



# FINANCE COMMITTEE AGENDA

Monday December 30, 2019 at 2:00 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:

- 11/25/19 Meeting Minutes [MOTION] ..... Pg. 1

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

- Review Staff Report of Financial Performance ..... Pg. 2
- NLTRA 11/30/19 Financials Approval [MOTION] ..... Pg. 4
- NLTMC 11/30/19 Financials Review ..... Pg. 23

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

- TBID Update
- Finance Committee Membership Terms

### H. Supplemental Information

- November 2019 Dashboard Report .....Pg. 30

### I. Approval of Interim CEO Expenses November 2019 [MOTION]..... Pg. 31

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

### K. Next Meeting Date

### L. Committee Member Comments

### M. Adjourn



FINANCE COMMITTEE MEETING - Minutes Draft

Monday November 25, 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 3:02 PM (3)
- B. Roll Call:
  - Members in Attendance: Jim Phelan – Board Member
  - Members via Phone: Christy Beck – Board Treasurer, Ramona Cruz
  - Staff in Attendance: Bonnie Bavetta, DeWitt Van Siclen
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
  - No amendments to agenda
  - **MOTION** to approve the agenda; Jim Phelan/Ramona Cruz, Approved 3-0-0
- E. Approval of Finance Committee Minutes:
  - **MOTION** to approve October 29th, 2019 Finance Committee meeting minutes; Jim Phelan/Ramona Cruz approved 3-0-0
- F. Review and Approval of October 31, 2019 Preliminary Financials
  - Review Staff Report – Preliminary October 31, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
  - Review NLT Marketing Coop October 31, 2019 preliminary financials.
  - **MOTION** to approve October 31, 2019 NLTRA YTD financials; Ramona Cruz/Jim Phelan approved 3-0-0
- G. Items for Committee Review, Discussion and/or Recommendations
  - Review of TBID Update
  - Finance Committee Membership Term discussed
- H. Supplemental Information
  - Review October 2019 Dashboard Report
- I. Approval of Interim CEO Expenses for October 2019
  - **MOTION** to approve Interim CEO Expenses for October 2019; Jim Phelan/Ramona Cruz, approved 3-0-0
- J. Agenda Input for Next Finance Committee Meeting
  - TBID Update
- K. Next Meeting Date – December 30, 2019 at 2:00 PM
- L. Committee Member Comments
  - **None**
- M. Adjourn 3:38 PM



north lake tahoe

Chamber | CVB | Resort Association

Date: 12/30/19

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

From: Bonnie Bavetta, CFO

RE: Report for November 2019

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A summary of preliminary NLTRA financial results for November 30, 2019 follows:

- Cash balance on November 30, 2019 of \$926,000 was \$263,000 or approximately 40% greater than prior year primarily due to AR- TOT decrease (\$50,000), AP timing (\$88,000), greater year-to-date net income (lower expenses offset partially by lower revenues, net \$85,000), and the 18/19 year end increase to the marketing reserve (\$32,000).
- The Accounts Receivable – TOT balance of \$238,000 reflected the County TOT funding for November. Payment was received in December. Balance at this date last year was \$288,000.
- Membership dues and other membership related accounts receivable totaled \$19,000, an increase of \$5,000 from prior year.
- Receivable from NLTMC of \$7,000 reflected the credit card charges and other amounts due from NLTMC to NLTRA. Balance was down \$5,000 from prior year.
- Accounts payable, including credit cards, of \$138,000 were \$88,000 greater than prior year due to timing. Expenses were down year-to-date relative to prior year.
- Wages and related liabilities of \$123,000 were \$7,000 or 6% greater than prior year, due primarily to timing of commission payments.
- Accrued Expenses of \$8,000 were \$7,000 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.
- Deferred Revenue-Member Dues of \$34,000 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 \$14,711 greater than prior year.
- YTD consolidated net income of \$85,000 at month end November represented Membership's positive net results YTD of \$17,000, and \$68,000 net positive results from TOT funded departments.
- Operating Results YTD – Marketing
  - YTD Revenue from Placer TOT Funding of \$1,138,000 was below budget \$19,000, the result of pay for performance expenditures being below budget.

- Net expenses, before overhead allocation, totaled \$913,000 and were \$57,000 or approximately 6% under budget, primarily due to timing,
- Total net results before overhead allocation of \$174,000 were positive to budget \$27,000.
- Operating Results YTD – Conference
  - Commission & conference dues revenue of \$34,000 was \$13,000 above budget. TOT revenue of \$150,000 was on budget
  - Expenses of \$138,000 before allocated overhead were under budget \$8,000 due to staff vacancies.
  - Net results were better than budget by \$28,000
- Operating Results YTD – Visitor Center
  - Merchandise sales of \$59,000 were on budget. TOT revenue of \$158,000 was on budget.
  - Expenses before overhead allocation of \$179,000 were \$7,000 below budget.
  - Net results of \$38,000 were \$8,000 better than budget.
- Operating Results YTD – TMPI
  - TOT revenue of \$72,000 was on budget.
  - Expenditures of \$55,000 before overhead were \$11,000 below budget due primarily to timing.
  - Net results of \$17,000 were positive to budget \$11,000.
- Operating Results YTD – Membership
  - Membership dues revenue of \$56,000 was \$2,000 better than budget. Other Membership revenue of \$6,000 was \$2,000 below budget.
  - Expenses of \$37,000 were \$15,000 below budget due primarily to reduced staff expense.
  - Net income of \$25,000 before overhead allocations was \$14,000 favorable to budget.
  - Net income of \$17,000 after overhead allocations was \$17,000 favorable to budget.
- Operating Results YTD – Administration
  - Total expenses of \$195,000 were \$66,000 below budget due primarily to staff vacancies and professional fees timing.
- Membership cash position as of November 30, 2019
  - Membership activities resulted in a net income \$17,067
  - Deferred revenues of \$33,778 less receivables of \$17,960 contributed an additional \$15,818 in cash
  - Prior years' cumulative negative net results totaled \$17,007
  - Net cash totaled \$15,878, no other funds were required to support Membership activities

Summary of North Lake Tahoe Marketing Cooperative financial results at November 30, 2019:

- Cash balance at month end of \$245,000 was \$223,000 less than prior year due to greater accounts receivable (\$83,000, NLTRA), the reduction of prior fund surpluses in late FY18/19 (\$165,000) and lower net income (\$61,000), offset partially by slower pay on accounts(\$93,000).
- Accounts payable of \$173,000 were \$93,000 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 \$179,000 was \$61,000 greater than prior year due largely to timing
- Year-to-date funding from NLTRA and IVCBVB of \$988,000 was on budget
- Consumer Marketing expenditures of \$359,000 were \$35,000 or 9% below budget due to timing
- Leisure Sales expenditures of \$74,000 were \$28,000 or 27% below budget due to timing
- Public Relations expenses of \$110,000 were \$32,000 or 22% below budget also due to timing
- Conference Sales expenditures of \$51,000 were \$38,000 below budget
- Trade Show expenditures of \$26,000 were \$52,000 below budget
- Committed & Administrative expenditures of \$165,000 were \$24,000 or 17% over budget due to timing
- Website & Maintenance expenses of \$25,000 were \$17,000 below budget due to timing
- Net income of \$179,000 was better than budget by \$179,000

# **North Lake Tahoe Resort Association**

Preliminary

Financial Statements for the Period

Ending

November 30, 2019

# North Lake Tahoe Resort Association

## Balance Sheet

As of November 30, 2019

Accrual Basis

	Nov 30, 19	Nov 30, 18	\$ Change	% Change	Jun 30, 19
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	293	409	(116)	(28%)	116
1003-00 · Cash - Operations BOTW #6712	525,812	333,248	192,564	58%	332,281
1007-00 · Cash - Payroll BOTW #7421	5,864	6,548	(684)	(10%)	11,572
1008-00 · Marketing Reserve - Plumas	50,275	50,200	75	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,735	100,533	202	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	211,221	142,461	68,760	48%	138,243
10950 · Cash in Drawer	2,676	950	1,726	182%	1,678
<b>Total Checking/Savings</b>	<b>926,458</b>	<b>663,931</b>	<b>262,527</b>	<b>40%</b>	<b>664,366</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	28,654	24,650	4,004	16%	24,817
1290-00 · A/R - TOT	238,355	287,990	(49,635)	(17%)	57,504
<b>Total Accounts Receivable</b>	<b>267,009</b>	<b>312,640</b>	<b>(45,631)</b>	<b>(15%)</b>	<b>82,321</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	623	248	375	151%	10
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	17,960	13,685	4,275	31%	2,720
1201-03 · Member AR - Other	1,270	0	1,270	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	900	(900)	(100%)	0
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>19,230</b>	<b>14,585</b>	<b>4,645</b>	<b>32%</b>	<b>6,465</b>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,775)	0	0%	(1,587)
<b>12100 · Inventory Asset</b>					
25300 · Gift Cards Outstanding	18	0	18	100%	15
12100 · Inventory Asset - Other	30,512	24,130	6,382	26%	22,015
<b>Total 12100 · Inventory Asset</b>	<b>30,530</b>	<b>24,130</b>	<b>6,400</b>	<b>27%</b>	<b>22,030</b>
1299 · Receivable from NLTC	7,425	12,114	(4,689)	(39%)	15,703
1490-00 · Security Deposits	1,250	1,250	0	0%	1,250
<b>Total Other Current Assets</b>	<b>56,283</b>	<b>49,552</b>	<b>6,731</b>	<b>14%</b>	<b>43,871</b>
<b>Total Current Assets</b>	<b>1,249,750</b>	<b>1,026,123</b>	<b>223,627</b>	<b>22%</b>	<b>790,558</b>
<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	(19,675)	(19,225)	(450)	(2%)	(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>	<b>819</b>	<b>2,296</b>	<b>(1,477)</b>	<b>(64%)</b>	<b>1,409</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	14,904	17,775	(2,871)	(16%)	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100
1400-00 · Prepaid Expenses - Other	7,521	8,836	(1,315)	(15%)	3,964

