



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

Monday November 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 Sicien
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:

- 10/29/19 Meeting Minutes [MOTION] Pg. 1

F. Review and Approval of Preliminary October 2019 Financials:

- Review Staff Report of Financial Performance Pg. 2
- NLTRA 10/31/19 Financials Approval [MOTION] Pg. 4
- NLTRMC 10/31/19 Financials Review Pg. 24

G. Items for Committee Review, Discussion/or Recommendations

- TBID Update
- Finance Committee Membership Terms

H. Supplemental Information

- October 2019 Dashboard ReportPg. 31

I. Approval of Interim CEO Expenses October 2019 [MOTION]..... Pg. 32

J. Agenda Input for Next Finance Committee Meeting

K. Next Meeting Date

L. Committee Member Comments

M. Adjourn



Tuesday October 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 3:03 PM (3)
- B. Roll Call:
 - Members in Attendance: Jim Phelan – Board Member, David Brown
 - Members via Phone: Mike Salmon
 - Staff in Attendance: Bonnie Bavetta, DeWitt Van Siclen
 - Placer County Rep: Erin Casey
 - Independent Auditors: Kendall Galka, Kelley Altick
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
 - No amendments to agenda
 - **MOTION** to approve the agenda; David Brown/Mike Salmon, Approved 3-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve September 25th, 2019 Finance Committee meeting minutes; David Brown/Mike Salmon approved 3-0-0
- F. Review and Recommendation to Approve Audit Reports & Financials at June 30, 2019
 - Review McClintock Report to Finance Committee, Internal Controls Report, & AJE's – NLTRA
 - **MOTION** to recommend approval to Board of Directors of Audit Reports & Financials at June 30, 2019 – NLTRA; Mike Salmon/David Brown approved 3-0-0
 - Review Independent Accountants' Review Report & Financials – NLTRMC discussed, no need for motion.
- G. Review and Approval of September 30, 2019 Preliminary Financials
 - Review Staff Report – Preliminary September 30, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
 - Review NLT Marketing Coop September 30, 2019 preliminary financials.
 - **MOTION** to approve September 30, 2019 NLTRA YTD financials; Dave Brown/Jim Phelan approved 3-0-0
- H. Review Q1 Reconciliations at September 30, 2019
 - No need for motion, Q1 Reconciliations accepted by Finance Committee
- I. Items for Committee Review, Discussion and/or Recommendations
 - Review of TBID Update
- J. Supplemental Information
 - Review October 2019 Dashboard Report
- K. Approval of Interim CEO Expenses for August 2019
 - **MOTION** to approve Interim CEO Expenses for August 2019; Mike Salmon/David Brown, approved 3-0-0
- L. Agenda Input for Next Finance Committee Meeting
 - TBID Update
 - TBID cash flow forecast when TBID timing is determined
 - Capitalization Policy to be presented for Approval
 - Present new accounting standards & procedures
- M. Next Meeting Date – November 25, 2019 at 3:00 PM
- N. Committee Member Comments
 - **None**
- O. Adjourn 4:20 PM



north lake tahoe

Chamber | CVB | Resort Association

Date: 11/21/19

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

From: Bonnie Bavetta, CFO

RE: Report for October 2019

A summary of preliminary NLTRA financial results for October 31, 2019 follows:

- Cash balance on October 31, 2019 of \$792,000 was \$65,000 or approximately 8% less than prior year primarily due to outstanding payment due to the County from FY17/18 at Oct 31, 2018 and lower TOT year-to-date in FY18/19, offset partially by lower expenses year-to-date FY18/19.
- The Accounts Receivable – TOT balance of \$266,000 reflected the County TOT funding for October. Payment was received in November. Balance at this date last year was \$263,000.
- Membership dues and other membership related accounts receivable totaled \$15,000, down \$1,000 from prior year.
- Receivable from NLTMC of \$8,000 reflected the credit card charges and other amounts due from NLTMC to NLTRA. Balance was down \$14,000 from prior year. Payment was received in November.
- Accounts payable, including credit cards, of \$53,000 were \$16,000 greater than prior year due primarily to higher expenditures in current year.
- Wages and related liabilities of \$115,000 were \$16,000 or 17% greater than prior year, due primarily to timing of commission payments.
- Accrued Expenses of \$15,000 were \$12,000 greater 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 \$38,000 was \$3,000 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 performance based timing of monthly payments from the County.
- Due To/From County of Placer balance of \$19,871 reflected TOT funds received for fiscal year 2018/19 that were due back to the County. The balance was \$201,721 less than prior year balance due of \$221,592. Actual Placer County TOT funding totaled \$3,681,266 for FY18/19 year, \$132,404 less than budget.
- YTD consolidated net income of \$112,000 at month end October represented Membership's positive net results YTD of \$12,000, and \$100,000 net positive results from TOT funded departments.
- Operating Results YTD – Marketing

- YTD Revenue from Placer TOT Funding of \$974,000 was below budget \$14,000, the result of pay for performance expenditures being below budget.
- Net expenses, before overhead allocation, totaled \$799,000 and were \$41,000 or approximately 5% under budget,
- Total net results before overhead allocation of \$174,000 were positive to budget \$27,000.
- Operating Results YTD – Conference
 - Commission & conference dues revenue of \$31,000 was \$13,000 above budget. TOT revenue of \$119,000 was on budget
 - Expenses of \$116,000 before allocated overhead were on budget.
 - Net results were better than budget by \$13,000
- Operating Results YTD – Visitor Center
 - Merchandise sales of \$48,000 were \$5,000 below budget. TOT revenue of \$126,000 was on budget.
 - Expenses before overhead allocation of \$145,000 were \$10,000 below budget.
 - Net results of \$29,000 were \$5,000 better than budget.
- Operating Results YTD – TMPI
 - TOT revenue of \$60,000 was on budget.
 - Expenditures of \$44,000 before overhead were \$11,000 below budget due to timing.
 - Net results of \$16,000 were positive to budget \$11,000.
- Operating Results YTD – Membership
 - Membership dues revenue of \$45,000 was \$2,000 better than budget. Other Membership revenue of \$4,000 was \$2,000 below budget.
 - Expenses of \$31,000 were \$9,000 below budget due to staff expense.
 - Net income of \$18,000 before overhead allocations was \$8,000 favorable to budget.
 - Net income of \$12,000 after overhead allocations was \$10,000 favorable to budget.
- Operating Results YTD – Administration
 - Total expenses of \$160,000 were \$51,000 below budget due primarily to staff vacancies and professional fees timing.
- Membership cash position as of October 31, 2019
 - Membership activities resulted in a net income \$11,651
 - Deferred revenues of \$38,218 less receivables of \$14,680 contributed an additional \$23,538 in cash
 - Prior years' cumulative negative net results totaled \$17,007
 - Net cash totaled \$18,182, no other funds were required to support Membership activities

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

- Cash balance at month end of \$355,000 was \$69,000 less than prior year due to the reduction of prior funding surpluses in late FY18/19, offset partially by slower pay on accounts and improved results to date in FY19/20.
- Accounts payable of \$210,000 were \$92,000 greater than prior year due to timing
- Unrestricted Net Assets Equity of \$25,000 was \$165,000 less than prior year due to approved expenditures exceeding FY18/19 funding by \$165,000
- Net Income of \$163,000 was \$7,000 greater than prior year
- Year-to-date funding from NLTRA and IVCBVB of \$819,000 was on budget
- Consumer Marketing expenditures of \$281,000 were \$20,000 or 7% below budget due to timing
- Leisure Sales expenditures of \$62,000 were \$29,000 or 32% below budget due to timing
- Public Relations expenses of \$88,000 were \$19,000 or 18% below budget also due to timing
- Conference Sales expenditures of \$37,000 were \$47,000 below budget
- Trade Show expenditures of \$22,000 were \$44,000 below budget
- Committed & Administrative expenditures of \$146,000 were \$9,000 or 7% over budget due to timing
- Website & Maintenance expenses of \$21,000 were \$13,000 below budget due to timing
- Net income of \$163,000 was better than budget by \$163,000

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period

Ending

October 31, 2019

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2019

Accrual Basis

	Oct 31, 19	Oct 31, 18	\$ Change	% Change	Jun 30, 19
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	314	409	(95)	(23%)	116
1003-00 · Cash - Operations BOTW #6712	393,450	516,091	(122,641)	(24%)	332,281
1007-00 · Cash - Payroll BOTW #7421	4,158	16,618	(12,460)	(75%)	11,572
1008-00 · Marketing Reserve - Plumas	50,269	50,194	75	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,718	100,517	201	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	213,434	141,856	71,578	50%	138,243
10950 · Cash in Drawer	179	1,584	(1,405)	(89%)	1,678
Total Checking/Savings	792,104	856,851	(64,747)	(8%)	664,366
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	25,028	21,236	3,792	18%	24,817
1290-00 · A/R - TOT	265,787	263,254	2,533	1%	57,504
Total Accounts Receivable	290,815	284,490	6,325	2%	82,321
Other Current Assets					
1200-99 · AR Other	0	5,945	(5,945)	(100%)	10
12000 · Undeposited Funds	0	75	(75)	(100%)	
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	13,385	14,810	(1,425)	(10%)	2,720
1201-03 · Member AR - Other	1,295	0	1,295	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	1,210	(1,210)	(100%)	0
Total 1201-00 · Member Accounts Receivable	14,680	16,020	(1,340)	(8%)	6,465
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,775)	0	0%	(1,587)
12100 · Inventory Asset					
25300 · Gift Cards Outstanding	18	0	18	100%	15
12100 · Inventory Asset - Other	21,906	24,561	(2,655)	(11%)	22,015
Total 12100 · Inventory Asset	21,924	24,561	(2,637)	(11%)	22,030
1299 · Receivable from NLTMC	8,371	22,632	(14,261)	(63%)	15,703
1490-00 · Security Deposits	1,250	1,250	0	0%	1,250
Total Other Current Assets	43,450	67,708	(24,258)	(36%)	43,871
Total Current Assets	1,126,369	1,209,049	(82,680)	(7%)	790,558
Fixed Assets					
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	(19,557)	(19,076)	(481)	(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)
Total Fixed Assets	937	2,445	(1,508)	(62%)	1,409
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	14,682	17,211	(2,529)	(15%)	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2019

