Account Summary</b>	
	<b>Statement Date</b> AUG 28, 2019	Purchases & Other Charges	\$1,168.16
<b>Send Billing Inquiries to:</b> BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	<b>Credit Limit</b> \$20,000	Cash Advances	\$0.00
	<b>Disputed Amount</b> \$0.00	Fees	\$0.00
		Credits	\$0.00
		Payments	\$0.00
		<b>Total Activity</b>	<b>\$1,168.16</b>



### 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	AUG 28, 2019	Total Activity	\$1,168.16
Credit Limit	\$20,000	Single Purchase Limit	\$0.00
<b>BONNIE L BAVETTA</b>  XXXX-XXXX-0119-2321			

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
08-23	08-22	55480779235026476377589	INTERMEDIA.NET INC 6506414000 WA Tran: 5496276 Tax ID: 411816682 Mer Ref: 5496276 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 50.91 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 630.04	680.95

H



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: 1063274366  
Invoice Date: JUL-29-19  
Payment Terms: Credit Card  
Due Date: AUG-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)

The Store...Copies and More

# Invoice

PO Box 6810  
CA 96145

Date	Invoice #
7/18/2019	8532

Bill To
North Lake Tahoe Resort Association PO Box 1757 Tahoe City, CA. 96145

Ship To
North Lake Tahoe Resort Association PO Box 1757 Tahoe City, CA 96145

P.O. Number	Terms	Rep	Ship	Via	F.O.B.	Project
name plates	Due on receipt		7/18/2019			

Quantity	Item Code	Description	Price Each	Amount
3	Office Supplies	name plated Sales Tax	26.95 7.25%	80.85T 5.86

*8300.00 / 70  
Board name plates  
7/31/19*

*[Signature]*

			<b>Total</b>	\$86.71
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(B)



# Invoice

**Indeed, Inc**  
Mail code 5160  
P.O. Box 660367  
Dallas, TX  
75266-0367

Invoice #: 25090458  
Date: 7/31/19  
Due Date: 7/31/19

**billing@indeed.com**

**Bill to:**  
PO Box 1757  
Tahoe City, CA 96145-1757  
bonnie@GOTAHOENORTH.COM

Total Amount: 191.54 USD  

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Total Due: 0.00 USD

Description / Memo	Amount
July 2019 Advertising on Indeed.com	191.54 USD
<b>Total Amount</b>	<b>191.54 USD</b>



**PAID INVOICE**  
**THIS INVOICE IS FOR YOUR RECORDS**

Date: 7/31/19

Terms: Due upon receipt

Due Date: 7/31/19

# Invoice

Order Date: 8/9/2019

Order Number: 65148395600

**Billing Address:**

Bonnie Bavetta

North Lake Tahoe Resort

Association

100 N Lake Blvd

Tahoe City, CA 96145

US

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

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



**CRASHPLAN**  
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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**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  
PO Box 1757  
CA 96145-1757

Reprint Page 1 of 1  
**Invoice Number:** 1069956847  
**Invoice Date:** AUG-15-19  
**Payment Terms:** Credit Card  
**Due Date:** AUG-22-19  
**Purchase Order:** ADB067740022  
**Contract No** 00004490  
**Order Number:** 7001287628  
**Order Date:** JUL-15-19  
**Customer No.:** 1452233  
**Bill to No.** 1200696926  
**Adobe Contact Information:**  
<https://helpx.adobe.com/contact.html>

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

Comments:







north lake tahoe

Chamber | CVB | Resort Association

Bonnie Bavetta <bonnie@gotahoenorth.com>

**FW: [domains #HLQ-96623-172]: nltra.org domain expires on 8/23/19**

2 messages

DeWitt Van Siclen <dewitt@gotahoenorth.com>  
To: Bonnie Bavetta <bonnie@gotahoenorth.com>

Thu, Aug 22, 2019 at 8:18 AM

FYI

-----Original Message-----

From: Domain Registry Division [mailto:support@domains.lexiconn.com]  
Sent: Thursday, August 22, 2019 6:20 AM  
To: [staffaccountant@gotahoenorth.com](mailto:staffaccountant@gotahoenorth.com)  
Subject: [domains #HLQ-96623-172]: nltra.org domain expires on 8/23/19