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of November 30, 2019

Accrual Basis

	<u>Nov 30, 19</u>	<u>Nov 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
Total 1400-00 · Prepaid Expenses	22,525	27,611	(5,086)	(18%)	18,376
Total Other Assets	22,525	27,611	(5,086)	(18%)	18,376
<b>TOTAL ASSETS</b>	<b><u>1,273,092</u></b>	<b><u>1,056,027</u></b>	<b><u>217,065</u></b>	<b><u>21%</u></b>	<b><u>810,343</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	137,743	49,264	88,479	180%	73,556
<b>Total Accounts Payable</b>	<b>137,743</b>	<b>49,264</b>	<b>88,479</b>	<b>180%</b>	<b>73,556</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	18,109	22,362	(4,253)	(19%)	20,922
2101-00 · Incentive Payable	24,086	25,082	(996)	(4%)	58,630
2102-00 · Commissions Payable	16,486	3,986	12,500	314%	7,132
2120-00 · Empl. Federal Tax Payable	7,023	9,686	(2,663)	(27%)	9,775
2175-00 · 401 (k) Plan	3,928	5,427	(1,499)	(28%)	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>122,625</b>	<b>115,547</b>	<b>7,078</b>	<b>6%</b>	<b>153,821</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	0	26	(26)	(100%)	827
25500 · *Sales Tax Payable	1,150	1,240	(90)	(7%)	2,307
2190-00 · Sales and Use Tax Payable - Other	0	36	(36)	(100%)	0
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>1,150</b>	<b>1,302</b>	<b>(152)</b>	<b>(12%)</b>	<b>3,134</b>
2250-00 · Accrued Expenses	8,451	1,339	7,112	531%	59,690
2400-60 · Deferred Revenue- Member Dues	33,778	37,046	(3,268)	(9%)	57,969
2500-00 · Deferred Revenue - TMBC	675	599	76	13%	840
2651-00 · Deferred Rev - Conference	0	4,904	(4,904)	(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	5,160	14,711	285%	19,871
<b>Total Other Current Liabilities</b>	<b>536,855</b>	<b>520,269</b>	<b>16,586</b>	<b>3%</b>	<b>295,325</b>
<b>Total Current Liabilities</b>	<b>674,598</b>	<b>569,533</b>	<b>105,065</b>	<b>18%</b>	<b>368,881</b>
<b>Total Liabilities</b>	<b>674,598</b>	<b>569,533</b>	<b>105,065</b>	<b>18%</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
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	157,034	72,139	84,895	118%	(5,338)
<b>Total Equity</b>	<b>598,495</b>	<b>486,491</b>	<b>112,004</b>	<b>23%</b>	<b>441,461</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>1,273,092</u></b>	<b><u>1,056,027</u></b>	<b><u>217,065</u></b>	<b><u>21%</u></b>	<b><u>810,343</u></b>

**North Lake Tahoe Resort Association**

**A/R Aging Summary**

	<b>As of November 30, 2019</b>	<b>Current</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
<b>County of Placer</b>	238,355.14	0.00	0.00	0.00	0.00	238,355.14
<b>Hyatt Regency Lake Tahoe Resort, Spa &amp; Ca</b>	0.00	0.00	2,524.00	1,476.10	0.00	4,000.10
<b>Incline Community Business Association</b>	0.00	0.00	0.00	0.00	1,000.00	1,000.00
<b>PlumpJack Squaw Valley Inn</b>	0.00	0.00	0.00	0.00	429.00	429.00
<b>Resort at Squaw Creek*</b>	0.00	9,853.20	0.00	0.00	0.00	9,853.20
<b>Ritz-Carlton Lake Tahoe</b>	0.00	0.00	0.00	0.00	3,009.78	3,009.78
<b>The Village at Squaw Valley</b>	3,626.30	3,626.30	0.00	0.00	3,109.32	10,361.92
<b>TOTAL</b>	<b><u>241,981.44</u></b>	<b><u>13,479.50</u></b>	<b><u>2,524.00</u></b>	<b><u>1,476.10</u></b>	<b><u>7,548.10</u></b>	<b><u>267,009.14</u></b>





# Aging by Revenue Item

## As of 11/30/2019

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>									
101-200	Employees Membership Dues		\$0.00	\$940.00	\$0.00	\$0.00	\$0.00	\$0.00	\$940.00
11-20	Employees Membership Dues		\$0.00	\$335.00	\$0.00	\$0.00	\$335.00	\$0.00	\$670.00
1-5	Employees Membership Dues		\$1,995.00	\$285.00	\$570.00	\$0.00	\$1,425.00	\$3,135.00	\$7,410.00
21-50	Employees Membership Dues		\$3,075.00	\$0.00	\$520.00	\$0.00	\$0.00	\$1,040.00	\$4,635.00
50-100	Employees Membership Dues		\$1,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$470.00	\$1,920.00
6-10	Employees Membership Dues		\$315.00	\$25.00	\$315.00	\$0.00	\$0.00	\$630.00	\$1,285.00
	Member dues prior FY Totals:		\$0.00	\$275.00	\$0.00	\$0.00	\$0.00	\$0.00	\$275.00
	Non-Profit Membership Dues Totals:		\$0.00	\$165.00	\$0.00	\$0.00	\$330.00	\$330.00	\$825.00
1201-01	Member AR Membership		\$6,835.00	\$2,025.00	\$1,405.00	\$0.00	\$2,090.00	\$5,605.00	\$17,960.00
<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	\$0.00	\$180.00	\$180.00
	Eblast Totals:		\$235.00	\$0.00	\$0.00	\$345.00	\$0.00	\$80.00	\$660.00
	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	\$0.00	\$200.00	\$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		\$235.00	\$0.00	\$0.00	\$545.00	\$0.00	\$490.00	\$1,270.00
	<b>GRAND TOTALS</b>		\$7,070.00	\$2,025.00	\$1,405.00	\$545.00	\$2,090.00	\$6,095.00	\$19,230.00

# North Lake Tahoe Resort Association

## A/P Aging Summary

As of November 30, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
ADP	388.96	0.00	0.00	0.00	0.00	388.96
AloeHydrate	88.50	0.00	0.00	0.00	0.00	88.50
Amber Burke	5.39	50.00	0.00	0.00	0.00	55.39
Anne-Karin Atwood*	47.70	25.00	0.00	0.00	0.00	72.70
Annie's Cleaning Service	675.00	0.00	0.00	0.00	0.00	675.00
AT & T*	482.18	0.00	0.00	0.00	0.00	482.18
Bank of the West Bank Card Center	10,042.61	0.00	0.00	0.00	0.00	10,042.61
Big Blue Adventures	90.00	0.00	0.00	0.00	0.00	90.00
Boarding for Breast Cancer	2,500.00	0.00	0.00	0.00	0.00	2,500.00
Bonnie L Bavetta	0.00	119.99	0.00	0.00	0.00	119.99
Chris Werfel	0.00	25.00	0.00	0.00	0.00	25.00
Cintas Corporation #623	208.48	0.00	0.00	0.00	0.00	208.48
Dharma Love	500.00	0.00	0.00	0.00	0.00	500.00
Dog Tahoe	580.00	0.00	0.00	0.00	0.00	580.00
Geo-Tourism Specialties	162.61	0.00	0.00	0.00	0.00	162.61
Greg Howey*	39.00	50.00	0.00	0.00	0.00	89.00
Homewood Mountain Resort *	0.00	3,000.00	0.00	0.00	0.00	3,000.00
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
Kaplowe Studios, LLC.	99.00	0.00	0.00	0.00	0.00	99.00
Katie Biggers	0.00	25.00	0.00	0.00	0.00	25.00
Kelly Benson	371.25	0.00	0.00	0.00	0.00	371.25
Kym Fabel	0.00	50.00	0.00	0.00	0.00	50.00
Liberty Utilities*	0.00	356.47	0.00	0.00	0.00	356.47
Liz Bowling	41.53	50.00	0.00	0.00	0.00	91.53
McClintock Accountancy	450.00	0.00	0.00	0.00	0.00	450.00
North Lake Tahoe Marketing Co-op	0.00	89,141.00	0.00	0.00	0.00	89,141.00
Philadelphia Insurance Companies	854.30	0.00	0.00	0.00	0.00	854.30
Porter Simon*	340.00	860.00	0.00	0.00	0.00	1,200.00
Principal Financial Group	0.00	2,060.35	0.00	0.00	0.00	2,060.35
Ray Morgan Company, LLC	0.00	134.16	0.00	0.00	0.00	134.16
Rob Kautz	10,000.00	10,250.00	0.00	0.00	0.00	20,250.00
Ryan Fitch	264.00	0.00	0.00	0.00	0.00	264.00
Sarah Winters	39.00	50.00	0.00	0.00	0.00	89.00
SDBX Studio, LLC.	0.00	325.00	0.00	0.00	0.00	325.00
Southwest Gas Corporation*	138.34	0.00	0.00	0.00	0.00	138.34
Swigard's True Value Hardware, Inc.*	0.00	50.13	0.00	0.00	0.00	50.13
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Toffee Candy Company	36.00	0.00	0.00	0.00	0.00	36.00
Tahoe Truckee Sierra Disposal*	236.67	0.00	0.00	0.00	0.00	236.67
Van Siclen, DeWitt	400.00	25.00	0.00	0.00	0.00	425.00
Wholesale Resort Accessories, Inc.	218.50	0.00	0.00	0.00	78.00	296.50
Woodluck LLC	1,577.90	-292.20	0.00	0.00	0.00	1,285.70
YIG Administration	108.25	0.00	0.00	0.00	0.00	108.25
<b>TOTAL</b>	<b><u>31,141.92</u></b>	<b><u>106,354.90</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>246.00</u></b>	<b><u>137,742.82</u></b>

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

Accrual Basis

July through November 2019

	Jul - Nov 19	Jul - Nov 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	1,517,768	1,609,948	-92,180	-6%
4200-00 · Membership Dues Revenue	55,971	55,366	605	1%
4205-00 · Conference Dues	0	4,262	-4,262	-100%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	0	527	-527	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
4251-00 · Tues AM Breakfast Club	2,340	2,702	-362	-13%
4250-00 · Revenues-Membership Activities - Other	3,576	3,395	181	5%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>5,916</b>	<b>9,246</b>	<b>-3,330</b>	<b>-36%</b>
4252-00 · Sponsorships	0	600	-600	-100%
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	8,618	-2,055	-24%
4600-00 · Commissions - Other	27,597	27,370	227	1%
<b>Total 4600-00 · Commissions</b>	<b>34,160</b>	<b>35,988</b>	<b>-1,828</b>	<b>-5%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	215	2,344	-2,129	-91%
46000 · Merchandise Sales - Other	58,755	58,621	134	0%
<b>Total 46000 · Merchandise Sales</b>	<b>58,970</b>	<b>60,965</b>	<b>-1,995</b>	<b>-3%</b>
<b>Total Income</b>	<b>1,672,785</b>	<b>1,776,381</b>	<b>-103,596</b>	<b>-6%</b>
<b>Gross Profit</b>	<b>1,672,785</b>	<b>1,776,381</b>	<b>-103,596</b>	<b>-6%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	11,445	12,032	-587	-5%
5020-00 · P/R - Tax Expense	29,401	31,627	-2,226	-7%
5030-00 · P/R - Health Insurance Expense	56,258	49,958	6,300	13%
5040-00 · P/R - Workmans Comp	4,151	3,285	866	26%
5060-00 · 401 (k)	15,141	16,969	-1,828	-11%
5070-00 · Other Benefits and Expenses	1,739	1,546	193	13%
5000-00 · Salaries & Wages - Other	359,172	433,173	-74,001	-17%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>477,306</b>	<b>548,590</b>	<b>-71,284</b>	<b>-13%</b>
5100-00 · Rent				
5110-00 · Utilities	4,032	4,979	-947	-19%
5140-00 · Repairs & Maintenance	2,387	926	1,461	158%
5150-00 · Office - Cleaning	3,900	2,865	1,035	36%
5100-00 · Rent - Other	65,290	63,826	1,464	2%
<b>Total 5100-00 · Rent</b>	<b>75,609</b>	<b>72,596</b>	<b>3,013</b>	<b>4%</b>
5310-00 · Telephone				
5320-00 · Telephone	9,257	14,972	-5,715	-38%
5350-00 · Internet	0	25	-25	-100%
<b>Total 5310-00 · Telephone</b>	<b>9,257</b>	<b>14,997</b>	<b>-5,740</b>	<b>-38%</b>
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	54	-54	-100%
5420-00 · Mail - USPS - Other	817	1,315	-498	-38%
<b>Total 5420-00 · Mail - USPS</b>	<b>817</b>	<b>1,368</b>	<b>-551</b>	<b>-40%</b>
5510-00 · Insurance/Bonding	6,889	2,677	4,212	157%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	575	3,204	-2,629	-82%
5520-00 · Supplies - Other	8,008	5,148	2,860	56%
<b>Total 5520-00 · Supplies</b>	<b>8,583</b>	<b>8,352</b>	<b>231</b>	<b>3%</b>
5610-00 · Depreciation	590	745	-156	-21%
5700-00 · Equipment Support & Maintenance	205	650	-445	-68%
5710-00 · Taxes, Licenses & Fees	4,499	4,156	344	8%
5740-00 · Equipment Rental/Leasing	13,536	5,234	8,302	159%
5800-00 · Training Seminars	755	2,278	-1,523	-67%
5850-00 · Artist of Month - Commissions	2,338	1,894	444	23%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	2,000	840	1,160	138%