Accrual Basis

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
1400-00 · Prepaid Expenses - Other	4,394	15,586	(11,192)	(72%)	3,964
Total 1400-00 · Prepaid Expenses	19,176	33,797	(14,621)	(43%)	18,376
Total Other Assets	19,176	33,797	(14,621)	(43%)	18,376
TOTAL ASSETS	<u>1,146,482</u>	<u>1,245,291</u>	<u>(98,809)</u>	<u>(8%)</u>	<u>810,343</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	52,648	33,666	18,982	56%	73,556
Total Accounts Payable	52,648	33,666	18,982	56%	73,556
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-15 MC_2339 Liz	0	280	(280)	(100%)	0
2080-16 MC_2321 Bonnie	0	11	(11)	(100%)	0
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	0
2080-10 · MC_9495_AI	0	345	(345)	(100%)	0
2080-11 · MC_3978_Amber	0	451	(451)	(100%)	0
2080-13 · MC_6903_Cindy	0	1,528	(1,528)	(100%)	0
2080-14 · MC_6193_Daphne	0	556	(556)	(100%)	0
Total 2080-00 · Bank of the West - Master Cards	0	3,186	(3,186)	(100%)	0
Total Credit Cards	0	3,186	(3,186)	(100%)	0
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	16,560	16,655	(95)	(1%)	20,922
2101-00 · Incentive Payable	19,269	20,105	(836)	(4%)	58,630
2102-00 · Commissions Payable	15,855	1,330	14,525	1,092%	7,132
2120-00 · Empl. Federal Tax Payable	7,460	8,090	(630)	(8%)	9,775
2175-00 · 401 (k) Plan	3,355	3,727	(372)	(10%)	4,369
2180-00 · Estimated PTO Liability	52,993	49,004	3,989	8%	52,993
Total 21000 · Salaries/Wages/Payroll Liabilit	115,492	98,911	16,581	17%	153,821
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	0	26	(26)	(100%)	827
25500 · *Sales Tax Payable	643	687	(44)	(6%)	2,307
Total 2190-00 · Sales and Use Tax Payable	643	713	(70)	(10%)	3,134
2250-00 · Accrued Expenses	15,201	3,526	11,675	331%	59,690
2400-42 · Marketing Co-op	0	230	(230)	(100%)	0
2400-60 · Deferred Revenue- Member Dues	38,219	41,283	(3,064)	(7%)	57,969
2500-00 · Deferred Revenue - TMBC	840	793	47	6%	840
2651-00 · Deferred Rev - Conference	0	6,233	(6,233)	(100%)	0
26900 · Unbilled Purchases	0	50	(50)	(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	221,592	(201,721)	(91%)	19,871
Total Other Current Liabilities	540,571	727,703	(187,132)	(26%)	295,325
Total Current Liabilities	593,219	764,555	(171,336)	(22%)	368,881
Total Liabilities	593,219	764,555	(171,336)	(22%)	368,881
Equity					

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2019

Accrual Basis

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
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
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	111,801	66,380	45,421	68%	(5,338)
Total Equity	553,262	480,732	72,530	15%	441,461
TOTAL LIABILITIES & EQUITY	<u>1,146,481</u>	<u>1,245,287</u>	<u>(98,806)</u>	<u>(8%)</u>	<u>810,342</u>

North Lake Tahoe Resort Association

A/R Aging Summary

As of October 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
County of Placer	265,786.66	0.00	0.00	0.00	0.00	265,786.66
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	2,524.00	1,476.10	0.00	0.00	4,000.10
Incline Community Business Association	0.00	0.00	0.00	0.00	1,000.00	1,000.00
PlumpJack Squaw Valley Inn	0.00	0.00	0.00	429.00	0.00	429.00
Resort at Squaw Creek*	9,853.20	0.00	0.00	0.00	0.00	9,853.20
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	0.00	3,009.78	3,009.78
The Village at Squaw Valley	3,626.30	0.00	0.00	0.00	3,109.32	6,735.62
TOTAL	<u><u>279,266.16</u></u>	<u><u>2,524.00</u></u>	<u><u>1,476.10</u></u>	<u><u>429.00</u></u>	<u><u>7,119.10</u></u>	<u><u>290,814.36</u></u>



Aging by Revenue Item

As of 10/31/2019

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)									
101-200	Employees Membership Dues		\$940.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$940.00
11-20	Employees Membership Dues		\$335.00	\$0.00	\$0.00	\$335.00	\$0.00	\$0.00	\$670.00
1-5	Employees Membership Dues		\$285.00	\$570.00	\$0.00	\$1,995.00	\$1,425.00	\$2,565.00	\$6,840.00
21-50	Employees Membership Dues		\$0.00	\$520.00	\$0.00	\$0.00	\$520.00	\$1,040.00	\$2,080.00
50-100	Employees Membership Dues		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$470.00	\$470.00
6-10	Employees Membership Dues		\$340.00	\$315.00	\$0.00	\$0.00	\$0.00	\$630.00	\$1,285.00
	Member dues prior FY Totals:		\$275.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$275.00
	Non-Profit Membership Dues Totals:		\$165.00	\$0.00	\$330.00	\$165.00	\$165.00	\$165.00	\$825.00
1201-01	Member AR Membership Dues		\$2,340.00	\$1,405.00	\$0.00	\$2,660.00	\$2,110.00	\$4,870.00	\$13,385.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable:Member AR - Other)									
	Community Awards Ticket Totals:		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$180.00	\$180.00
	Eblast Totals:		\$0.00	\$260.00	\$345.00	\$0.00	\$0.00	\$80.00	\$685.00
	Employee of the Year Award Totals:		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$65.00	\$65.00
	Tahoe LOVE Stickers Totals:		\$0.00	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
	Tuesday Morning Breakfast Club		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$165.00	\$165.00
1201-03	Member Accounts Receivable -		\$0.00	\$260.00	\$545.00	\$0.00	\$0.00	\$490.00	\$1,295.00
	GRAND TOTALS		\$2,340.00	\$1,665.00	\$545.00	\$2,660.00	\$2,110.00	\$5,360.00	\$14,680.00

North Lake Tahoe Resort Association

A/P Aging Summary

As of October 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
About a Boy ...	320.00	0.00	0.00	0.00	0.00	320.00
ADP	552.24	0.00	0.00	0.00	0.00	552.24
Adventure Van Expo	1,750.00	0.00	0.00	0.00	0.00	1,750.00
Amber Burke	4.64	0.00	0.00	0.00	0.00	4.64
Anne-Karin Atwood*	66.06	0.00	0.00	0.00	0.00	66.06
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	484.40	225.12	0.00	0.00	0.00	709.52
Bank of the West Bank Card Center	9,172.86	0.00	0.00	0.00	0.00	9,172.86
Board of Equalization	3,395.00	0.00	0.00	0.00	0.00	3,395.00
Bonnie L Bavetta	69.99	314.00	0.00	0.00	0.00	383.99
Cintas Corporation #623	195.84	0.00	0.00	0.00	0.00	195.84
Civitas	5,200.00	5,201.17	0.00	0.00	0.00	10,401.17
Eric Hansen	575.00	0.00	0.00	0.00	0.00	575.00
FedEx	38.62	0.00	0.00	0.00	0.00	38.62
Greg Howey*	39.00	0.00	0.00	0.00	0.00	39.00
Hyatt Regency Resort Lake Tahoe	684.04	0.00	0.00	0.00	0.00	684.04
Jeffrey Hentz	908.57	0.00	0.00	0.00	0.00	908.57
Kaplowe Studios, LLC.	99.00	0.00	0.00	0.00	0.00	99.00
Kym Fabel	53.71	0.00	0.00	0.00	0.00	53.71
Liberty Utilities*	0.00	339.76	0.00	0.00	0.00	339.76
Liz Bowling	37.12	0.00	0.00	0.00	0.00	37.12
McClintock Accountancy	7,250.00	0.00	0.00	0.00	0.00	7,250.00
Principal Financial Group	0.00	1,847.91	92.28	0.00	0.00	1,940.19
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Rob Kautz	10,250.00	0.00	0.00	0.00	0.00	10,250.00
Sarah Winters	54.00	0.00	0.00	0.00	0.00	54.00
Screamer	694.64	0.00	0.00	0.00	0.00	694.64
Southwest Gas Corporation*	75.85	0.00	0.00	0.00	0.00	75.85
Swigard's True Value Hardware, Inc.*	12.12	0.00	0.00	0.00	0.00	12.12
Tahoe House, Inc.*	101.66	0.00	0.00	0.00	0.00	101.66
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Spirits, Inc.	3.50	0.00	0.00	0.00	0.00	3.50
Tahoe Truckee Sierra Disposal*	236.68	0.00	0.00	0.00	0.00	236.68
The Paper Trail*	0.00	298.75	0.00	0.00	0.00	298.75
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	78.00	78.00
YIG Administration	99.76	0.00	0.00	0.00	0.00	99.76
TOTAL	<u>44,082.52</u>	<u>8,226.71</u>	<u>92.28</u>	<u>0.00</u>	<u>246.00</u>	<u>52,647.51</u>

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through October 2019

	Jul - Oct 19	Jul - Oct 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,279,413	1,329,875	-50,463	-4%
4200-00 · Membership Dues Revenue	44,885	44,044	841	2%
4205-00 · Conference Dues	0	3,667	-3,667	-100%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	0	63	-63	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
4251-00 · Tues AM Breakfast Club	1,430	1,656	-226	-14%
4250-00 · Revenues-Membership Activities - Other	2,646	1,060	1,586	150%
Total 4250-00 · Revenues-Membership Activities	4,076	5,401	-1,325	-25%
4253-00 · Revenue- Other	0	6	-6	-100%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,563	8,417	-1,854	-22%
4600-00 · Commissions - Other	23,971	21,957	2,014	9%
Total 4600-00 · Commissions	30,534	30,374	160	1%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	195	2,296	-2,101	-92%
46000 · Merchandise Sales - Other	47,854	51,034	-3,179	-6%
Total 46000 · Merchandise Sales	48,049	53,330	-5,281	-10%
Total Income	1,406,957	1,466,698	-59,741	-4%
Gross Profit	1,406,957	1,466,698	-59,741	-4%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	10,814	9,665	1,149	12%
5020-00 · P/R - Tax Expense	26,090	26,230	-140	-1%
5030-00 · P/R - Health Insurance Expense	43,746	37,924	5,822	15%
5040-00 · P/R - Workmans Comp	3,551	3,285	266	8%
5060-00 · 401 (k)	12,754	13,790	-1,036	-8%
5070-00 · Other Benefits and Expenses	1,114	1,349	-234	-17%
5000-00 · Salaries & Wages - Other	296,128	345,539	-49,412	-14%
Total 5000-00 · Salaries & Wages	394,196	437,782	-43,586	-10%
5100-00 · Rent				
5110-00 · Utilities	3,301	3,990	-690	-17%
5140-00 · Repairs & Maintenance	716	45	671	1,493%
5150-00 · Office - Cleaning	3,225	2,315	910	39%
5100-00 · Rent - Other	52,232	51,212	1,020	2%
Total 5100-00 · Rent	59,474	57,562	1,912	3%
5310-00 · Telephone				
5320-00 · Telephone	7,594	12,077	-4,483	-37%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	7,594	12,102	-4,508	-37%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	54	-54	-100%
5420-00 · Mail - USPS - Other	443	541	-98	-18%
Total 5420-00 · Mail - USPS	443	594	-151	-26%
5510-00 · Insurance/Bonding	5,206	1,996	3,210	161%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	140	2,629	-2,489	-95%
5520-00 · Supplies - Other	6,739	4,387	2,352	54%
Total 5520-00 · Supplies	6,879	7,016	-137	-2%
5610-00 · Depreciation	472	596	-124	-21%
5700-00 · Equipment Support & Maintenance	71	640	-569	-89%
5710-00 · Taxes, Licenses & Fees	3,719	3,291	428	13%
5740-00 · Equipment Rental/Leasing	11,285	5,212	6,073	117%
5800-00 · Training Seminars	738	1,609	-871	-54%
5850-00 · Artist of Month - Commissions	1,175	499	677	136%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	800	840	-40	-5%
5920-00 · Professional Fees - Accountant	18,350	21,000	-2,650	-13%