Hello -

Please give the email below your prompt attention as this domain expires tomorrow and we have not yet received your renewal:

[https://domains.lexiconn.com/renew\\_your\\_domain.htm](https://domains.lexiconn.com/renew_your_domain.htm)

Best Regards,  
Manny

On Mon, 19 Aug 2019 10:22:24 -0400, [support@domains.lexiconn.com](mailto:support@domains.lexiconn.com) wrote:

- > Greetings,
- >
- > **Domain Name, Expiry Date**
- > **nltra.org, 2019-08-23**
- >
- > Your domain name listed above this message is due to expire soon. You must renew this domain immediately before its listed expiration date to ensure its continued registration.
- >
- > You may renew your domain name using your credit card by following the 'Renew Your Domain' link at:
- > <https://domains.lexiconn.com>
- >
- > **Domain renewal fees are at a rate of \$25 per year and domains can be renewed for a period of 1 to 10 years. Please note that a discounted rate of \$20 per year is available for any renewal that is 5 or more years.**
- >
- > Please be sure to contact us if you have any questions. You may reach us



 New N Logo\_email signature size

[Quoted text hidden]



image002.jpg  
4K

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(T)



[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: 09/10/2019*  
*User Name: nltra1*

**Invoices from 08/11/2019 to 09/10/2019**

Date	Description	Charge Amount	Credit Amount
08/27/2019 Invoice #237590536	<b>Constant Contact Toolkit - Email Plus</b> <b>Contacts</b> 5,001 - 10,000 Contacts Maximum Number of Contacts This Billing Period: 5261 Period from 08/27/2019 to 09/26/2019	\$125.00	

**Billing questions? [Contact Support](#)**

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





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Chamber | CVB | Resort Association

Bonnie Bavetta <bonnie@gotahoenorth.com>

## Intermedia Electronic Receipt for Transactions

1 message

Intermedia Billing Dept <BillingNotifications@intermedia.net>

To: bonnie@gotahoenorth.com

Thu, Aug 22, 2019 at 6:47 AM



**INTERMEDIA** The Business Cloud™

# Your electronic receipt



Dear Bonnie Bavetta,

We have just processed a charge for your hosted account(s) for the total amount of **\$680.95** on **8/22/2019 6:47:35 AM**.

Account	Amount
NLTRA	\$680.95

You'll see this transaction listed as INT\*Intermedia on your credit card statement. Any additional features or services you added last month were prorated since the time they were added.

To access your invoice statements, log in to the [HostPilot Control Panel](#) and navigate to Account > Balance & Billing Documents > Billing Documents.

Intermedia Billing Department.

**1.800.379.7729, option 4**

Monday-Friday 9 a.m. - 8 p.m. EST

[csr@intermedia.net](mailto:csr@intermedia.net)

Intermedia

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**Transaction Details**

Transaction Detail ID: 226034983  
 Service Date\*: 8/21/2019 12:00:00 AM  
 Processed Date: 8/21/2019 3:12:38 PM  
 Service Charges: \$623.34  
 Tax Amount: \$57.61  
 Total: \$680.95  
 User Name: NLTRA  
 Billing Cycle: 1 month(s)  
 Comment: Voice services 07/21/19-08/21/19

**\*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.
- For voice services transactions the charges include (1) one-time fees and prorated charges for new services added during the prior month, (2) full charges for the next month, (3) applicable usage charges, as well as (4) associated taxes and fees.

**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	\$94.58	\$94.58	\$94.58	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$1.16	\$1.16	\$1.16	0 %	regular
Voice Services	Canada Inbound Toll-Free	one-time	1	\$2.22	\$2.22	\$2.22	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$75.62	\$75.62	\$75.62	0 %	regular
						\$623.34		

**Taxes, Fees & Surcharges**

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$46.80	\$46.80
State/Province	State	1	1	\$9.10	\$9.10
Local	Local	1	1	\$1.71	\$1.71
					\$57.61