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

Accrual Basis

July through November 2019

	Jul - Nov 19	Jul - Nov 18	\$ Change	% Change
5920-00 · Professional Fees - Accountant	18,800	21,000	-2,200	-11%
5921-00 · Professional Fees - Other	50,399	0	50,399	100%
<b>Total 5900-00 · Professional Fees</b>	<b>71,199</b>	<b>21,840</b>	<b>49,359</b>	<b>226%</b>
5941-00 · Research & Planning	0	5,000	-5,000	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	0	0	0	0%
<b>Total 6020-00 · Programs</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,668	34,278	391	1%
6421-04 · Broken Arrow Skyrace	0	20,000	-20,000	-100%
6421-06 · Spartan	254,019	254,000	19	0%
6421-08 · Tough Mudder	0	8,000	-8,000	-100%
6421-10 · WinterWonderGrass - Tahoe	-220	47	-267	-564%
<b>Total 6420-01 · Sponsorships</b>	<b>288,467</b>	<b>316,325</b>	<b>-27,858</b>	<b>-9%</b>
6421-00 · New Event Development	220	0	220	100%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,617	2,514	-897	-36%
<b>Total 6420-00 · Events</b>	<b>290,304</b>	<b>318,839</b>	<b>-28,535</b>	<b>-9%</b>
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,140	0	1,140	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,469	-2,836	-82%
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	2,649	6,551	-3,902	-60%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,129	1,788	-658	-37%
<b>Total 6423-00 · Membership Activities</b>	<b>7,292</b>	<b>13,500</b>	<b>-6,208</b>	<b>-46%</b>
6730-00 · Marketing Cooperative/Media	487,145	608,263	-121,118	-20%
6742-00 · Non-NLT Co-Op Marketing Program	5,399	13,759	-8,360	-61%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	5,450	7,132	-1,682	-24%
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	0	1,000	-1,000	-100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>5,450</b>	<b>8,132</b>	<b>-2,682</b>	<b>-33%</b>
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	729	759	-29	-4%
52500 · Purchase Discounts	-1	-40	40	99%
59900 · POS Inventory Adjustments	116	32	85	268%
8100-00 · Cost of Goods Sold - Other	31,270	31,348	-78	-0%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>32,115</b>	<b>32,098</b>	<b>17</b>	<b>0%</b>
8200-00 · Associate Relations	489	903	-414	-46%
8300-00 · Board Functions	4,755	4,780	-25	-1%
8500-00 · Credit Card Fees	3,065	3,056	9	0%
8700-00 · Automobile Expenses	1,322	2,397	-1,075	-45%
8750-00 · Meals/Meetings	993	1,211	-217	-18%
8810-00 · Dues & Subscriptions	3,817	2,757	1,060	39%
8920-00 · Bad Debt	2,138	4,287	-2,149	-50%
<b>Total Expense</b>	<b>1,515,867</b>	<b>1,704,357</b>	<b>-188,491</b>	<b>-11%</b>
<b>Net Ordinary Income</b>	<b>156,918</b>	<b>72,024</b>	<b>84,895</b>	<b>118%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	116	116	0	0%
<b>Total Other Income</b>	<b>116</b>	<b>116</b>	<b>0</b>	<b>0%</b>
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>

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

Accrual Basis

July through November 2019

	Jul - Nov 19	Jul - Nov 18	\$ Change	% Change
Net Other Income	116	116	0	0%
Net Income	<u>157,034</u>	<u>72,139</u>	<u>84,895</u>	<u>118%</u>

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

Accrual Basis

All Departments

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	238,355	243,002	(4,647)	1,517,768	1,536,699	(18,931)	3,914,430
4200-00 · Membership Dues Revenue	11,086	10,833	253	55,971	54,167	1,805	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	833	(833)	0	833	(833)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	2,917	(2,917)	7,000
4251-00 · Tues AM Breakfast Club - Other	910	0	910	2,340	0	2,340	3,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>910</b>	<b>583</b>	<b>327</b>	<b>2,340</b>	<b>2,917</b>	<b>(577)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	930			3,576			
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,840</b>	<b>1,417</b>	<b>423</b>	<b>5,916</b>	<b>6,450</b>	<b>(534)</b>	<b>65,200</b>
4253-00 · Revenue- Other	0	333	(333)	0	1,667	(1,667)	4,000
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	3,626	3,626	0	27,597	21,495	6,102	28,276
<b>Total 4600-00 · Commissions</b>	<b>3,626</b>	<b>3,626</b>	<b>0</b>	<b>34,160</b>	<b>21,495</b>	<b>12,666</b>	<b>28,276</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	20	400	(380)	215	2,000	(1,785)	4,800
46000 · Merchandise Sales - Other	10,900	5,000	5,900	58,755	56,400	2,355	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>10,920</b>	<b>5,400</b>	<b>5,520</b>	<b>58,970</b>	<b>58,400</b>	<b>570</b>	<b>112,900</b>
<b>Total Income</b>	<b>265,828</b>	<b>264,612</b>	<b>1,216</b>	<b>1,672,785</b>	<b>1,678,877</b>	<b>(6,092)</b>	<b>4,254,806</b>
<b>Gross Profit</b>	<b>265,828</b>	<b>264,612</b>	<b>1,216</b>	<b>1,672,785</b>	<b>1,678,877</b>	<b>(6,092)</b>	<b>4,254,806</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	631	800	(169)	11,445	4,000	7,445	9,600
5020-00 · P/R - Tax Expense	3,312	7,149	(3,837)	29,401	35,497	(6,095)	84,163
5030-00 · P/R - Health Insurance Expense	12,512	11,868	644	56,258	59,340	(3,082)	142,416
5040-00 · P/R - Workmans Comp	600	1,088	(489)	4,151	5,773	(1,623)	13,981
5060-00 · 401 (k)	2,387	3,472	(1,086)	15,141	17,150	(2,010)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	400	(400)	960
5070-00 · Other Benefits and Expenses	625	413	211	1,739	2,067	(328)	5,040
5000-00 · Salaries & Wages - Other	63,044	86,792	(23,748)	359,172	428,660	(69,488)	1,049,304
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>83,110</b>	<b>111,663</b>	<b>(28,554)</b>	<b>477,306</b>	<b>552,886</b>	<b>(75,581)</b>	<b>1,347,445</b>
5100-00 · Rent							
5110-00 · Utilities	731	1,039	(307)	4,032	5,075	(1,043)	12,899
5140-00 · Repairs & Maintenance	1,671	1,547	124	2,387	7,402	(5,015)	21,938
5150-00 · Office - Cleaning	675	560	115	3,900	3,003	897	9,505
5100-00 · Rent - Other	13,058	12,514	544	65,290	62,843	2,447	151,529
<b>Total 5100-00 · Rent</b>	<b>16,135</b>	<b>15,660</b>	<b>476</b>	<b>75,609</b>	<b>78,323</b>	<b>(2,714)</b>	<b>195,871</b>
5310-00 · Telephone							
5320-00 · Telephone	1,662	2,084	(422)	9,257	10,433	(1,176)	24,134
<b>Total 5310-00 · Telephone</b>	<b>1,662</b>	<b>2,084</b>	<b>(422)</b>	<b>9,257</b>	<b>10,433</b>	<b>(1,176)</b>	<b>24,134</b>
5420-00 · Mail - USPS	374	213	161	817	1,085	(268)	2,578
5510-00 · Insurance/Bonding	1,682	808	874	6,889	4,025	2,864	9,604
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	435	490	(55)	575	6,468	(5,893)	10,442
5520-00 · Supplies - Other	1,269	1,407	(139)	8,008	17,601	(9,593)	29,248
<b>Total 5520-00 · Supplies</b>	<b>1,704</b>	<b>1,897</b>	<b>(193)</b>	<b>8,583</b>	<b>24,069</b>	<b>(15,486)</b>	<b>39,690</b>
5610-00 · Depreciation	118	150	(32)	590	746	(156)	1,560
5700-00 · Equipment Support & Maintenance	134	2,420	(2,286)	205	12,100	(11,895)	29,280
5710-00 · Taxes, Licenses & Fees	780	1,045	(265)	4,499	5,380	(881)	12,695
5740-00 · Equipment Rental/Leasing	2,251	1,241	1,010	13,536	6,352	7,184	15,104
5800-00 · Training Seminars	17	421	(404)	755	4,713	(3,958)	12,835
5850-00 · Artist of Month - Commissions	1,163	360	803	2,338	1,800	538	4,320
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,200	725	475	2,000	3,625	(1,625)	9,000
5920-00 · Professional Fees - Accountant	450	0	450	18,800	22,400	(3,600)	24,900
5921-00 · Professional Fees - Other	10,000	11,983	(1,983)	50,399	59,917	(9,518)	81,800
<b>Total 5900-00 · Professional Fees</b>	<b>11,650</b>	<b>12,708</b>	<b>(1,058)</b>	<b>71,199</b>	<b>85,942</b>	<b>(14,743)</b>	<b>115,700</b>
5941-00 · Research & Planning	0	1,800	(1,800)	0	9,000	(9,000)	21,600
6020-00 · Programs							
6016-00 · Special Event Partnership	(1,250)	0	(1,250)	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000