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

Accrual Basis

July through October 2019

	Jul - Oct 19	Jul - Oct 18	\$ Change	% Change
5921-00 · Professional Fees - Other	40,399	0	40,399	100%
Total 5900-00 · Professional Fees	59,549	21,840	37,709	173%
5941-00 · Research & Planning	0	5,000	-5,000	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	1,250	0	1,250	100%
Total 6020-00 · Programs	1,250	0	1,250	100%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,668	30,398	4,271	14%
6421-06 · Spartan	254,019	258,000	-3,981	-2%
6421-08 · Tough Mudder	0	8,000	-8,000	-100%
6421-10 · WinterWonderGrass - Tahoe	0	47	-47	-100%
Total 6420-01 · Sponsorships	288,687	296,445	-7,758	-3%
6421-00 · New Event Development	220	0	220	100%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,411	2,222	-811	-37%
Total 6420-00 · Events	290,318	298,667	-8,349	-3%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	570	0	570	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	318	3,194	-2,876	-90%
6437-00 · Tuesday Morning Breakfast Club	1,741	1,632	109	7%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	2,270	4,436	-2,165	-49%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,129	1,230	-101	-8%
Total 6423-00 · Membership Activities	6,028	10,551	-4,523	-43%
6730-00 · Marketing Cooperative/Media	398,004	486,611	-88,607	-18%
6742-00 · Non-NLT Co-Op Marketing Program	4,010	4,229	-219	-5%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	5,450	2,941	2,509	85%
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	0	450	-450	-100%
Total 6743-00 · BACC Marketing Programs	5,450	3,391	2,059	61%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	558	648	-90	-14%
52500 · Purchase Discounts	-1	-40	40	99%
59900 · POS Inventory Adjustments	116	32	85	268%
8100-00 · Cost of Goods Sold - Other	24,186	27,465	-3,279	-12%
Total 8100-00 · Cost of Goods Sold	24,860	28,105	-3,245	-12%
8200-00 · Associate Relations	449	678	-230	-34%
8300-00 · Board Functions	4,282	4,708	-426	-9%
8500-00 · Credit Card Fees	2,430	2,345	85	4%
8700-00 · Automobile Expenses	1,266	1,824	-557	-31%
8750-00 · Meals/Meetings	753	1,114	-361	-32%
8810-00 · Dues & Subscriptions	3,304	2,173	1,131	52%
8920-00 · Bad Debt	2,043	275	1,768	643%
Total Expense	1,295,249	1,400,411	-105,162	-8%
Net Ordinary Income	111,708	66,286	45,422	69%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	93	93	0	0%
Total Other Income	93	93	0	0%
Other Expense				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	93	93	0	0%

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

Accrual Basis

July through October 2019

	Jul - Oct 19	Jul - Oct 18	\$ Change	% Change
Net Income	<u>111,801</u>	<u>66,380</u>	<u>45,422</u>	<u>68%</u>

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

Accrual Basis

11 - Marketing

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
Total Income	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
Gross Profit	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	5,500	5,500	0	16,500
5020-00 · P/R - Tax Expense	1,777	2,037	(260)	7,013	8,149	(1,137)	21,537
5030-00 · P/R - Health Insurance Expense	4,592	3,667	925	16,917	14,668	2,249	44,004
5040-00 · P/R - Workmans Comp	113	178	(65)	551	713	(162)	2,139
5060-00 · 401 (k)	779	1,019	(240)	3,386	4,075	(688)	12,224
5070-00 · Other Benefits and Expenses	127	160	(34)	367	640	(273)	1,920
5000-00 · Salaries & Wages - Other	25,440	25,467	(27)	91,278	101,868	(10,590)	305,604
Total 5000-00 · Salaries & Wages	34,202	33,903	299	125,012	135,613	(10,601)	403,929
5100-00 · Rent							
5110-00 · Utilities	158	148	9	666	581	85	2,001
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	4,367
5150-00 · Office - Cleaning	410	183	227	1,206	783	422	2,866
5100-00 · Rent - Other	2,410	2,062	347	9,734	8,544	1,190	24,200
Total 5100-00 · Rent	2,977	2,394	583	11,606	9,909	1,697	33,434
5310-00 · Telephone							
5320-00 · Telephone	545	600	(55)	2,107	2,400	(293)	6,600
Total 5310-00 · Telephone	545	600	(55)	2,107	2,400	(293)	6,600
5420-00 · Mail - USPS	115	50	65	218	200	18	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	2,900	(2,900)	3,700
5520-00 · Supplies - Other	357	150	207	769	600	169	4,750
Total 5520-00 · Supplies	357	250	107	769	3,500	(2,731)	8,450
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	480	(480)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	0	0
5740-00 · Equipment Rental/Leasing	277	315	(38)	1,149	1,260	(111)	3,780
5800-00 · Training Seminars	0	350	(350)	649	609	40	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	400	(400)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	1,600	(1,600)	4,800
Total 5900-00 · Professional Fees	0	500	(500)	0	2,000	(2,000)	6,300
5941-00 · Research & Planning	0	1,500	(1,500)	0	6,000	(6,000)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	1,250	0	1,250	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	0	0	0	1,250	0	1,250	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	18	4,000	(3,982)	34,668	37,495	(2,827)	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	4,000	(4,000)	254,019	254,400	(381)	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
Total 6420-01 · Sponsorships	18	8,000	(7,982)	288,687	292,395	(3,708)	477,695
6421-00 · New Event Development	220	2,500	(2,280)	220	10,000	(9,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,411	2,668	(1,257)	8,000
Total 6420-00 · Events	238	11,167	(10,929)	290,318	305,063	(14,745)	515,695
6730-00 · Marketing Cooperative/Media	71,180	71,180	0	355,697	355,697	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	986	1,410	(424)	3,210	5,910	(2,700)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	4,190	(4,190)	5,450	7,132	(1,682)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	1,000	450	550	0	450	(450)	20,000
Total 6743-00 · BACC Marketing Programs	1,000	4,640	(3,640)	5,450	7,582	(2,132)	80,000
8200-00 · Associate Relations	48	140	(92)	127	560	(433)	1,660
8500-00 · Credit Card Fees	45	0	45	50	0	0	0
8600-00 · Additional Opportunites	0	267	(267)	0	2,091	(2,091)	26,091
8700-00 · Automobile Expenses	32	130	(98)	860	520	340	1,560
8750-00 · Meals/Meetings	90	163	(72)	218	650	(432)	1,950
8810-00 · Dues & Subscriptions	211	250	(39)	794	1,000	(206)	3,000

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

Accrual Basis

11 - Marketing

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	0	0	0	0	0	6,300
Total Expense	112,304	129,329	(17,025)	799,543	841,043	(41,501)	2,595,931
Net Ordinary Income	87,808	44,469	43,339	174,599	147,383	27,216	448,076
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	24			93			
Total Other Income	24			93			
Other Expense							
8990-00 - Allocated	36,255	46,831	(10,576)	114,981	151,623	(36,642)	448,076
Total Other Expense	36,255	46,831	(10,576)	114,981	151,623	(36,642)	448,076
Net Other Income	(36,232)	(46,831)	10,599	(114,887)	(151,623)	36,736	(448,076)
Net Income	51,577	(2,362)	53,938	59,712	(4,240)	63,952	0

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

Accrual Basis

11 - Marketing

	<u>Oct 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Oct 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
Total Income	<u>200,113</u>	<u>173,799</u>	<u>26,314</u>	<u>974,142</u>	<u>988,426</u>	<u>(14,284)</u>	<u>3,044,007</u>
Gross Profit	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	5,500	5,500	0	16,500
5020-00 · P/R - Tax Expense	1,777	2,037	(260)	7,013	8,149	(1,137)	21,537
5030-00 · P/R - Health Insurance Expense	4,592	3,667	925	16,917	14,668	2,249	44,004
5040-00 · P/R - Workmans Comp	113	178	(65)	551	713	(162)	2,139
5060-00 · 401 (k)	779	1,019	(240)	3,386	4,075	(688)	12,224
5070-00 · Other Benefits and Expenses	127	160	(34)	367	640	(273)	1,920
5000-00 · Salaries & Wages - Other	25,440	25,467	(27)	91,278	101,868	(10,590)	305,604
Total 5000-00 · Salaries & Wages	<u>34,202</u>	<u>33,903</u>	<u>299</u>	<u>125,012</u>	<u>135,613</u>	<u>(10,601)</u>	<u>403,929</u>
5100-00 · Rent							
5110-00 · Utilities	158	148	9	666	581	85	2,001
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	4,367
5150-00 · Office - Cleaning	410	183	227	1,206	783	422	2,866
5100-00 · Rent - Other	2,410	2,062	347	9,734	8,544	1,190	24,200
Total 5100-00 · Rent	<u>2,977</u>	<u>2,394</u>	<u>583</u>	<u>11,606</u>	<u>9,909</u>	<u>1,697</u>	<u>33,434</u>
5310-00 · Telephone							
5320-00 · Telephone	545	600	(55)	2,107	2,400	(293)	6,600
Total 5310-00 · Telephone	<u>545</u>	<u>600</u>	<u>(55)</u>	<u>2,107</u>	<u>2,400</u>	<u>(293)</u>	<u>6,600</u>
5420-00 · Mail - USPS	115	50	65	218	200	18	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	2,900	(2,900)	3,700
5520-00 · Supplies - Other	357	150	207	769	600	169	4,750
Total 5520-00 · Supplies	<u>357</u>	<u>250</u>	<u>107</u>	<u>769</u>	<u>3,500</u>	<u>(2,731)</u>	<u>8,450</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	480	(480)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	0	0
5740-00 · Equipment Rental/Leasing	277	315	(38)	1,149	1,260	(111)	3,780
5800-00 · Training Seminars	0	350	(350)	649	609	40	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	400	(400)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	1,600	(1,600)	4,800
Total 5900-00 · Professional Fees	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>0</u>	<u>2,000</u>	<u>(2,000)</u>	<u>6,300</u>
5941-00 · Research & Planning	0	1,500	(1,500)	0	6,000	(6,000)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	1,250	0	1,250	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,250</u>	<u>0</u>	<u>1,250</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	18	4,000	(3,982)	34,668	37,495	(2,827)	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	4,000	(4,000)	254,019	254,400	(381)	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
Total 6420-01 · Sponsorships	<u>18</u>	<u>8,000</u>	<u>(7,982)</u>	<u>288,687</u>	<u>292,395</u>	<u>(3,708)</u>	<u>477,695</u>
6421-00 · New Event Development	220	2,500	(2,280)	220	10,000	(9,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,411	2,668	(1,257)	8,000
Total 6420-00 · Events	<u>238</u>	<u>11,167</u>	<u>(10,929)</u>	<u>290,318</u>	<u>305,063</u>	<u>(14,745)</u>	<u>515,695</u>
6730-00 · Marketing Cooperative/Media	71,180	71,180	0	355,697	355,697	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	986	1,410	(424)	3,210	5,910	(2,700)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	4,190	(4,190)	5,450	7,132	(1,682)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	1,000	450	550	0	450	(450)	20,000
Total 6743-00 · BACC Marketing Programs	<u>1,000</u>	<u>4,640</u>	<u>(3,640)</u>	<u>5,450</u>	<u>7,582</u>	<u>(2,132)</u>	<u>80,000</u>
8200-00 · Associate Relations	48	140	(92)	127	560	(433)	1,660
8500-00 · Credit Card Fees	45	0	45	50	0	0	0
8600-00 · Additional Opportunites	0	267	(267)	0	2,091	(2,091)	26,091
8700-00 · Automobile Expenses	32	130	(98)	860	520	340	1,560
8750-00 · Meals/Meetings	90	163	(72)	218	650	(432)	1,950
8810-00 · Dues & Subscriptions	211	250	(39)	794	1,000	(206)	3,000