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

Accrual Basis

All Departments

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Bud...
<b>Total 6020-00 · Programs</b>	(1,250)	0	(1,250)	0	0	0	80,000
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6023-00 · Autumn Food & Wine	0	0	0	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	0	0	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	(220)	0	(220)	(220)	0	(220)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
<b>Total 6420-01 · Sponsorships</b>	(220)	0	(220)	288,467	292,395	(3,928)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	220	12,500	(12,280)	30,000
6424-00 · Event Operation Expenses	206	667	(461)	1,617	3,335	(1,718)	8,000
<b>Total 6420-00 · Events</b>	(14)	3,167	(3,181)	290,304	308,230	(17,926)	515,695
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	570	0	570	1,140	0	1,140	27,500
6435-00 · Shop Local Event	0	0	0	0	2,500	(2,500)	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	315	0	315	633	0	633	0
6437-00 · Tuesday Morning Breakfast Club	0	500	(500)	1,741	2,500	(759)	6,000
6442-00 · Public Relations/Website	379	417	(38)	2,649	2,083	566	5,000
6423-00 · Membership Activities - Other	0	2,683	(2,683)	1,129	2,883	(1,754)	8,500
<b>Total 6423-00 · Membership Activities</b>	1,264	3,600	(2,336)	7,292	9,967	(2,674)	52,000
6730-00 · Marketing Cooperative/Media	89,141	89,141	0	487,145	487,145	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	1,389	2,000	(611)	5,399	11,910	(6,511)	27,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	0	0	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	0	550	(550)	0	1,000	(1,000)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	0	550	(550)	5,450	8,132	(2,682)	80,000
7500-00 · Trade Shows/Travel	0	0	0	0	1,500	(1,500)	3,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	171	100	71	729	700	29	1,190
52500 · Purchase Discounts	0	0	0	(1)	0	1	0
59900 · POS Inventory Adjustments	0	0	0	116	0	116	0
8100-00 · Cost of Goods Sold - Other	7,084	2,500	4,584	31,270	28,200	3,070	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	7,255	2,600	4,655	32,115	28,900	3,215	55,240
8200-00 · Associate Relations	40	648	(608)	489	3,240	(2,751)	7,756
8300-00 · Board Functions	473	250	223	4,755	3,500	1,255	5,950
8500-00 · Credit Card Fees	634	481	154	3,065	3,503	(439)	7,454
8600-00 · Additional Opportunites	0	3,500	(3,500)	0	7,591	(7,591)	32,091
8700-00 · Automobile Expenses	56	546	(490)	1,322	2,730	(1,407)	6,285
8750-00 · Meals/Meetings	240	462	(221)	993	2,307	(1,314)	5,534
8810-00 · Dues & Subscriptions	514	616	(102)	3,817	3,079	738	7,490
8910-00 · Travel	0	1,800	(1,800)	0	1,800	(1,800)	7,800
8920-00 · Bad Debt	95	0	95	2,138	0	2,138	0
<b>Total Expense</b>	220,618	261,830	(41,212)	1,515,867	1,680,387	(164,520)	4,232,983
<b>Net Ordinary Income</b>	45,210	2,782	42,428	156,918	(1,510)	158,428	21,823
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	23	0	23	116	0	116	0
<b>Total Other Income</b>	23	0	23	116	0	116	0
<b>Other Expense</b>							
8990-00 · Allocated	0	(1)	1	0	(1)	1	0
<b>Total Other Expense</b>	0	(1)	1	0	(1)	1	0
<b>Net Other Income</b>	23	1	22	116	1	115	0
<b>Net Income</b>	45,233	2,783	42,450	157,034	(1,509)	158,543	21,823

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

Accrual Basis

**11 - Marketing**

	<u>Nov 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Nov 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	164,182	168,830	(4,648)	1,138,323	1,157,256	(18,933)	3,044,007
<b>Total Income</b>	<u>164,182</u>	<u>168,830</u>	<u>(4,648)</u>	<u>1,138,323</u>	<u>1,157,256</u>	<u>(18,933)</u>	<u>3,044,007</u>
<b>Gross Profit</b>	164,182	168,830	(4,648)	1,138,323	1,157,256	(18,933)	3,044,007
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	6,875	6,875	0	16,500
5020-00 · P/R - Tax Expense	1,391	2,037	(647)	8,404	10,187	(1,783)	21,537
5030-00 · P/R - Health Insurance Expense	4,338	3,667	671	21,255	18,335	2,920	44,004
5040-00 · P/R - Workmans Comp	112	178	(67)	662	891	(229)	2,139
5060-00 · 401 (k)	903	1,019	(115)	4,290	5,093	(804)	12,224
5070-00 · Other Benefits and Expenses	120	160	(40)	487	800	(313)	1,920
5000-00 · Salaries & Wages - Other	23,119	25,467	(2,348)	114,397	127,335	(12,938)	305,604
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>31,357</u>	<u>33,903</u>	<u>(2,546)</u>	<u>156,369</u>	<u>169,517</u>	<u>(13,147)</u>	<u>403,929</u>
5100-00 · Rent							
5110-00 · Utilities	119	132	(13)	785	713	72	2,001
5140-00 · Repairs & Maintenance	46	80	(34)	46	80	(34)	4,367
5150-00 · Office - Cleaning	252	183	68	1,457	967	491	2,866
5100-00 · Rent - Other	2,442	2,050	392	12,176	10,594	1,582	24,200
<b>Total 5100-00 · Rent</b>	<u>2,858</u>	<u>2,445</u>	<u>413</u>	<u>14,465</u>	<u>12,354</u>	<u>2,111</u>	<u>33,434</u>
5310-00 · Telephone							
5320-00 · Telephone	462	600	(138)	2,569	3,000	(431)	6,600
<b>Total 5310-00 · Telephone</b>	<u>462</u>	<u>600</u>	<u>(138)</u>	<u>2,569</u>	<u>3,000</u>	<u>(431)</u>	<u>6,600</u>
5420-00 · Mail - USPS	34	50	(16)	252	250	2	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,000	(3,000)	3,700
5520-00 · Supplies - Other	89	150	(61)	858	750	108	4,750
<b>Total 5520-00 · Supplies</b>	<u>89</u>	<u>250</u>	<u>(161)</u>	<u>858</u>	<u>3,750</u>	<u>(2,892)</u>	<u>8,450</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	600	(600)	1,440
5710-00 · Taxes, Licenses & Fees	0			60			
5740-00 · Equipment Rental/Leasing	0	315	(315)	1,149	1,575	(426)	3,780
5800-00 · Training Seminars	17	0	17	666	609	57	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	500	(500)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	2,000	(2,000)	4,800
<b>Total 5900-00 · Professional Fees</b>	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>0</u>	<u>2,500</u>	<u>(2,500)</u>	<u>6,300</u>
5941-00 · Research & Planning	0	1,500	(1,500)	0	7,500	(7,500)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	(1,250)	0	(1,250)	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	<u>(1,250)</u>	<u>0</u>	<u>(1,250)</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	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	0	0	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	(220)	0	(220)	(220)	0	(220)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
<b>Total 6420-01 · Sponsorships</b>	<u>(220)</u>	<u>0</u>	<u>(220)</u>	<u>288,467</u>	<u>292,395</u>	<u>(3,928)</u>	<u>477,695</u>
6421-00 · New Event Development	0	2,500	(2,500)	220	12,500	(12,280)	30,000
6424-00 · Event Operation Expenses	206	667	(461)	1,617	3,335	(1,718)	8,000
<b>Total 6420-00 · Events</b>	<u>(14)</u>	<u>3,167</u>	<u>(3,181)</u>	<u>290,304</u>	<u>308,230</u>	<u>(17,926)</u>	<u>515,695</u>
6730-00 · Marketing Cooperative/Media	78,565	78,565	0	434,262	434,262	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	818	1,000	(182)	4,027	6,910	(2,883)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	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	0	550	(550)	0	1,000	(1,000)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<u>0</u>	<u>550</u>	<u>(550)</u>	<u>5,450</u>	<u>8,132</u>	<u>(2,682)</u>	<u>80,000</u>
8200-00 · Associate Relations	25	140	(115)	152	700	(548)	1,660
8500-00 · Credit Card Fees	0			50			
8600-00 · Additional Opportunitites	0	3,000	(3,000)	0	5,091	(5,091)	26,091
8700-00 · Automobile Expenses	18	130	(112)	878	650	228	1,560
8750-00 · Meals/Meetings	233	163	70	451	813	(362)	1,950
8810-00 · Dues & Subscriptions	124	250	(126)	917	1,250	(333)	3,000



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

Accrual Basis

11 - Marketing

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	1,800	(1,800)	0	1,800	(1,800)	6,300
<b>Total Expense</b>	<b>113,336</b>	<b>128,448</b>	<b>(15,112)</b>	<b>912,878</b>	<b>969,491</b>	<b>(56,613)</b>	<b>2,595,931</b>
<b>Net Ordinary Income</b>	<b>50,846</b>	<b>40,382</b>	<b>10,464</b>	<b>225,445</b>	<b>187,765</b>	<b>37,680</b>	<b>448,076</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 - Revenues- Interest & Investment	23			116			
<b>Total Other Income</b>	<b>23</b>			<b>116</b>			
<b>Other Expense</b>							
8990-00 - Allocated	25,114	36,204	(11,090)	140,095	187,827	(47,732)	448,076
<b>Total Other Expense</b>	<b>25,114</b>	<b>36,204</b>	<b>(11,090)</b>	<b>140,095</b>	<b>187,827</b>	<b>(47,732)</b>	<b>448,076</b>
<b>Net Other Income</b>	<b>(25,091)</b>	<b>(36,204)</b>	<b>11,113</b>	<b>(139,979)</b>	<b>(187,827)</b>	<b>47,848</b>	<b>(448,076)</b>
<b>Net Income</b>	<b>25,755</b>	<b>4,178</b>	<b>21,577</b>	<b>85,466</b>	<b>(63)</b>	<b>85,529</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	30,465	30,464	0	149,927	149,926	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	3,626	3,626	0	27,597	21,495	6,102	28,276
<b>Total 4600-00 · Commissions</b>	<u>3,626</u>	<u>3,626</u>	<u>0</u>	<u>34,160</u>	<u>21,495</u>	<u>12,666</u>	<u>28,276</u>
<b>Total Income</b>	<u>34,091</u>	<u>34,091</u>	<u>0</u>	<u>184,087</u>	<u>171,421</u>	<u>12,666</u>	<u>411,528</u>
<b>Gross Profit</b>	34,091	34,091	0	184,087	171,421	12,666	411,528
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	631	800	(169)	11,445	4,000	7,445	9,600
5020-00 · P/R - Tax Expense	324	1,064	(740)	3,266	5,318	(2,053)	12,764
5030-00 · P/R - Health Insurance Expense	3,251	1,754	1,497	13,961	8,770	5,191	21,048
5040-00 · P/R - Workmans Comp	31	88	(57)	325	438	(113)	1,051
5060-00 · 401 (k)	191	501	(309)	1,806	2,503	(697)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	400	(400)	960
5070-00 · Other Benefits and Expenses	56	0	56	258	0	258	0
5000-00 · Salaries & Wages - Other	4,782	12,514	(7,732)	44,586	62,570	(17,984)	150,168
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>9,266</u>	<u>16,800</u>	<u>(7,534)</u>	<u>75,648</u>	<u>83,999</u>	<u>(8,351)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	58	66	(8)	383	330	53	792
5140-00 · Repairs & Maintenance	23	45	(23)	23	225	(203)	540
5150-00 · Office - Cleaning	123	94	29	711	470	241	1,128
5100-00 · Rent - Other	1,146	1,025	121	5,713	5,125	588	12,300
<b>Total 5100-00 · Rent</b>	<u>1,349</u>	<u>1,230</u>	<u>119</u>	<u>6,829</u>	<u>6,150</u>	<u>679</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	200	300	(100)	1,299	1,500	(201)	3,600
<b>Total 5310-00 · Telephone</b>	<u>200</u>	<u>300</u>	<u>(100)</u>	<u>1,299</u>	<u>1,500</u>	<u>(201)</u>	<u>3,600</u>
5420-00 · Mail - USPS	17	15	2	67	75	(8)	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	155	(155)	372
5520-00 · Supplies - Other	43	30	13	218	195	23	594
<b>Total 5520-00 · Supplies</b>	<u>43</u>	<u>61</u>	<u>(18)</u>	<u>218</u>	<u>350</u>	<u>(132)</u>	<u>966</u>
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	0	125	(125)	507	623	(116)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	52,883	52,883	0	126,916
8200-00 · Associate Relations	15	80	(65)	31	400	(369)	960
8500-00 · Credit Card Fees	90	0	90	90	0	90	0
8810-00 · Dues & Subscriptions	0	20	(20)	4	100	(96)	240
<b>Total Expense</b>	<u>21,555</u>	<u>29,207</u>	<u>(7,651)</u>	<u>137,608</u>	<u>146,081</u>	<u>(8,473)</u>	<u>350,956</u>
<b>Net Ordinary Income</b>	<u>12,535</u>	<u>4,884</u>	<u>7,651</u>	<u>46,479</u>	<u>25,340</u>	<u>21,139</u>	<u>60,572</u>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	3,388	4,884	(1,496)	18,900	25,340	(6,440)	60,572
<b>Total Other Expense</b>	<u>3,388</u>	<u>4,884</u>	<u>(1,496)</u>	<u>18,900</u>	<u>25,340</u>	<u>(6,440)</u>	<u>60,572</u>
<b>Net Other Income</b>	<u>(3,388)</u>	<u>(4,884)</u>	<u>1,496</u>	<u>(18,900)</u>	<u>(25,340)</u>	<u>6,440</u>	<u>(60,572)</u>
<b>Net Income</b>	<u><u>9,147</u></u>	<u><u>0</u></u>	<u><u>9,147</u></u>	<u><u>27,579</u></u>	<u><u>0</u></u>	<u><u>27,579</u></u>	<u><u>0</u></u>