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

Accrual Basis

11 - Marketing

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	0	0	0	0	0	6,300
Total Expense	112,304	129,329	(17,025)	799,543	841,043	(41,501)	2,595,931
Net Ordinary Income	87,808	44,469	43,339	174,599	147,383	27,216	448,076
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	24			93			
Total Other Income	24			93			
Other Expense							
8990-00 - Allocated	50,075	46,831	3,244	128,800	151,623	(22,823)	448,076
Total Other Expense	50,075	46,831	3,244	128,800	151,623	(22,823)	448,076
Net Other Income	(50,051)	(46,831)	(3,220)	(128,707)	(151,623)	22,916	(448,076)
Net Income	37,757	(2,362)	40,119	45,892	(4,240)	50,133	0

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

Accrual Basis

30 - Conference

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	22,082	22,082	0	119,462	119,461	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	13,091	13,480	(389)	23,971	17,869	6,102	28,276
Total 4600-00 · Commissions	13,091	13,480	(389)	30,534	17,869	12,666	28,276
Total Income	35,173	35,561	(388)	149,996	137,330	12,666	411,528
Gross Profit	35,173	35,561	(388)	149,996	137,330	12,666	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,883	800	1,083	10,814	3,200	7,614	9,600
5020-00 · P/R - Tax Expense	348	1,064	(716)	2,942	4,255	(1,313)	12,764
5030-00 · P/R - Health Insurance Expense	3,293	1,754	1,539	10,710	7,016	3,694	21,048
5040-00 · P/R - Workmans Comp	35	88	(53)	295	350	(56)	1,051
5060-00 · 401 (k)	192	501	(308)	1,615	2,002	(387)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	320	(320)	960
5070-00 · Other Benefits and Expenses	56	0	56	202	0	202	0
5000-00 · Salaries & Wages - Other	5,146	12,514	(7,368)	39,804	50,056	(10,252)	150,168
Total 5000-00 · Salaries & Wages	10,953	16,800	(5,847)	66,382	67,199	(817)	201,598
5100-00 · Rent							
5110-00 · Utilities	77	66	11	325	264	61	792
5140-00 · Repairs & Maintenance	0	45	(45)	0	180	(180)	540
5150-00 · Office - Cleaning	200	94	106	588	376	212	1,128
5100-00 · Rent - Other	1,130	1,025	105	4,567	4,100	467	12,300
Total 5100-00 · Rent	1,407	1,230	177	5,480	4,920	560	14,760
5310-00 · Telephone							
5320-00 · Telephone	240	300	(60)	1,100	1,200	(100)	3,600
Total 5310-00 · Telephone	240	300	(60)	1,100	1,200	(100)	3,600
5420-00 · Mail - USPS	0	15	(15)	50	60	(10)	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	124	(124)	372
5520-00 · Supplies - Other	55	67	(12)	175	165	10	594
Total 5520-00 · Supplies	55	98	(43)	175	289	(114)	966
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	0	240
5710-00 · Taxes, Licenses & Fees	0	0	0	31	0	31	0
5740-00 · Equipment Rental/Leasing	122	125	(3)	507	499	9	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	42,307	42,307	0	126,916
8200-00 · Associate Relations	15	80	(65)	15	320	(305)	960
8810-00 · Dues & Subscriptions	2	20	(18)	4	80	(76)	240
Total Expense	23,370	29,243	(5,873)	116,052	116,874	(822)	350,956
Net Ordinary Income	11,803	6,318	5,485	33,944	20,456	13,488	60,572
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,891	6,318	(1,427)	15,512	20,456	(4,944)	60,572
Total Other Expense	4,891	6,318	(1,427)	15,512	20,456	(4,944)	60,572
Net Other Income	(4,891)	(6,318)	1,427	(15,512)	(20,456)	4,944	(60,572)
Net Income	6,912	0	6,912	18,432	0	18,432	0

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

42 - Visitor Center

Accrual Basis

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	31,465	31,465	0	126,085	126,085	0	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	175	400	(225)	195	1,600	(1,405)	4,800
46000 · Merchandise Sales - Other	8,700	9,000	(300)	47,854	51,400	(3,546)	108,100
Total 46000 · Merchandise Sales	8,875	9,400	(525)	48,049	53,000	(4,951)	112,900
Total Income	40,340	40,865	(525)	174,134	179,085	(4,951)	511,206
Gross Profit	40,340	40,865	(525)	174,134	179,085	(4,951)	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,062	1,240	(178)	6,274	5,910	364	17,362
5030-00 · P/R - Health Insurance Expense	1,508	2,225	(717)	6,542	8,900	(2,358)	26,700
5040-00 · P/R - Workmans Comp	386	569	(183)	2,462	2,713	(251)	7,856
5060-00 · 401 (k)	565	506	59	2,418	2,412	6	6,984
5070-00 · Other Benefits and Expenses	42	80	(38)	141	320	(179)	960
5000-00 · Salaries & Wages - Other	14,898	12,650	2,248	67,122	60,300	6,822	174,600
Total 5000-00 · Salaries & Wages	18,462	17,270	1,192	84,959	80,555	4,404	234,462
5100-00 · Rent							
5110-00 · Utilities	387	650	(263)	1,584	2,350	(766)	7,600
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	120	4,000	(3,880)	12,000
5150-00 · Office - Cleaning	40	50	(10)	118	200	(82)	2,500
5100-00 · Rent - Other	6,499	6,500	(1)	26,003	26,000	3	78,800
Total 5100-00 · Rent	6,926	8,200	(1,274)	27,825	32,550	(4,725)	100,900
5310-00 · Telephone							
5320-00 · Telephone	228	242	(14)	905	968	(63)	2,904
Total 5310-00 · Telephone	228	242	(14)	905	968	(63)	2,904
5420-00 · Mail - USPS	0	50	(50)	35	200	(165)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1	(1)	0	252	(252)	1,310
5520-00 · Supplies - Other	348	256	92	1,179	2,090	(911)	4,894
Total 5520-00 · Supplies	348	257	91	1,179	2,342	(1,163)	6,204
5610-00 · Depreciation	118	118	(0)	472	472	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	400	(400)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	222	235	(13)	881	940	(59)	2,820
5800-00 · Training Seminars	0	1,500	(1,500)	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	0	360	(360)	1,175	1,440	(265)	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)	800	4,000	(3,200)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	217	100	117	558	600	(42)	1,190
52500 · Purchase Discounts	0	0	0	(1)	0	1	0
59900 · POS Inventory Adjustments	46	0	46	116	0	116	0
8100-00 · Cost of Goods Sold - Other	4,614	4,500	114	24,186	25,700	(1,514)	54,050
Total 8100-00 · Cost of Goods Sold	4,876	4,600	276	24,860	26,300	(1,440)	55,240
8200-00 · Associate Relations	169	58	111	169	232	(63)	696
8500-00 · Credit Card Fees	334	329	5	1,529	1,856	(327)	3,954
8700-00 · Automobile Expenses	44	100	(56)	205	400	(195)	950
8750-00 · Meals/Meetings	104	65	39	145	260	(115)	780
8810-00 · Dues & Subscriptions	0	0	0	0	0	0	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	32,030	34,484	(2,454)	145,159	155,070	(9,911)	435,965
Net Ordinary Income	8,310	6,381	1,929	28,976	24,015	4,961	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,101	7,881	(1,780)	19,350	25,516	(6,166)	75,243
Total Other Expense	6,101	7,881	(1,780)	19,350	25,516	(6,166)	75,243
Net Other Income	(6,101)	(7,881)	1,780	(19,350)	(25,516)	6,166	(75,243)
Net Income	2,209	(1,500)	3,709	9,626	(1,501)	11,127	(2)

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

Accrual Basis

51 - TMPI

	Oct 19	Budget	\$ Over Bu...	Jul - Oct 19	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	12,127	12,127	0	59,724	59,724	0	88,866
Total Income	12,127	12,127	0	59,724	59,724	0	88,866
Gross Profit	12,127	12,127	0	59,724	59,724	0	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	0	132	(132)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	16	(16)	48
5040-00 · P/R - Workmans Comp	0	4	(4)	0	16	(16)	48
5060-00 · 401 (k)	0	23	(23)	0	92	(92)	276
5000-00 · Salaries & Wages - Other	0	567	(567)	0	2,268	(2,268)	6,804
Total 5000-00 · Salaries & Wages	0	631	(631)	0	2,524	(2,524)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	7	(7)	0	23	(23)	36
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	6
5150-00 · Office - Cleaning	0	6	(6)	0	27	(27)	41
5100-00 · Rent - Other	544	0	544	1,088	216	872	504
Total 5100-00 · Rent	544	13	531	1,088	266	822	587
5310-00 · Telephone							
5320-00 · Telephone	0	22	(22)	0	181	(181)	230
Total 5310-00 · Telephone	0	22	(22)	0	181	(181)	230
5420-00 · Mail - USPS	0	9	(9)	0	18	(18)	18
5510-00 · Insurance/Bonding	0	10	(10)	0	37	(37)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	1,536	(1,536)	1,560
5520-00 · Supplies - Other	0	5	(5)	2,528	10,505	(7,977)	10,510
Total 5520-00 · Supplies	0	17	(17)	2,528	12,041	(9,513)	12,070
5740-00 · Equipment Rental/Leasing	0	33	(33)	0	149	(149)	216
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	10,250	10,000	250	40,398	40,000	398	55,000
Total 5900-00 · Professional Fees	10,250	10,000	250	40,398	40,000	398	55,000
8700-00 · Automobile Expenses	0	6	(6)	0	14	(14)	25
8750-00 · Meals/Meetings	0	1	(1)	0	2	(2)	4
8810-00 · Dues & Subscriptions	0	(46)	46	0	0	0	0
Total Expense	10,794	10,696	98	44,014	55,232	(11,218)	75,786
Net Ordinary Income	1,333	1,431	(98)	15,710	4,492	11,218	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,059	1,368	(309)	3,358	4,429	(1,071)	13,080
Total Other Expense	1,059	1,368	(309)	3,358	4,429	(1,071)	13,080
Net Other Income	(1,059)	(1,368)	309	(3,358)	(4,429)	1,071	(13,080)
Net Income	<u>274</u>	<u>63</u>	<u>211</u>	<u>12,352</u>	<u>63</u>	<u>12,289</u>	<u>0</u>