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

**42 - Visitor Center**

Accrual Basis

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	31,852	31,852	0	157,937	157,937	0	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	20	400	(380)	215	2,000	(1,785)	4,800
46000 · Merchandise Sales - Other	10,900	5,000	5,900	58,755	56,400	2,355	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>10,920</b>	<b>5,400</b>	<b>5,520</b>	<b>58,970</b>	<b>58,400</b>	<b>570</b>	<b>112,900</b>
<b>Total Income</b>	<b>42,773</b>	<b>37,252</b>	<b>5,521</b>	<b>216,907</b>	<b>216,337</b>	<b>570</b>	<b>511,206</b>
<b>Gross Profit</b>	<b>42,773</b>	<b>37,252</b>	<b>5,521</b>	<b>216,907</b>	<b>216,337</b>	<b>570</b>	<b>511,206</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	924	1,240	(316)	7,198	7,150	48	17,362
5030-00 · P/R - Health Insurance Expense	1,980	2,225	(245)	8,522	11,125	(2,603)	26,700
5040-00 · P/R - Workmans Comp	355	569	(214)	2,817	3,282	(465)	7,856
5060-00 · 401 (k)	463	506	(43)	2,881	2,918	(37)	6,984
5070-00 · Other Benefits and Expenses	24	80	(56)	165	400	(235)	960
5000-00 · Salaries & Wages - Other	12,292	12,650	(358)	79,414	72,950	6,464	174,600
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>16,037</b>	<b>17,270</b>	<b>(1,233)</b>	<b>100,997</b>	<b>97,825</b>	<b>3,172</b>	<b>234,462</b>
5100-00 · Rent							
5110-00 · Utilities	424	650	(226)	2,008	3,000	(992)	7,600
5140-00 · Repairs & Maintenance	1,028	1,000	28	1,148	5,000	(3,852)	12,000
5150-00 · Office - Cleaning	25	50	(25)	142	250	(108)	2,500
5100-00 · Rent - Other	6,502	6,500	2	32,505	32,500	5	78,800
<b>Total 5100-00 · Rent</b>	<b>7,978</b>	<b>8,200</b>	<b>(222)</b>	<b>35,803</b>	<b>40,750</b>	<b>(4,947)</b>	<b>100,900</b>
5310-00 · Telephone							
5320-00 · Telephone	200	242	(42)	1,105	1,210	(105)	2,904
<b>Total 5310-00 · Telephone</b>	<b>200</b>	<b>242</b>	<b>(42)</b>	<b>1,105</b>	<b>1,210</b>	<b>(105)</b>	<b>2,904</b>
5420-00 · Mail - USPS	12	50	(38)	47	250	(203)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	55	(55)	0	307	(307)	1,310
5520-00 · Supplies - Other	641	517	124	1,821	2,607	(786)	4,894
<b>Total 5520-00 · Supplies</b>	<b>641</b>	<b>572</b>	<b>69</b>	<b>1,821</b>	<b>2,914</b>	<b>(1,093)</b>	<b>6,204</b>
5610-00 · Depreciation	118	118	(0)	590	590	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	500	(500)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	0	235	(235)	881	1,175	(294)	2,820
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	1,163	360	803	2,338	1,800	538	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)	1,000	5,000	(4,000)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	171	100	71	729	700	29	1,190
52500 · Purchase Discounts	0	0	0	(1)	0	1	0
59900 · POS Inventory Adjustments	0	0	0	116	0	116	0
8100-00 · Cost of Goods Sold - Other	7,084	2,500	4,584	31,270	28,200	3,070	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>7,255</b>	<b>2,600</b>	<b>4,655</b>	<b>32,115</b>	<b>28,900</b>	<b>3,215</b>	<b>55,240</b>
8200-00 · Associate Relations	0	58	(58)	169	290	(121)	696
8500-00 · Credit Card Fees	354	189	165	1,883	2,045	(162)	3,954
8700-00 · Automobile Expenses	17	100	(83)	221	500	(279)	950
8750-00 · Meals/Meetings	0	65	(65)	145	325	(180)	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>33,975</b>	<b>31,159</b>	<b>2,816</b>	<b>179,134</b>	<b>186,229</b>	<b>(7,095)</b>	<b>435,965</b>
<b>Net Ordinary Income</b>	<b>8,798</b>	<b>6,093</b>	<b>2,705</b>	<b>37,773</b>	<b>30,108</b>	<b>7,665</b>	<b>75,241</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,226	6,093	(1,867)	23,576	31,609	(8,033)	75,243
<b>Total Other Expense</b>	<b>4,226</b>	<b>6,093</b>	<b>(1,867)</b>	<b>23,576</b>	<b>31,609</b>	<b>(8,033)</b>	<b>75,243</b>
<b>Net Other Income</b>	<b>(4,226)</b>	<b>(6,093)</b>	<b>1,867</b>	<b>(23,576)</b>	<b>(31,609)</b>	<b>8,033</b>	<b>(75,243)</b>
<b>Net Income</b>	<b>4,571</b>	<b>0</b>	<b>4,571</b>	<b>14,197</b>	<b>(1,501)</b>	<b>15,698</b>	<b>(2)</b>