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

Accrual Basis

60 - Membership

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,618	10,833	785	44,885	43,333	1,552	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	0	0	0	0	0	2,500
4250-03 · Summer/Winter Rec Luncheon	0	2,700	(2,700)	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	2,333	(2,333)	7,000
4251-00 · Tues AM Breakfast Club - Other	540	0	540	1,430	0	1,430	3,000
Total 4251-00 · Tues AM Breakfast Club	540	583	(43)	1,430	2,333	(903)	10,000
4250-00 · Revenues-Membership Activities - Other	170			2,646			
Total 4250-00 · Revenues-Membership Activities	710	3,283	(2,573)	4,076	5,033	(957)	65,200
4253-00 · Revenue- Other	0	333	(333)	0	1,333	(1,333)	4,000
Total Income	12,328	14,450	(2,122)	48,961	49,700	(739)	199,200
Gross Profit	12,328	14,450	(2,122)	48,961	49,700	(739)	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(5,500)	(5,500)	0	(16,500)
5020-00 · P/R - Tax Expense	290	434	(145)	2,661	1,737	924	5,211
5030-00 · P/R - Health Insurance Expense	551	849	(298)	2,245	3,396	(1,151)	10,188
5040-00 · P/R - Workmans Comp	22	44	(23)	164	177	(13)	532
5060-00 · 401 (k)	179	253	(74)	1,498	1,013	486	3,038
5070-00 · Other Benefits and Expenses	(0)	13	(14)	8	53	(46)	160
5000-00 · Salaries & Wages - Other	4,735	6,329	(1,594)	17,087	25,316	(8,229)	75,948
Total 5000-00 · Salaries & Wages	4,402	6,548	(2,146)	18,164	26,192	(8,029)	78,577
5100-00 · Rent							
5110-00 · Utilities	37	36	1	154	143	11	430
5140-00 · Repairs & Maintenance	0	44	(44)	0	175	(175)	525
5150-00 · Office - Cleaning	95	27	68	279	107	173	320
5100-00 · Rent - Other	86	497	(411)	1,453	1,988	(535)	5,965
Total 5100-00 · Rent	217	603	(386)	1,887	2,413	(527)	7,240
5310-00 · Telephone							
5320-00 · Telephone	115	150	(35)	456	600	(144)	1,800
Total 5310-00 · Telephone	115	150	(35)	456	600	(144)	1,800
5420-00 · Mail - USPS	0	8	(8)	24	33	(9)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	167	(167)	500
5520-00 · Supplies - Other	26	83	(57)	83	333	(250)	1,000
Total 5520-00 · Supplies	26	125	(99)	83	500	(417)	1,500
5710-00 · Taxes, Licenses & Fees	0	0	0	14	0	14	0
5740-00 · Equipment Rental/Leasing	166	225	(59)	674	900	(226)	2,700
5800-00 · Training Seminars	0	21	(21)	0	83	(83)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	333	(333)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	333	(333)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	285	0	285	570	0	570	27,500
6435-00 · Shop Local Event	0	2,500	(2,500)	0	2,500	(2,500)	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	710	500	210	1,741	2,000	(259)	6,000
6442-00 · Public Relations/Website	375	417	(42)	2,270	1,667	604	5,000
6423-00 · Membership Activities - Other	135	50	85	1,129	200	929	8,500
Total 6423-00 · Membership Activities	1,504	3,467	(1,963)	6,028	6,367	(339)	52,000
8200-00 · Associate Relations	13	25	(13)	13	100	(88)	300
8500-00 · Credit Card Fees	125	292	(166)	722	1,167	(445)	3,500
8700-00 · Automobile Expenses	19	63	(44)	180	250	(70)	750
8750-00 · Meals/Meetings	0	83	(83)	237	333	(97)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	70	183	(113)	550
8920-00 · Bad Debt	570			2,043			
Total Expense	7,157	11,739	(4,582)	30,594	39,456	(8,862)	151,267
Net Ordinary Income	5,171	2,711	2,460	18,367	10,244	8,123	47,933
Other Income/Expense							
Other Expense							

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

Accrual Basis

60 - Membership

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	2,118	2,736	(618)	6,717	8,858	(2,141)	26,107
Total Other Expense	2,118	2,736	(618)	6,717	8,858	(2,141)	26,107
Net Other Income	(2,118)	(2,736)	618	(6,717)	(8,858)	2,141	(26,107)
Net Income	3,053	(25)	3,078	11,651	1,386	10,264	21,826

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

70 - Administration

Accrual Basis

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,011	2,341	670	7,200	8,164	(964)	26,892
5030-00 · P/R - Health Insurance Expense	1,796	3,369	(1,573)	7,331	13,476	(6,145)	40,428
5040-00 · P/R - Workmans Comp	192	205	(13)	79	715	(636)	2,355
5060-00 · 401 (k)	1,593	1,171	422	3,836	4,084	(248)	13,452
5070-00 · Other Benefits and Expenses	17	160	(143)	396	640	(244)	2,000
5000-00 · Salaries & Wages - Other	22,296	29,265	(6,969)	80,836	102,060	(21,224)	336,180
Total 5000-00 · Salaries & Wages	28,905	36,511	(7,606)	99,679	129,139	(29,460)	421,307
5100-00 · Rent							
5110-00 · Utilities	136	180	(44)	571	675	(104)	2,040
5140-00 · Repairs & Maintenance	236	375	(139)	596	1,500	(904)	4,500
5150-00 · Office - Cleaning	355	200	155	1,034	950	84	2,650
5100-00 · Rent - Other	2,390	2,370	20	9,386	9,480	(94)	29,760
Total 5100-00 · Rent	3,117	3,125	(8)	11,587	12,605	(1,018)	38,950
5310-00 · Telephone							
5320-00 · Telephone	779	750	29	3,027	3,000	27	9,000
Total 5310-00 · Telephone	779	750	29	3,027	3,000	27	9,000
5420-00 · Mail - USPS	0	90	(90)	116	360	(244)	1,080
5510-00 · Insurance/Bonding	3,249	795	2,454	5,206	3,180	2,026	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10	250	(240)	140	1,000	(860)	3,000
5520-00 · Supplies - Other	225	625	(400)	2,005	2,500	(495)	7,500
Total 5520-00 · Supplies	235	875	(640)	2,145	3,500	(1,355)	10,500
5610-00 · Depreciation	0	32	(32)	0	124	(124)	380
5700-00 · Equipment Support & Maintenance	0	2,200	(2,200)	71	8,800	(8,729)	26,400
5710-00 · Taxes, Licenses & Fees	1,062	1,045	17	3,594	4,180	(586)	12,540
5740-00 · Equipment Rental/Leasing	2,572	341	2,231	8,074	1,364	6,710	4,092
5800-00 · Training Seminars	0	400	(400)	89	1,600	(1,511)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	800	2,500	(1,700)	7,500
5920-00 · Professional Fees - Accountant	7,250	12,000	(4,750)	18,350	22,400	(4,050)	24,900
5921-00 · Professional Fees - Other	1	1,500	(1,499)	1	6,000	(5,999)	21,000
Total 5900-00 · Professional Fees	7,251	14,125	(6,874)	19,151	30,900	(11,749)	53,400
5941-00 · Research & Planning	0	300	(300)	0	1,200	(1,200)	3,600
7500-00 · Trade Shows/Travel	0	1,500	(1,500)	0	1,500	(1,500)	3,000
8200-00 · Associate Relations	0	345	(345)	125	1,380	(1,255)	4,140
8300-00 · Board Functions	2,687	1,500	1,187	4,282	3,250	1,032	5,950
8500-00 · Credit Card Fees	85			130			
8600-00 · Additional Opportunitites	0	500	(500)	0	2,000	(2,000)	6,000
8700-00 · Automobile Expenses	0	250	(250)	22	1,000	(978)	3,000
8750-00 · Meals/Meetings	113	150	(37)	153	600	(447)	1,800
8810-00 · Dues & Subscriptions	370	300	70	2,436	1,200	1,236	3,600
Total Expense	50,425	65,134	(14,709)	159,887	210,882	(50,995)	623,079
Net Ordinary Income	(50,425)	(65,134)	14,709	(159,887)	(210,882)	50,995	(623,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(50,425)	(65,134)	14,709	(159,917)	(210,882)	50,965	(623,078)
Total Other Expense	(50,425)	(65,134)	14,709	(159,917)	(210,882)	50,965	(623,078)
Net Other Income	50,425	65,134	(14,709)	159,917	210,882	(50,965)	623,078
Net Income	0	0	0	30	0	30	(1)