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

Accrual Basis

51 - TMPI

	Nov 19	Budget	\$ Over Bu...	Jul - Nov 19	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	11,856	11,856	0	71,580	71,580	0	88,866
<b>Total Income</b>	11,856	11,856	0	71,580	71,580	0	88,866
<b>Gross Profit</b>	11,856	11,856	0	71,580	71,580	0	88,866
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	0	165	(165)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	20	(20)	48
5040-00 · P/R - Workmans Comp	0	4	(4)	0	20	(20)	48
5060-00 · 401 (k)	0	23	(23)	0	115	(115)	276
5000-00 · Salaries & Wages - Other	0	567	(567)	0	2,835	(2,835)	6,804
<b>Total 5000-00 · Salaries &amp; Wages</b>	0	631	(631)	0	3,155	(3,155)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	5	(5)	0	28	(28)	36
5140-00 · Repairs & Maintenance	0	3	(3)	0	3	(3)	6
5150-00 · Office - Cleaning	0	6	(6)	0	33	(33)	41
5100-00 · Rent - Other	544	72	472	1,633	288	1,345	504
<b>Total 5100-00 · Rent</b>	544	86	458	1,633	352	1,281	587
5310-00 · Telephone							
5320-00 · Telephone	0	42	(42)	0	223	(223)	230
<b>Total 5310-00 · Telephone</b>	0	42	(42)	0	223	(223)	230
5420-00 · Mail - USPS	0	0	0	0	18	(18)	18
5510-00 · Insurance/Bonding	0	13	(13)	0	50	(50)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	1,548	(1,548)	1,560
5520-00 · Supplies - Other	235	2	233	2,763	10,507	(7,744)	10,510
<b>Total 5520-00 · Supplies</b>	235	14	221	2,763	12,055	(9,292)	12,070
5740-00 · Equipment Rental/Leasing	0	0	0	0	149	(149)	216
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	10,000	10,000	0	50,398	50,000	398	55,000
<b>Total 5900-00 · Professional Fees</b>	10,000	10,000	0	50,398	50,000	398	55,000
8700-00 · Automobile Expenses	0	3	(3)	0	17	(17)	25
8750-00 · Meals/Meetings	0	1	(1)	0	3	(3)	4
<b>Total Expense</b>	10,779	10,790	(11)	54,793	66,022	(11,229)	75,786
<b>Net Ordinary Income</b>	1,077	1,066	11	16,787	5,558	11,229	13,080
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	734	1,057	(323)	4,092	5,486	(1,394)	13,080
<b>Total Other Expense</b>	734	1,057	(323)	4,092	5,486	(1,394)	13,080
<b>Net Other Income</b>	(734)	(1,057)	323	(4,092)	(5,486)	1,394	(13,080)
<b>Net Income</b>	<b>344</b>	<b>9</b>	<b>335</b>	<b>12,695</b>	<b>72</b>	<b>12,623</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,086	10,833	253	55,971	54,167	1,805	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	833	(833)	0	833	(833)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	2,917	(2,917)	7,000
4251-00 · Tues AM Breakfast Club - Other	910	0	910	2,340	0	2,340	3,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>910</b>	<b>583</b>	<b>327</b>	<b>2,340</b>	<b>2,917</b>	<b>(577)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	930			3,576			
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,840</b>	<b>1,417</b>	<b>423</b>	<b>5,916</b>	<b>6,450</b>	<b>(534)</b>	<b>65,200</b>
4253-00 · Revenue- Other	0	333	(333)	0	1,667	(1,667)	4,000
<b>Total Income</b>	<b>12,926</b>	<b>12,583</b>	<b>343</b>	<b>61,887</b>	<b>62,283</b>	<b>(396)</b>	<b>199,200</b>
<b>Gross Profit</b>	<b>12,926</b>	<b>12,583</b>	<b>343</b>	<b>61,887</b>	<b>62,283</b>	<b>(396)</b>	<b>199,200</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(6,875)	(6,875)	0	(16,500)
5020-00 · P/R - Tax Expense	230	434	(204)	2,891	2,171	720	5,211
5030-00 · P/R - Health Insurance Expense	1,112	849	263	3,357	4,245	(888)	10,188
5040-00 · P/R - Workmans Comp	20	44	(25)	184	222	(38)	532
5060-00 · 401 (k)	146	253	(108)	1,644	1,266	378	3,038
5070-00 · Other Benefits and Expenses	8	13	(5)	16	67	(51)	160
5000-00 · Salaries & Wages - Other	4,055	6,329	(2,274)	21,142	31,645	(10,503)	75,948
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>4,196</b>	<b>6,548</b>	<b>(2,352)</b>	<b>22,360</b>	<b>32,740</b>	<b>(10,381)</b>	<b>78,577</b>
5100-00 · Rent							
5110-00 · Utilities	28	36	(8)	182	179	3	430
5140-00 · Repairs & Maintenance	11	44	(33)	11	219	(208)	525
5150-00 · Office - Cleaning	58	27	32	338	133	204	320
5100-00 · Rent - Other	93	497	(404)	1,546	2,485	(939)	5,965
<b>Total 5100-00 · Rent</b>	<b>190</b>	<b>603</b>	<b>(414)</b>	<b>2,076</b>	<b>3,017</b>	<b>(940)</b>	<b>7,240</b>
5310-00 · Telephone							
5320-00 · Telephone	96	150	(54)	552	750	(198)	1,800
<b>Total 5310-00 · Telephone</b>	<b>96</b>	<b>150</b>	<b>(54)</b>	<b>552</b>	<b>750</b>	<b>(198)</b>	<b>1,800</b>
5420-00 · Mail - USPS	8	8	(0)	32	42	(10)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	208	(208)	500
5520-00 · Supplies - Other	21	83	(63)	104	417	(313)	1,000
<b>Total 5520-00 · Supplies</b>	<b>21</b>	<b>125</b>	<b>(104)</b>	<b>104</b>	<b>625</b>	<b>(521)</b>	<b>1,500</b>
5710-00 · Taxes, Licenses & Fees	0	0	0	14	0	14	0
5740-00 · Equipment Rental/Leasing	0	225	(225)	674	1,125	(451)	2,700
5800-00 · Training Seminars	0	21	(21)	0	104	(104)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	417	(417)	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>83</b>	<b>(83)</b>	<b>0</b>	<b>417</b>	<b>(417)</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	570	0	570	1,140	0	1,140	27,500
6435-00 · Shop Local Event	0	0	0	0	2,500	(2,500)	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	315	0	315	633	0	633	0
6437-00 · Tuesday Morning Breakfast Club	0	500	(500)	1,741	2,500	(759)	6,000
6442-00 · Public Relations/Website	379	417	(38)	2,649	2,083	566	5,000
6423-00 · Membership Activities - Other	0	2,683	(2,683)	1,129	2,883	(1,754)	8,500
<b>Total 6423-00 · Membership Activities</b>	<b>1,264</b>	<b>3,600</b>	<b>(2,336)</b>	<b>7,292</b>	<b>9,967</b>	<b>(2,674)</b>	<b>52,000</b>
8200-00 · Associate Relations	0	25	(25)	13	125	(113)	300
8500-00 · Credit Card Fees	145	292	(146)	867	1,458	(591)	3,500
8700-00 · Automobile Expenses	21	63	(42)	201	313	(112)	750
8750-00 · Meals/Meetings	8	83	(76)	245	417	(172)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	70	229	(159)	550
8920-00 · Bad Debt	95			2,138			
<b>Total Expense</b>	<b>6,043</b>	<b>11,872</b>	<b>(5,829)</b>	<b>36,637</b>	<b>51,328</b>	<b>(14,691)</b>	<b>151,267</b>
<b>Net Ordinary Income</b>	<b>6,883</b>	<b>711</b>	<b>6,172</b>	<b>25,250</b>	<b>10,955</b>	<b>14,295</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

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	1,467	2,115	(648)	8,184	10,973	(2,789)	26,107
Total Other Expense	1,467	2,115	(648)	8,184	10,973	(2,789)	26,107
Net Other Income	(1,467)	(2,115)	648	(8,184)	(10,973)	2,789	(26,107)
<b>Net Income</b>	<b>5,416</b>	<b>(1,404)</b>	<b>6,820</b>	<b>17,067</b>	<b>(18)</b>	<b>17,084</b>	<b>21,826</b>

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

**70 - Administration**

Accrual Basis

	Nov 19	Budget	\$ Over Budget	Jul - Nov 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	443	2,341	(1,898)	7,643	10,505	(2,862)	26,892
5030-00 · P/R - Health Insurance Expense	1,831	3,369	(1,538)	9,162	16,845	(7,683)	40,428
5040-00 · P/R - Workmans Comp	83	205	(122)	162	920	(758)	2,355
5060-00 · 401 (k)	684	1,171	(487)	4,520	5,255	(735)	13,452
5070-00 · Other Benefits and Expenses	417	160	257	813	800	13	2,000
5000-00 · Salaries & Wages - Other	18,795	29,265	(10,470)	99,632	131,325	(31,693)	336,180
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>22,253</b>	<b>36,511</b>	<b>(14,258)</b>	<b>121,932</b>	<b>165,650</b>	<b>(43,718)</b>	<b>421,307</b>
5100-00 · Rent							
5110-00 · Utilities	103	150	(47)	674	825	(151)	2,040
5140-00 · Repairs & Maintenance	563	375	188	1,159	1,875	(716)	4,500
5150-00 · Office - Cleaning	218	200	18	1,252	1,150	102	2,650
5100-00 · Rent - Other	2,332	2,370	(38)	11,718	11,850	(132)	29,760
<b>Total 5100-00 · Rent</b>	<b>3,216</b>	<b>3,095</b>	<b>121</b>	<b>14,803</b>	<b>15,700</b>	<b>(897)</b>	<b>38,950</b>
5310-00 · Telephone							
5320-00 · Telephone	705	750	(45)	3,732	3,750	(18)	9,000
<b>Total 5310-00 · Telephone</b>	<b>705</b>	<b>750</b>	<b>(45)</b>	<b>3,732</b>	<b>3,750</b>	<b>(18)</b>	<b>9,000</b>
5420-00 · Mail - USPS	303	90	213	419	450	(31)	1,080
5510-00 · Insurance/Bonding	1,682	795	887	6,889	3,975	2,914	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	435	250	185	575	1,250	(675)	3,000
5520-00 · Supplies - Other	240	625	(385)	2,245	3,125	(880)	7,500
<b>Total 5520-00 · Supplies</b>	<b>675</b>	<b>875</b>	<b>(200)</b>	<b>2,820</b>	<b>4,375</b>	<b>(1,555)</b>	<b>10,500</b>
5610-00 · Depreciation	0	32	(32)	0	156	(156)	380
5700-00 · Equipment Support & Maintenance	134	2,200	(2,066)	205	11,000	(10,795)	26,400
5710-00 · Taxes, Licenses & Fees	780	1,045	(265)	4,374	5,225	(851)	12,540
5740-00 · Equipment Rental/Leasing	2,251	341	1,910	10,325	1,705	8,620	4,092
5800-00 · Training Seminars	0	400	(400)	89	2,000	(1,911)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,200	625	575	2,000	3,125	(1,125)	7,500
5920-00 · Professional Fees - Accountant	450	0	450	18,800	22,400	(3,600)	24,900
5921-00 · Professional Fees - Other	0	1,500	(1,500)	1	7,500	(7,499)	21,000
<b>Total 5900-00 · Professional Fees</b>	<b>1,650</b>	<b>2,125</b>	<b>(475)</b>	<b>20,801</b>	<b>33,025</b>	<b>(12,224)</b>	<b>53,400</b>
5941-00 · Research & Planning	0	300	(300)	0	1,500	(1,500)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	371	0	371	371	0	371	0
7500-00 · Trade Shows/Travel	0	0	0	0	1,500	(1,500)	3,000
8200-00 · Associate Relations	0	345	(345)	125	1,725	(1,600)	4,140
8300-00 · Board Functions	473	250	223	4,755	3,500	1,255	5,950
8500-00 · Credit Card Fees	45			175			
8600-00 · Additional Opportunitites	0	500	(500)	0	2,500	(2,500)	6,000
8700-00 · Automobile Expenses	0	250	(250)	22	1,250	(1,228)	3,000
8750-00 · Meals/Meetings	0	150	(150)	153	750	(597)	1,800
8810-00 · Dues & Subscriptions	390	300	90	2,826	1,500	1,326	3,600
<b>Total Expense</b>	<b>34,929</b>	<b>50,354</b>	<b>(15,425)</b>	<b>194,816</b>	<b>261,236</b>	<b>(66,420)</b>	<b>623,079</b>
<b>Net Ordinary Income</b>	<b>(34,929)</b>	<b>(50,354)</b>	<b>15,425</b>	<b>(194,816)</b>	<b>(261,236)</b>	<b>66,420</b>	<b>(623,079)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(34,929)	(50,354)	15,425	(194,846)	(261,236)	66,390	(623,078)
<b>Total Other Expense</b>	<b>(34,929)</b>	<b>(50,354)</b>	<b>15,425</b>	<b>(194,846)</b>	<b>(261,236)</b>	<b>66,390</b>	<b>(623,078)</b>
<b>Net Other Income</b>	<b>34,929</b>	<b>50,354</b>	<b>(15,425)</b>	<b>194,846</b>	<b>261,236</b>	<b>(66,390)</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

November 30, 2019



# North Lake Tahoe Marketing Cooperative Balance Sheet

As of November 30, 2019

Accrual Basis

	Nov 30, 19	Nov 30, 18	\$ Change	% Change	Jun 30, 19
<b>ASSETS</b>					
<b>Current Assets</b>					
Checking/Savings					
1000-00 · Cash	244,962	467,469	(222,507)	(48%)	363,031
<b>Total Checking/Savings</b>	<b>244,962</b>	<b>467,469</b>	<b>(222,507)</b>	<b>(48%)</b>	<b>363,031</b>
Accounts Receivable					
1200-00 · Accounts Receivable	91,125	7,816	83,309	1,066%	10,196
<b>Total Accounts Receivable</b>	<b>91,125</b>	<b>7,816</b>	<b>83,309</b>	<b>1,066%</b>	<b>10,196</b>
Other Current Assets					
1300 · Reimbursements Receivable	0	166	(166)	(100%)	4,362
1350-00 · Security Deposits	3,325	100	3,225	3,225%	100
<b>Total Other Current Assets</b>	<b>3,325</b>	<b>266</b>	<b>3,059</b>	<b>1,150%</b>	<b>4,462</b>
<b>Total Current Assets</b>	<b>339,412</b>	<b>475,551</b>	<b>(136,139)</b>	<b>(29%)</b>	<b>377,689</b>
Other Assets					
1400-00 · Prepaid Expenses	37,812	34,346	3,466	10%	12,340
<b>Total Other Assets</b>	<b>37,812</b>	<b>34,346</b>	<b>3,466</b>	<b>10%</b>	<b>12,340</b>
<b>TOTAL ASSETS</b>	<b><u>377,224</u></b>	<b><u>509,897</u></b>	<b><u>(132,673)</u></b>	<b><u>(26%)</u></b>	<b><u>390,029</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable					
2000-00 · Accounts Payable	172,897	79,845	93,052	117%	365,187
<b>Total Accounts Payable</b>	<b>172,897</b>	<b>79,845</b>	<b>93,052</b>	<b>117%</b>	<b>365,187</b>
<b>Total Current Liabilities</b>	<b>172,897</b>	<b>79,845</b>	<b>93,052</b>	<b>117%</b>	<b>365,187</b>
<b>Total Liabilities</b>	<b>172,897</b>	<b>79,845</b>	<b>93,052</b>	<b>117%</b>	<b>365,187</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	24,842	189,433	(164,591)	(87%)	189,433
Net Income	179,486	240,619	(61,133)	(25%)	(164,591)
<b>Total Equity</b>	<b>204,328</b>	<b>430,052</b>	<b>(225,724)</b>	<b>(52%)</b>	<b>24,842</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>377,225</u></b>	<b><u>509,897</u></b>	<b><u>(132,672)</u></b>	<b><u>(26%)</u></b>	<b><u>390,029</u></b>

**North Lake Tahoe Marketing Cooperative**  
**A/R Aging Summary**  
**As of November 30, 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	649.00	0.00	390.00	1,039.00
NLTRA*	0.00	89,141.00	0.00	0.00	0.00	89,141.00
Northstar California	0.00	0.00	0.00	0.00	945.30	945.30
<b>TOTAL</b>	<b><u>0.00</u></b>	<b><u>89,141.00</u></b>	<b><u>649.00</u></b>	<b><u>0.00</u></b>	<b><u>1,335.30</u></b>	<b><u>91,125.30</u></b>

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Amber Burke	37.12	0.00	0.00	0.00	0.00	37.12
Augustineldeas	21,042.50	0.00	0.00	0.00	0.00	21,042.50
Denise Cmiel	857.65	0.00	0.00	0.00	0.00	857.65
Development Counsellors International Ltd	0.00	2,502.91	0.00	0.00	0.00	2,502.91
FedEx	106.52	0.00	0.00	0.00	0.00	106.52
Greg Howey	575.37	0.00	0.00	0.00	0.00	575.37
IVCB Visitors Bureau	4,457.17	11,800.43	0.00	0.00	0.00	16,257.60
Liz Bowling	51.04	0.00	0.00	0.00	0.00	51.04
NLTRA	7,425.10	0.00	0.00	0.00	0.00	7,425.10
Richter7	57,211.31	0.00	0.00	0.00	0.00	57,211.31
Sarah Winters	297.12	0.00	0.00	0.00	0.00	297.12
Smith & Jones, Inc.	13,750.00	0.00	0.00	0.00	0.00	13,750.00
The Abbi Agency, Inc	46,087.64	0.00	0.00	0.00	0.00	46,087.64
Tourism Cares, Inc.	0.00	4,000.00	0.00	0.00	0.00	4,000.00
U.S. Travel Association	2,695.00	0.00	0.00	0.00	0.00	2,695.00
<b>TOTAL</b>	<b><u>154,593.54</u></b>	<b><u>18,303.34</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>172,896.88</u></b>

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

November 2019

Accrual Basis

	Nov 19	Budget	Jul - Nov 19	YTD Budget	Annual Budget
<b>Income</b>					
4000-00 · LTIVCBVB Funding	79,705	79,705	499,173	499,173	942,000
4001-00 · NLTRA Funding	89,141	89,141	487,145	487,145	1,503,362
4004-00 · IVCBVB Entertainment	0	0	2,000	2,000	8,000
<b>Total Income</b>	<u>168,846</u>	<u>168,846</u>	<u>988,318</u>	<u>988,318</u>	<u>2,453,362</u>
<b>Gross Profit</b>	168,846	168,846	988,318	988,318	2,453,362
<b>Expense</b>					
<b>5000-00 · CONSUMER MARKETING</b>					
5001-00 · Broadcast / Radio - High Notes	0	0	5,104	10,320	16,720
5002-01 · Native Display	0	6,000	0	27,000	68,000
5004-00 · Trip Advisor	3,480	8,333	14,655	41,665	100,000
5005-00 · Paid Social	9,841	10,108	43,308	36,238	139,000
5005-01 · Digital Display	19,096	8,000	65,503	33,000	85,000
5005-02 · Retargeting Video	0	2,500	12,473	12,500	30,000
5007-00 · Creative Production	19,740	13,250	104,255	66,250	158,219
5010-00 · Account Strategy & Management	7,000	7,000	35,000	35,000	84,000
5010-01 · Digital Management & Reporting	2,000	2,000	10,000	10,000	24,000
5010-02 · Website Strategy & Analysis	1,200	1,200	6,000	6,000	14,400
5013-00 · Outdoor	0	0	0	0	115,000
5015-00 · Video	0	5,000	4,373	12,500	35,000
5017-00 · Rich Media	6,872	12,500	6,872	12,500	50,000
5018-00 · Media Commission	5,521	6,867	22,606	25,919	103,607
5018-01 · Digital Ad Serving	264	504	893	2,520	6,050
5020-00 · Search Engine Marketing	3,139	5,000	17,502	25,000	60,000
5022-00 · Email	0	0	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	6,250	15,000
5028-00 · High Impact Media	0	4,000	0	17,000	45,000
<b>Total 5000-00 · CONSUMER MARKETING</b>	<u>78,153</u>	<u>93,512</u>	<u>359,170</u>	<u>394,412</u>	<u>1,204,746</u>
<b>5110-00 · LEISURE SALES</b>					
5107-00 · Creative Production	0	1,000	2,565	3,000	6,000
5112-00 · Training / Sales Calls	1,823	2,000	3,473	2,500	6,500
5113-00 · Additional Opportunities	692	0	2,946	1,750	7,000
5115-00 · Travel Agent Incentive Program	0	0	0	0	1,500
5120-00 · Domestic - Trade Shows	685	1,200	2,125	4,450	6,450
5131-00 · FAMS -Intl - Travel Trade	0	0	2,684	2,000	10,500
5132-00 · FAMS -Intl - Media	0	0	35	0	0
5133-00 · Ski-Tops	0	0	0	845	845
5134-00 · Intl Marketing - Additional Opp	0	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	2,695	0	2,695	0	2,650
5146-00 · UK / Black Diamond	2,500	0	12,500	15,500	31,000
5147-00 · AUS / Gate 7	0	0	15,850	15,850	31,700
5149-00 · Mexico Program	0	6,500	1,607	6,500	6,500
5150-00 · China Program	0	0	154	3,500	3,500
5154-00 · Canada					
5154-01 · Canada Sales Mission	1,069	0	6,409	6,000	6,000
5154-00 · Canada - Other	1,408	0	6,860	13,500	26,000
<b>Total 5154-00 · Canada</b>	<u>2,476</u>	<u>0</u>	<u>13,269</u>	<u>19,500</u>	<u>32,000</u>
5155-00 · California Star Program	0	0	0	3,500	3,500
5156-00 · German Trade Representation	1,583	0	4,912	10,500	23,000
<b>Total 5110-00 · LEISURE SALES</b>	<u>12,455</u>	<u>10,700</u>	<u>74,229</u>	<u>102,145</u>	<u>222,695</u>
<b>5200-00 · PUBLIC RELATIONS</b>					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	11,000	11,000	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	25,000	25,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	2,000	2,000	10,000	10,000	24,000
5202-01 · Rich Content Development	0	0	4,675	11,000	22,000
5204-00 · Media Mission(s)	1,156	0	3,963	5,300	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	2,500	2,500	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	1,500	1,500	3,600
5208-00 · International Travel Media FAMS	1,000	1,700	2,949	6,800	13,600
5208-01 · Int'l FAM Hard Cost	280	1,500	1,581	6,000	12,000

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

November 2019

Accrual Basis

	Nov 19	Budget	Jul - Nov 19	YTD Budget	Annual Budget
5208-02 · Int'l Media Retainer	300	300	1,500	1,500	3,600
5209-00 · Domestic Travel Media FAMS	3,060	3,500	6,748	17,500	38,500
5210-00 · Content Dev - Newsletters	1,800	1,800	9,000	9,000	21,600
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	20,000	20,000	48,000
5212-00 · Social Giveaways & Contests	1,100	3,500	1,154	4,600	9,200
5213-00 · Facebook Live	0	1,620	1,000	3,240	6,480
5214-00 · Social Takeover	0	8,000	7,952	8,000	16,000
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>22,696</b>	<b>35,920</b>	<b>110,521</b>	<b>142,940</b>	<b>321,580</b>
<b>6000-00 · CONFERENCE SALES</b>					
6002-00 · Destination Print	7,020	0	9,520	23,850	23,850
6003-00 · Geo-Fence Targeting	0	0	0	2,500	2,500
6004-00 · Email	0	850	850	2,550	7,650
6005-00 · Paid Media	1,250	833	3,771	4,165	10,000
6006-00 · CVENT	0	0	11,167	13,500	13,500
6007-00 · Creative Production	905	2,000	9,131	15,000	30,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	5,000	5,000	12,000
6016-00 · MCC Search Engine Marketing	120		565		
6018-00 · MCC Media Commission	1,007	330	3,105	6,661	8,861
6019-00 · Conference Direct Partnership	0	0	0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	583	0	2,833	6,000	6,000
6152-00 · Client Events / Opportunities	555	0	4,506	3,000	15,000
6153-00 · Chicago Sales Rep Support	718	0	113	1,500	10,000
<b>Total 6000-00 · CONFERENCE SALES</b>	<b>13,158</b>	<b>5,013</b>	<b>50,562</b>	<b>88,726</b>	<b>144,361</b>
<b>6100-00 · TRADE SHOWS</b>					
6111-00 · Site Inspections	468	450	1,890	3,450	7,000
6116-00 · CalSAE Seasonal Spectacular	128	0	1,408	5,250	4,250
6118-00 · ASAE Annual	452	0	6,036	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	5,000	0	5,000	6,700
6143-00 · Connect Marketplace	0	0	3,815	11,000	11,000
6144-00 · ASAE XDP	0	2,500	0	2,500	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	1,983	1,500	5,733	5,250	5,250
6157-00 · HPN Partner Conference	0	0	4,299	3,195	3,195
6160-00 · AllThingsMeetings Silicon Valley	0	0	511	1,000	1,000
6160-01 · AllThingsMeetings East Bay	0	1,000	0	1,625	1,625
6161-00 · Connect Southwest	235	0	235	3,750	5,250
6162-00 · Connect Tech & Medical	0	0	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
6167-00 · Nor Cal DMO	489	0	489	0	0
6168-00 · Sacramento/Roseville TopGolf	0	0	0	2,500	2,500
6169-00 · Prestige Meetings SF	0	1,500	0	2,395	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>3,755</b>	<b>11,950</b>	<b>25,653</b>	<b>78,165</b>	<b>106,610</b>
6106-00 · CalSAE Seasonal Spectacular	(11)		(11)		
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>					
5008-00 · Cooperative Programs	13,750	0	24,872	12,500	50,000
5009-00 · Fulfillment / Mail	212	1,000	8,060	5,000	12,000
5021-00 · RASC-Reno Air Service Corp	0	0	50,000	50,000	100,000
5122-00 · SSMC Shipping - Sierra Ski Mkt	0	0	5		
5123-00 · HSVC - High Sierra Visitors	167	0	833	2,000	2,000
7001-00 · Miscellaneous	0	0	253	0	0
7002-00 · CRM Subscription	1,111	833	4,167	4,165	9,996
7003-00 · IVCBVB Entertainment Fund	648	0	1,560	2,000	8,000
7004-00 · Research	422	0	26,108	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	0	0	16,676	33,352
7008-00 · Opportunistic Funds	751	0	28,967	25,000	50,000
7009-00 · Tahoe Cam Usage	0	177	0	885	2,124
7010-00 · Photo Management & Storage	0	592	0	2,960	7,104
7011-00 · TrendKite PR Software	357	333	1,429	1,665	3,996
8700-00 · Automobile Expense*	491	400	2,307	2,000	4,800
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0	0	160		