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

October 31, 2019

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of October 31, 2019

Accrual Basis

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
ASSETS					
Current Assets					
Checking/Savings					
1000-00 · Cash	355,428	424,227	(68,799)	(16%)	363,031
Total Checking/Savings	<u>355,428</u>	<u>424,227</u>	<u>(68,799)</u>	<u>(16%)</u>	<u>363,031</u>
Accounts Receivable					
1200-00 · Accounts Receivable	1,984	8,118	(6,134)	(76%)	10,196
Total Accounts Receivable	<u>1,984</u>	<u>8,118</u>	<u>(6,134)</u>	<u>(76%)</u>	<u>10,196</u>
Other Current Assets					
1300 · Reimbursements Receivable	0	0	0	0%	4,362
1350-00 · Security Deposits	3,325	100	3,225	3,225%	100
Total Other Current Assets	<u>3,325</u>	<u>100</u>	<u>3,225</u>	<u>3,225%</u>	<u>4,462</u>
Total Current Assets	<u>360,737</u>	<u>432,445</u>	<u>(71,708)</u>	<u>(17%)</u>	<u>377,689</u>
Other Assets					
1400-00 · Prepaid Expenses	37,586	42,444	(4,858)	(11%)	12,340
Total Other Assets	<u>37,586</u>	<u>42,444</u>	<u>(4,858)</u>	<u>(11%)</u>	<u>12,340</u>
TOTAL ASSETS	<u><u>398,323</u></u>	<u><u>474,889</u></u>	<u><u>(76,566)</u></u>	<u><u>(16%)</u></u>	<u><u>390,029</u></u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	210,477	118,053	92,424	78%	365,187
Total Accounts Payable	<u>210,477</u>	<u>118,053</u>	<u>92,424</u>	<u>78%</u>	<u>365,187</u>
Credit Cards					
2080 · Bank of the West Credit Cards					
2080-02 · MC_4222 Jason	0	241	(241)	(100%)	0
2080-05 · MC_2107 Greg	0	1,871	(1,871)	(100%)	0
2080-09 · MC_3126 Sarah	0	6,766	(6,766)	(100%)	0
2080-13 · MC_6193 Daphne	0	2,800	(2,800)	(100%)	0
Total 2080 · Bank of the West Credit Cards	<u>0</u>	<u>11,678</u>	<u>(11,678)</u>	<u>(100%)</u>	<u>0</u>
Total Credit Cards	<u>0</u>	<u>11,678</u>	<u>(11,678)</u>	<u>(100%)</u>	<u>0</u>
Total Current Liabilities	<u>210,477</u>	<u>129,731</u>	<u>80,746</u>	<u>62%</u>	<u>365,187</u>
Total Liabilities	<u>210,477</u>	<u>129,731</u>	<u>80,746</u>	<u>62%</u>	<u>365,187</u>
Equity					
32000 · Unrestricted Net Assets	24,842	189,433	(164,591)	(87%)	189,433
Net Income	163,004	155,726	7,278	5%	(164,591)
Total Equity	<u>187,846</u>	<u>345,159</u>	<u>(157,313)</u>	<u>(46%)</u>	<u>24,842</u>
TOTAL LIABILITIES & EQUITY	<u><u>398,323</u></u>	<u><u>474,890</u></u>	<u><u>(76,567)</u></u>	<u><u>(16%)</u></u>	<u><u>390,029</u></u>

North Lake Tahoe Resort Association

A/R Aging Summary

As of October 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
County of Placer	265,786.66	0.00	0.00	0.00	0.00	265,786.66
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	2,524.00	1,476.10	0.00	0.00	4,000.10
Incline Community Business Association	0.00	0.00	0.00	0.00	1,000.00	1,000.00
PlumpJack Squaw Valley Inn	0.00	0.00	0.00	429.00	0.00	429.00
Resort at Squaw Creek*	9,853.20	0.00	0.00	0.00	0.00	9,853.20
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	0.00	3,009.78	3,009.78
The Village at Squaw Valley	3,626.30	0.00	0.00	0.00	3,109.32	6,735.62
TOTAL	<u><u>279,266.16</u></u>	<u><u>2,524.00</u></u>	<u><u>1,476.10</u></u>	<u><u>429.00</u></u>	<u><u>7,119.10</u></u>	<u><u>290,814.36</u></u>

North Lake Tahoe Resort Association

A/P Aging Summary

As of October 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
About a Boy ...	320.00	0.00	0.00	0.00	0.00	320.00
ADP	552.24	0.00	0.00	0.00	0.00	552.24
Adventure Van Expo	1,750.00	0.00	0.00	0.00	0.00	1,750.00
Amber Burke	4.64	0.00	0.00	0.00	0.00	4.64
Anne-Karin Atwood*	66.06	0.00	0.00	0.00	0.00	66.06
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	484.40	225.12	0.00	0.00	0.00	709.52
Bank of the West Bank Card Center	9,172.86	0.00	0.00	0.00	0.00	9,172.86
Board of Equalization	3,395.00	0.00	0.00	0.00	0.00	3,395.00
Bonnie L Bavetta	69.99	314.00	0.00	0.00	0.00	383.99
Cintas Corporation #623	195.84	0.00	0.00	0.00	0.00	195.84
Civitas	5,200.00	5,201.17	0.00	0.00	0.00	10,401.17
Eric Hansen	575.00	0.00	0.00	0.00	0.00	575.00
FedEx	38.62	0.00	0.00	0.00	0.00	38.62
Greg Howey*	39.00	0.00	0.00	0.00	0.00	39.00
Hyatt Regency Resort Lake Tahoe	684.04	0.00	0.00	0.00	0.00	684.04
Jeffrey Hentz	908.57	0.00	0.00	0.00	0.00	908.57
Kaplowe Studios, LLC.	99.00	0.00	0.00	0.00	0.00	99.00
Kym Fabel	53.71	0.00	0.00	0.00	0.00	53.71
Liberty Utilities*	0.00	339.76	0.00	0.00	0.00	339.76
Liz Bowling	37.12	0.00	0.00	0.00	0.00	37.12
McClintock Accountancy	7,250.00	0.00	0.00	0.00	0.00	7,250.00
Principal Financial Group	0.00	1,847.91	92.28	0.00	0.00	1,940.19
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Rob Kautz	10,250.00	0.00	0.00	0.00	0.00	10,250.00
Sarah Winters	54.00	0.00	0.00	0.00	0.00	54.00
Screamer	694.64	0.00	0.00	0.00	0.00	694.64
Southwest Gas Corporation*	75.85	0.00	0.00	0.00	0.00	75.85
Swigard's True Value Hardware, Inc.*	12.12	0.00	0.00	0.00	0.00	12.12
Tahoe House, Inc.*	101.66	0.00	0.00	0.00	0.00	101.66
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Spirits, Inc.	3.50	0.00	0.00	0.00	0.00	3.50
Tahoe Truckee Sierra Disposal*	236.68	0.00	0.00	0.00	0.00	236.68
The Paper Trail*	0.00	298.75	0.00	0.00	0.00	298.75
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	78.00	78.00
YIG Administration	99.76	0.00	0.00	0.00	0.00	99.76
TOTAL	<u>44,082.52</u>	<u>8,226.71</u>	<u>92.28</u>	<u>0.00</u>	<u>246.00</u>	<u>52,647.51</u>

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

October 2019

Accrual Basis

	Oct 19	Budget	Jul - Oct 19	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding	133,000	133,000	419,468	419,468	942,000
4001-00 · NLTRA Funding	81,756	81,756	398,004	398,004	1,503,362
4004-00 · IVCBVB Entertainment	0	0	2,000	2,000	8,000
Total Income	214,756	214,756	819,472	819,472	2,453,362
Gross Profit	214,756	214,756	819,472	819,472	2,453,362
Expense					
5000-00 · CONSUMER MARKETING					
5001-00 · Broadcast / Radio - High Notes	0	0	5,104	10,320	16,720
5002-01 · Native Display	0	5,250	0	21,000	68,000
5004-00 · Trip Advisor	4,241	8,333	11,175	33,332	100,000
5005-00 · Paid Social	7,454	5,054	33,467	26,130	139,000
5005-01 · Digital Display	20,149	5,750	46,407	25,000	85,000
5005-02 · Retargeting Video	0	2,500	12,473	10,000	30,000
5007-00 · Creative Production	11,024	13,250	84,515	53,000	158,219
5010-00 · Account Strategy & Management	7,000	7,000	28,000	28,000	84,000
5010-01 · Digital Management & Reporting	2,000	2,000	8,000	8,000	24,000
5010-02 · Website Strategy & Analysis	1,200	1,200	4,800	4,800	14,400
5013-00 · Outdoor	0	0	0	0	115,000
5015-00 · Video	4,373	0	4,373	7,500	35,000
5017-00 · Rich Media	0	0	0	0	50,000
5018-00 · Media Commission	4,801	3,104	17,086	19,052	103,607
5018-01 · Digital Ad Serving	207	504	629	2,016	6,050
5020-00 · Search Engine Marketing	1,734	5,000	14,363	20,000	60,000
5022-00 · Email	3,125	3,500	10,626	14,000	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	5,000	15,000
5028-00 · High Impact Media	0	2,750	0	13,000	45,000
Total 5000-00 · CONSUMER MARKETING	67,308	66,445	281,017	300,900	1,204,746
5110-00 · LEISURE SALES					
5107-00 · Creative Production	0	0	2,565	2,000	6,000
5112-00 · Training / Sales Calls	929	500	1,651	500	6,500
5113-00 · Additional Opportunities	697	0	2,254	1,750	7,000
5115-00 · Travel Agent Incentive Program	0	0	0	0	1,500
5120-00 · Domestic - Trade Shows	449	2,000	1,440	3,250	6,450
5131-00 · FAMS -Intl - Travel Trade	2,080	1,500	2,684	2,000	10,500
5132-00 · FAMS -Intl - Media	35	0	35	0	0
5133-00 · Ski-Tops	0	845	0	845	845
5134-00 · Intl Marketing - Additional Opp	2,000	0	4,527	2,750	11,000
5136-00 · Tour Operator Brochure Support	0	0	2,000	2,000	2,000
5137-00 · Co-op Opportunities	0	0	800	5,000	15,000
5141-00 · Australian Sales Mission	0	0	0	0	6,550
5142-00 · UK Sales Mission	0	0	2,177	3,000	3,000
5143-00 · Mountain Travel Symposium	0	0	510	0	1,500
5144-00 · IPW - POW WOW	0	0	(600)	0	11,000
5145-00 · TIA Annual Dues	0	0	0	0	2,650
5146-00 · UK / Black Diamond	2,500	7,750	10,000	15,500	31,000
5147-00 · AUS / Gate 7	7,925	7,925	15,850	15,850	31,700
5149-00 · Mexico Program	0	0	1,607	0	6,500
5150-00 · China Program	154	0	154	3,500	3,500
5154-00 · Canada					
5154-01 · Canada Sales Mission	977	2,000	5,341	6,000	6,000
5154-00 · Canada - Other	0	6,250	5,452	13,500	26,000
Total 5154-00 · Canada	977	8,250	10,793	19,500	32,000
5155-00 · California Star Program	0	0	0	3,500	3,500
5156-00 · German Trade Representation	3,329	4,750	3,329	10,500	23,000
Total 5110-00 · LEISURE SALES	21,075	33,520	61,775	91,445	222,695
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	8,800	8,800	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	20,000	20,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	2,000	2,000	8,000	8,000	24,000
5202-01 · Rich Content Development	0	5,500	4,675	11,000	22,000
5204-00 · Media Mission(s)	1,162	0	2,807	5,300	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	2,000	2,000	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	1,200	1,200	3,600
5208-00 · International Travel Media FAMS	1,196	1,700	1,949	5,100	13,600
5208-01 · Int'l FAM Hard Cost	1,013	1,500	1,301	4,500	12,000

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

October 2019

Accrual Basis

	Oct 19	Budget	Jul - Oct 19	YTD Budget	Annual Budget
5208-02 · Int'l Media Retainer	300	300	1,200	1,200	3,600
5209-00 · Domestic Travel Media FAMS	0	3,500	3,688	14,000	38,500
5210-00 · Content Dev - Newsletters	1,800	1,800	7,200	7,200	21,600
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	16,000	16,000	48,000
5212-00 · Social Giveaways & Contests	0	0	54	1,100	9,200
5213-00 · Facebook Live	1,000	0	1,000	1,620	6,480
5214-00 · Social Takeover	3,595	0	7,952	0	16,000
Total 5200-00 · PUBLIC RELATIONS	24,065	28,300	87,825	107,020	321,580
6000-00 · CONFERENCE SALES					
6002-00 · Destination Print	2,500	0	2,500	23,850	23,850
6003-00 · Geo-Fence Targeting	0	0	0	2,500	2,500
6004-00 · Email	0	0	850	1,700	7,650
6005-00 · Paid Media	0	833	2,522	3,332	10,000
6006-00 · CVENT	0	0	11,167	13,500	13,500
6007-00 · Creative Production	1,396	2,000	8,226	13,000	30,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	4,000	4,000	12,000
6016-00 · MCC Search Engine Marketing	423		446		
6018-00 · MCC Media Commission	351	219	2,098	6,331	8,861
6019-00 · Conference Direct Partnership	0	0	0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	583	0	2,250	6,000	6,000
6152-00 · Client Events / Opportunities	2,194	3,000	3,951	3,000	15,000
6153-00 · Chicago Sales Rep Support	0	600	(605)	1,500	10,000
Total 6000-00 · CONFERENCE SALES	8,447	7,652	37,404	83,713	144,361
6100-00 · TRADE SHOWS					
6111-00 · Site Inspections	310	750	1,422	3,000	7,000
6116-00 · CalSAE Seasonal Spectacular	0	5,000	1,280	5,250	4,250
6118-00 · ASAE Annual	0	0	5,585	6,000	6,000
6120-00 · AFW Client Event	0	0	0	2,500	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	0	0	3,815	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	3,750	0	3,750	3,750	5,250
6157-00 · HPN Partner Conference	1,619	1,500	4,299	3,195	3,195
6160-00 · AllThingsMeetings Silicon Valley	0	0	511	1,000	1,000
6160-01 · AllThingsMeetings East Bay	0	0	0	625	1,625
6161-00 · Connect Southwest	0	0	0	3,750	5,250
6162-00 · Connect Tech & Medical	1,049	1,500	1,049	5,250	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	2,500	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
Total 6100-00 · TRADE SHOWS	6,728	8,750	21,898	66,215	106,610
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	11,122	0	11,122	12,500	50,000
5009-00 · Fulfillment / Mail	212	1,000	7,848	4,000	12,000
5021-00 · RASC-Reno Air Service Corp	25,000	25,000	50,000	50,000	100,000
5122-00 · SSMC Shipping - Sierra Ski Mkt	5		5		
5123-00 · HSVC - High Sierra Visitors	167	0	667	2,000	2,000
7001-00 · Miscellaneous	0	0	253	0	0
7002-00 · CRM Subscription	556	833	3,056	3,332	9,996
7003-00 · IVCBVB Entertainment Fund	540	0	911	2,000	8,000
7004-00 · Research	422	0	25,687	0	24,000
7005-00 · Film Festival	0	0	15,000	15,000	15,000
7006-00 · Special Events	0	0	0	0	30,000
7007-00 · Destimetrics / DMX	0	8,338	0	16,676	33,352
7008-00 · Opportunistic Funds	25,537	25,000	28,216	25,000	50,000
7009-00 · Tahoe Cam Usage	0	177	0	708	2,124
7010-00 · Photo Management & Storage	0	592	0	2,368	7,104
7011-00 · TrendKite PR Software	357	333	1,071	1,332	3,996
8700-00 · Automobile Expense*	457	400	1,816	1,600	4,800
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0		160		
Total 7000-00 · COMMITTED & ADMIN EXPENSES	64,373	61,673	145,811	136,516	352,372

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

October 2019

Accrual Basis

	Oct 19	Budget	Jul - Oct 19	YTD Budget	Annual Budget
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	4,250	4,250	17,000	17,000	51,000
8003-00 · Website Hosting Maintenance	534	4,166	3,738	16,664	50,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	<u>4,784</u>	<u>8,416</u>	<u>20,738</u>	<u>33,664</u>	<u>101,000</u>
Total Expense	<u>196,780</u>	<u>214,756</u>	<u>656,468</u>	<u>819,473</u>	<u>2,453,364</u>
Net Income	<u><u>17,976</u></u>	<u><u>0</u></u>	<u><u>163,004</u></u>	<u><u>(1)</u></u>	<u><u>(2)</u></u>

KEY METRICS FOR October 31, 2019 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru September 2019)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279
2013 - 2014	4,525,882	2,145,820	3,569,535	1,751,001	\$ 11,992,238
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,483	\$ 12,603,558
2015 - 2016	4,872,923	3,874,544	5,436,080	2,349,451	\$ 16,532,998
2016 - 2017	5,504,750	3,319,046	6,140,764	3,358,360	\$ 18,322,920
2017 - 2018	6,277,849	3,453,729	5,636,806	3,196,960	\$ 18,565,344
2018 - 2019	7,066,677	4,032,171	6,976,003	3,421,260	\$ 21,496,111

updated

Visitor Information Comparative Statistics For FYTD 2016/17 - 2019/20 (thru Oct 2019)					
Referrals -	2016-2017	2017-2018	2018-2019	2019-2020	YOY % Change
Tahoe City:					
Walk In	20,967	21,533	21,331	22,632	6.10%
Phone	1,104	1,025	1,137	991	-12.84%
Email	151	163	157	183	16.56%
Kings Beach (Walk In)	3,455	7,883	11,439	8,322	-27.25%
NLT - Event Traffic	4,150	3,087	3,080	2,893	-6.07%
Total	29,827	33,691	37,144	35,021	-5.72%

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		Oct 2019
California (pop. 38,332,521)		3.9%
Placer County (367,309)		2.8%
Dollar Point (1,215)		1.5%
Kings Beach (3,893)		1.6%
Sunnyside/Tahoe City (1,557)		3.6%
Tahoe Vista (1,433)		2.2%

Destimetrics Reservations Activity	FYTD 18/19	FYTD 19/20	YOY % Change
Occupancy	40.5%	37.6%	-7.1%
ADR (Average Daily Rate)	\$ 218	\$ 227	4.2%
RevPAR (Rev per Available Room)	\$ 88	\$ 85	-3.2%
Occupancy 1 Mth Forecast	25.8%	29.8%	15.5%
ADR 1 Mth Forecast	\$ 231	\$ 239	3.4%
RevPAR 1 Mth Forecast	\$ 60	\$ 71	19.5%
Occupancy (prior 6 months)	55.2%	52.7%	-4.5%
ADR (prior 6 months)	\$ 332	\$ 344	3.6%
RevPAR (prior 6 months)	\$ 183	\$ 181	-1.0%
Occupancy (next 6 months)	19.6%	18.1%	-7.5%
ADR (next 6 months)	\$ 339	\$ 390	15.0%
RevPAR (next 6 months)	\$ 66	\$ 71	6.3%

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

Conference Revenue Statistics Comparison FYTD 18/19 vs. FYTD 19/20 at 10/31/2019					
FORWARD LOOKING	2018-19		2019-20		YOY % Change
	Actuals	Forecasted	Forecasted	Forecasted	
Total Revenue Booked	\$2,890,990	\$ 2,466,752	\$ 3,470,265	\$ 40,688%	
Commission for this Revenue	\$ 79,949	\$ 77,975	\$ 47,690	\$ -38.84%	
Number of Room Nights	14,165	13,523	17,049	26.07%	
Number of Bookings	72	54	60	11.11%	
Conference Revenue And Percentage by County:					
	18-19	19-20			
Placer	67%	80%	\$ 1,850,907	\$ 1,641,610	\$ 2,829,956
Washoe	10%	15%	\$ 314,610	\$ 241,375	\$ 545,742
South Lake	24%	5%	\$ 725,473	\$ 583,767	\$ 169,560
Nevada County	0%	0%			
Total Conference Revenue	100%	100%	\$2,890,990	\$ 2,466,752	\$ 3,545,258
CURRENT					43.72%
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal			\$ 70,000	\$ 50,000	-28.57%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month 'Yr October 2019
 Employee Bavetta, Bonnie

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
10.01.2019	A	Adobe Acrobat	1088494528	Acrobat Pro subscription for DeWitt	14.99		8810-00/70
10.10.2019	B	Crashplan Pro	67705193600	server backup monthly fee	9.99		5525-00/70
10.15.2019	C	Tahoe House Bakery	61648	Associate Relations - Anna Atwood bday gift card	25.00		8200-00/11
10.15.2019	D	New Moon Natural Foods	278896	Associate Relations - Liz Bowling bday gift card	25.00		8200-00/Alloc
10.17.2019	E	Adobe Acrobat	1095729197	Acrobat Pro subscription for Bonnie & Katie	33.98		8810-00/Alloc
10.21.2019	F	Intermedia.net	227202681	NLTRA office phone system	688.1894.76		5320-00/Alloc C
10.23.2019	G	Constant Contact	245541935	Email toolkit plus	125.00		8810-00/70
10.28.2019	H	Plumpjack Squaw Valley	190601	Lodging for CEO Candidate	194.25		8300-00/70
10.18.2019	I	Tahoe Tap Haus	6506	TBID meeting with Rob Kautz, Cindy Gustafson, Bonnie Bavetta		69.99	8750-00/70
	J						
	K						
	L						
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	Q						
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	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1	Mileage	See Attached Mileage Report			0.00	8700-00-70
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)							
					1116.39		
					-4,449.97		
						69.99	

Signed By: Bavetta Approved By: _____ Date: 11/7/19

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE
<u>11/7/19 MS</u>	<u>11/13/19 MS</u>	<u>BFB</u>	<u>11/7/17</u>



BANK OF THE WEST
BNP PARIBAS

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0119-2321
Statement Date OCT 28, 2019
Total Activity \$1,116.39

**** 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	\$1,116.39		\$0.00		\$0.00		\$1,116.39

ACCOUNT ACTIVITY					
Posting Date	Transaction Date	Reference Number	Transaction Description		Amount
09-30	09-29	55310209272026594867337	ADOBE *ACROPRO SUBS 8008336687 CA Tran: BL1088494528 Tax ID: 770019522 Mer Ref: BL1088494528 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 96145 Dest Ctry: USA		14.99
10-10	10-09	15270219282000810424941	DRI*CrashPlan for SB 8883148842 MN Tax ID: 411901640 Mer Zip: 55343		9.99
10-15	10-14	55432869287200193446952	SQU*SQ *TAHOE HOUSE BA Tahoe City CA Tran: 00011529215088409 Tax ID: 800429876 Mer Ref: 00011529215088409 Mer Zip: 96145 Origin Zip: 96145 Dest Zip: 96145 Dest Ctry: USA Product Code: 099 Desc: Bakery Food1571090543387 Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 25.00		25.00
10-15	10-14	55500369288837000192548	NEW MOON NATURAL FOODS TAHOE CITY CA Tax ID: 911775206 Mer Ref: 00019254 Mer Zip: 96145 Origin Zip: 96145 Dest Ctry: USA		25.00
10-17	10-16	55310209289026640679349	ADOBE ACROPRO SUBS 8004438158 CA Tran: BL1095729197 Tax ID: 770019522 Mer Ref: BL1095729197 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 94043 Dest Ctry: USA		33.98
10-22	10-21	55480779295026464778605	INTERMEDIA.NET INC 6506414000 WA Tran: 6104809 Tax ID: 411816682 Mer Ref: 6104809 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 59.75 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 628.43		688.18

A
B
C
D
E
F

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0119-2321	Account Summary	
	Statement Date OCT 28, 2019	Purchases & Other Charges	\$1,116.39
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$20,000	Cash Advances	\$0.00
	Disputed Amount \$0.00	Fees	\$0.00
		Credits	\$0.00
		Payments	\$0.00
		Total Activity	\$1,116.39

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	OCT 28, 2019	Total Activity	\$1,116.39
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
10-23	10-22	75418239295081511728061	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
10-28	10-26	55460299300006001011732	PLUMPJACK SQUAW VLLY I OLYMPIC VALLECA Arrival Date: 10/25/19 Departure Date: 10/26/19 Invoice Number: 0000099595 Tax ID: 942978099 Mer Zip: 96146	194.25

G

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: 1088494528

Invoice Date: SEP-28-19

Payment Terms: Credit Card

Due Date: OCT-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	
North America		Invoice Totals				
		S & H	Sales Tax	Currency	Qty Shipped	Invoice Total
		0.00	0.00	USD	1	14.99

Comments:



Invoice

Order Date: 10/9/2019

Order Number: 67705193600

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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north lake tahoe
Member | OVB | Resort Association

Bonnie Bavetta <bonnie@gotahoenorth.com>

Receipt from Tahoe House Bakery & Gourmet

1 message

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

Reply-To: Tahoe House Bakery & Gourmet via Square

<CAESOhIAGixyX21memdrbjNsamJZZWNIZGNsYmh3eXMzc2IzY3cycWlqaWZ6ZXU1c25peSIzGhbG9ndWUjIP8yWGBn00DGlnab8cbXNqXe9Ddos3j04GCgc4DsNgYQD@reply2.squareup.com>

To: bonnie@gotahoenorth.com

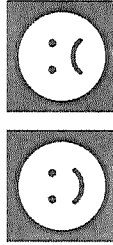
Mon, Oct 14, 2019 at 12:13 PM

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



Tahoe House Bakery & Gourmet

How was your experience?



*Ann's Card
Gift Card
\$200.00/11
Bonnie
10/14/19*

\$25.00

Gift Card	\$25.00
Total	\$25.00

Bonnie

*43 Bday
Gift Card 8200.00*

505 W. Lake Blvd.
Tahoe City, CA 96145
(530) 583-7426

Mon-Sat 9-7 Sun 10-6

*BB
10/14/19*

10/14/19 12:08 PM 278896
01 CINNABON

7808177000444 Gift Card New Gift 25.00
Card
SUBTOTAL 25.00
TOTAL 25.00
Credit Card 25.00
TOTAL TENDERED 25.00
Change 0.00

Gift Card Account #####
Bal @ 12:08 10/14/2019 = \$25.00
Authorization # 902

CARD INFORMATION:

Name: BAVETTA/BONNIE
Card Type: Maste
Account: 2321
Amount: USD \$25.00
Approval #: 036317
Date: 10/14/19
Reference #: 000278896001
MID: **0560
Mode: Issuer
Card Name: MASTERCARD
AID: A0000000041010

RETURN POLICY:

We will happily refund or exchange any item if you aren't 100% satisfied, within 90 days of purchase.

Original receipt required.



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: 1095729197

Invoice Date: OCT-15-19

Payment Terms: Credit Card

Due Date: OCT-22-19

Purchase Order: ADB067740022

Contract No 00004490

Order Number: 7001287628

Order Date: JUL-15-19

Customer No.: 1452233

Bill to No. 1200696926

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

Bill To:

Bonnie Bavetta
PO Box 1757
CA 96145-1757

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

Comments:





Explanation of charges

Get granular information about your charges for a selected transaction.

Print

Transaction Details

Transaction Detail ID: 227202681
 Service Date*: 10/21/2019 12:00:00 AM
 Processed Date: 10/21/2019 7:10:38 AM
 Service Charges: \$628.61
 Tax Amount: \$59.56
 Total: \$688.18
 User Name: NLTRA
 Billing Cycle: 1 month(s)
 Comment: Voice services 09/21/19-10/21/19

***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	\$100.43	\$100.43	\$100.43	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$2.62	\$2.62	\$2.62	0 %	regular
Voice Services	Canada Inbound Toll-Free	one-time	1	\$0.18	\$0.18	\$0.18	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$75.62	\$75.62	\$75.62	0 %	regular
						\$628.61		

Taxes, Fees & Surcharges

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$48.75	\$48.75
State/Province	State	1	1	\$9.10	\$9.10
Local	Local	1	1	\$1.71	\$1.71
					\$59.56



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: 11/07/2019
User Name: nltra1

Invoices from 10/07/2019 to 11/07/2019

Date	Description	Charge Amount	Credit Amount
10/27/2019 Invoice #245541935	Constant Contact Toolkit - Email Plus	\$125.00	
	Contacts		
	5,001 - 10,000 Contacts		
	Maximum Number of Contacts This Billing Period:	\$125.00	
	5229		
	Period from 10/27/2019 to 11/26/2019		

Billing questions? Contact Support

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



north lake tahoe
Chamber | CVB | Resort Association

Bonnie Bavetta <bonnie@gotahoenorth.com>

Changing your reservation at PlumpJack Squaw Valley Inn

1 message

PlumpJack Squaw Valley Inn <SVI@plumpjack.com>

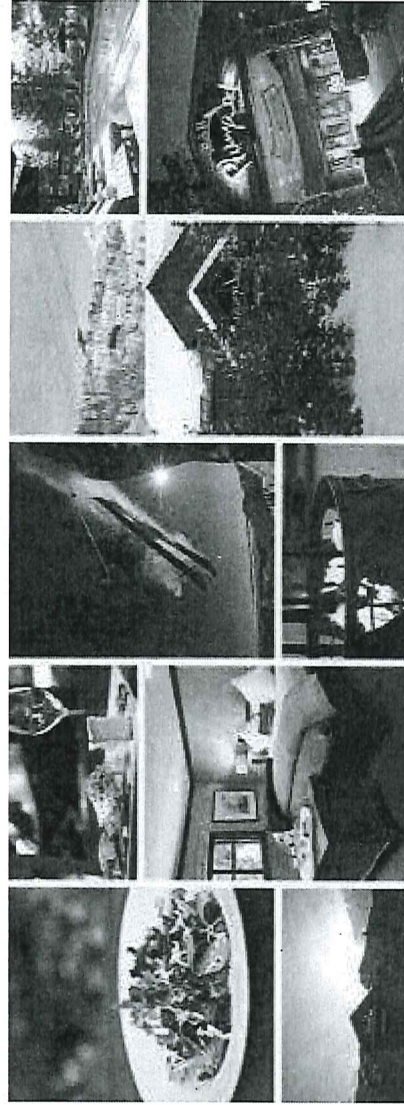
Reply-To: PlumpJack Squaw Valley Inn <SVI@plumpjack.com>

To: Jeffrey Hentz <bonnie_96146001-190601@gotahoenorth.com>

Fri, Oct 25, 2019 at 9:50 AM

Changing your reservation at PlumpJack Squaw Valley Inn

[view your reservation online](#)



Dear Jeffrey Hentz,

Thank you for contacting us to modify your reservation at PlumpJack Squaw Valley Inn. Your booking has been updated, so please verify that the information below is correct.

Guest Name: **[REDACTED]** *CEO Candidate*

Confirmation Number: 190601

Arrival: 2019-10-31

Departure: 2019-11-01

Number of 1
Nights:
Room: SUPERIOR KING 2ND FLO
Adults: 1
Children:
Average 155.00
Daily Rate:
Total Rate: 155.00

Resort Fee: \$20 per night plus tax. Group reservation resort fees are subject to the contracted rate.

All Reservations must be Guaranteed with a Major Credit Card All reservations must be cancelled 7 days prior to arrival to avoid fee of full room deposit. Cancellations must be made prior to 6pm, 7 days before the arrival date. Holidays require a 14 day cancellation, holidays include 12/20/19-1/4/20, 1/17-19/2020, and 2/14-22/2020. Group reservations require a 30 day cancellation unless otherwise defined in the group contract. No Shows are charged at a 100%.

A valid credit card and photo ID must be presented upon arrival for verification and incidentals. We unfortunately are unable to authorize debit cards at check in.

We look forward to welcoming you here in beautiful Olympic Valley, CA. And remember, if there is anything we can do to make your stay more comfortable, please don't hesitate to contact us.

Warm Regards,

Steve Lamb

Steve Lamb
General Manager



PLUMPJACK
SQUAW VALLEY INN

1920 Squaw Valley Road
Post Office Box 2407
Olympic Valley, CA 96146
North Lake Tahoe
svi@plumpjack.com

530.583.1576 Tel
800.323.ROOM Toll Free
530.583.1734 Fax (Hotel)

[Forward this email](#) | [Unsubscribe](#)



TAHOE TAP HAUS
TAHOE CITY, CA

CHECK #: 6506
Date: Oct. 18, 2019 Time: 1:43pm
Server: Grace Table# 21
Guests: 3

HAUS BURGER 15.00
CAI SOB 17.00
LAMB STEAK MANWI 16.00
HOT TEA 4.00
ICED TEA 3.00

Sub Total: 55.00
Sales Tax: 3.99

Balance: 58.99

THANK YOU

*** Tip Calculator ***

Percentage	Tip	Total
.16	9.90	68.89
.20	11.00	69.99
.22	12.10	71.09

** Customer Copy **

Tahoe Tap Haus
475 NORTH LAKE BLVD
TAHOE CITY, CA
530-584-2886

Friday, October 18, 2019 1:49:36 PM

Type: VISA Chk: 6506
Acct #: 8096 XX/XX Batch #: 274
Auth #: 154354 Seq: 7 Table: 21
Serv #: Grace

Sale: \$ 58.99
+Tip 11.00
Total 69.99

THANK YOU
tahoetaphas.com

Cindy
Rob
Bonnie