## North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

November 2019

Accrual Basis

	Nov 19	Budget	Jul - Nov 19	YTD Budget	Annual Budget
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	17,909	3,335	163,720	139,851	352,372
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>					
8002-00 · Content Manager Contractor	4,250	4,250	21,250	21,250	51,000
8003-00 · Website Hosting Maintenance	0	4,166	3,738	20,830	50,000
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>	4,250	8,416	24,988	42,080	101,000
<b>Total Expense</b>	152,364	168,846	808,832	988,319	2,453,364
<b>Net Income</b>	<b>16,482</b>	<b>0</b>	<b>179,486</b>	<b>(1)</b>	<b>(2)</b>

**KEY METRICS FOR November 30, 2019 FINANCIAL STATEMENTS**

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru October 2019)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279
2013 - 2014	4,525,882	2,145,820	3,569,535	1,751,001	\$ 11,992,238
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,483	\$ 12,603,558
2015 - 2016	4,872,923	3,874,544	5,436,080	2,349,584	\$ 16,533,131
2016 - 2017	5,504,750	3,319,046	6,165,635	3,361,008	\$ 18,350,439
2017 - 2018	6,280,057	3,456,462	5,639,664	3,199,746	\$ 18,575,929
2018 - 2019	7,067,783	4,032,558	6,978,180	3,475,656	\$ 21,554,157
2019 - 2020	5,511,978				\$ 5,511,978

Visitor Information Comparative Statistics For FYTD 2016/17 - 2019/20 (thru Nov 2019)					
Referrals -	2016-2017	2017-2018	2018-2019	2019-2020	YOY % Change
Tahoe City:					
Walk In	23356	24,546	24,443	25,979	6.28%
Phone	1638	1,652	1,501	1,385	-7.73%
Email	173	186	180	212	17.78%
Kings Beach (Walk In)	3455	7,883	11,439	8,322	-27.25%
NLT - Event Traffic	4,150	3,127	3,220	2,893	-10.16%
<b>Total</b>	<b>32,772</b>	<b>37,394</b>	<b>40,783</b>	<b>38,791</b>	<b>-4.88%</b>

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

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	41.0%	36.2%	-11.6%
ADR (Average Daily Rate)	\$ 237	\$ 243	2.8%
RevPAR (Rev per Available Room)	\$ 97	\$ 88	-9.1%
Occupancy 1 Mth Forecast	40.1%	35.0%	-12.5%
ADR 1 Mth Forecast	\$ 444	\$ 513	15.6%
RevPAR 1 Mth Forecast	\$ 178	\$ 180	1.2%
Occupancy (prior 6 months)	55.8%	52.8%	-5.3%
RevPAR (prior 6 months)	\$ 335	\$ 346	3.3%
Occupancy (next 6 months)	21.7%	18.6%	-14.0%
RevPAR (next 6 months)	\$ 363	\$ 422	16.5%
RevPAR (next 6 months)	\$ 79	\$ 79	0.1%

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 11/30/2019				
	2018-19	2018-19	2019-20	YOY %
<b>FORWARD LOOKING</b>	Actuals	Forecasted	Forecasted	Change
Total Revenue Booked	\$2,890,990	\$ 2,585,767	\$ 3,470,265	34.21%
Commission for this Revenue	\$ 79,949	\$ 58,165	\$ 47,690	-18.01%
Number of Room Nights	14,165	13,883	17,049	22.80%
Number of Bookings	72	55	60	9.09%
Conference Revenue And Percentage by County:				
	18-19	19-20		
Placer	68%	80%	\$ 1,760,243	\$ 2,865,315
Washoe	9%	16%	\$ 314,610	\$ 241,375
South Lake	23%	5%	\$ 725,473	\$ 584,149
Nevada County	0%	0%		
<b>Total Conference Revenue</b>	<b>100%</b>	<b>100%</b>	<b>\$ 2,890,990</b>	<b>\$ 2,585,767</b>
<b>CURRENT</b>			<b>\$ 3,599,732</b>	<b>39.21%</b>
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000
Annual Commission Goal			\$ 70,000	\$ 50,000

# NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

## Employee Expense Report

Month: November 2019  
 Employee: Bavetta, Bonnie

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
11.01.2019	A	The River Grill	1439	Associate Relations - birthday gift card Amber Burke	25.00		8200-00/11
11.01.2019	B	Adobe Acrobat	1101946961	Adobe sub for DeWitt Van Sieten	14.99		8810-00/70
11.07.2019	C	CA Secretary of State	43426	E-file statement of information for C1962142	20.00		8810-00/70
11.07.2019	D	Microsoft Office	n/a	Microsoft Office subscription	99.99		5525-00/70
11.11.2019	E	Crashplan Pro	68989258800	Server backup monthly fee	9.99		5525-00/70
11.18.2019	F	Adobe Acrobat	1109117798	Adobe sub for Bonnie Bavetta + Katie Biggers	33.98		8810-00/alloc
11.25.2019	G	Constant Contact	249732774	Email toolkit plus	125.00		8810-00/70
11.26.2019	H	USPS	1681909-1	TBID prepaid postage	235.00		5520-00/51
11.27.2019	I	Intermedia.net	227816770	NLTRA office phone system	670.01		5320-00/Alloc C
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
<b>MILEAGE REIMBURSEMENT</b>							
	Attach 1	Mileage		See Attached Mileage Report		0.00	8700-00-70
				Mileage Reimbursed Through Payroll			
<b>TOTAL - CREDIT CARD EXPENSES</b>							
<b>TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)</b>					1,233.96		

Signed By:  Approved By: \_\_\_\_\_ Date: 12/13/19

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
Nov 12/13/19	Nov 12/13/19		12/13/19





**BANK OF THE WEST**  
BNP PARIBAS

BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0119-2321  
Statement Date NOV 28, 2019  
Total Activity \$1,233.96

**\*\* 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	\$1,233.96		\$0.00		\$0.00		\$1,233.96

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
10-31	10-29	85500599303900018900011	THERIVERGRILL TAHOECITY CA Tax ID: 680477419 Mer Zip: 96145	25.00
10-31	10-30	55310209303026681051301	ADOBE ACROPRO SUBS 8008336687 CA Tran: BL1101946961 Tax ID: 770019522 Mer Ref: BL1101946961 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 96145 Dest Cty: USA	14.99
11-07	11-06	55436879310263103835538	CA SECRETARY OF STATE 916-6951338 CA Tran: 950110619520522 Tax ID: 680201602 Mer Zip: 95814-5701	20.00
11-07	11-06	55131589310091502008495	MICROSOFT*OFFICE 365 H MSBILL.INFO WA Tran: Z30YNNASQADX Tax ID: 911144442 Mer Ref: Z30YNNASQADX Mer Zip: 98052 Dest Cty: USA	99.99
11-11	11-09	25140619314060362748766	DRI*CRASHPLAN FOR SB MINNETONKA MN Tran: 6035146406 Tax ID: 411901640 Mer Zip: 55343	9.99
11-18	11-16	55310209320026724749688	ADOBE ACROPRO SUBS 8004438158 CA Tran: BL1109117798 Tax ID: 770019522 Mer Ref: BL1109117798 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 94043 Dest Cty: USA	33.98
11-25	11-22	75418239326083278536649	EIG*CONSTANTCONTACT.C 855-2295506 MA Tran: 1108743637509 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
11-26	11-25	02305379330000652922458	USPS PO 0576860145 TAHOE CITY CA Tran: None Tax ID: 410760000 Mer Zip: 96145 Origin Zip: 96145 Product Code: AIC134Permit Desc: BRM - Annual Fee Qty: 1 Unit: NMB Unit Cost: 235.00 Disc: N Ext Item Amt: 235.00	235.00

A  
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H

<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> NOV 28, 2019	Purchases & Other Charges	\$1,233.96
<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>\$1,233.96</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	NOV 28, 2019	Total Activity	\$1,233.96
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
11-27	11-26	55480779331026482182661	INTERMEDIA.NET INC 6506414000 WA Tran: 6285478 Tax ID: 411816682 Mer Ref: 6285478 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 59.56 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 610.45	670.01

I



RIVER GRILL  
55 West Lake Blvd  
Tahoe City, CA 9614  
GC

CHECK #: 1439  
Date: Oct 29, 2019 Time: 5:12pm  
Server: Kendra Table# HER

1-GIFT CERTIFICATE 25.00  
=====

Sub Total:	25.00
=====	
Balance:	25.00

*PUB*

It's Summer Time!!  
You can also visit us at  
[www.rivergrilltahoe.com](http://www.rivergrilltahoe.com)

*Bday Gift Card  
Amber*

\*\* Customer Copy \*\*

THE RIVER GRILL  
55 West Lake Blvd  
Tahoe City, CA 96145  
530-581-2644

Tuesday, October 29, 2019 5:12:25 PM

Type: M/C Chk: 1439  
Acct #: 2321 XX/XX Batch #: 889  
Auth #: 051421 Seq: 1 Table: HER  
Serv #: Kendra

Sale: \$ 25.00

+Tip \_\_\_\_\_

Total \_\_\_\_\_

THANK YOU

**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:** 1101946961  
**Invoice Date:** OCT-29-19  
**Payment Terms:** Credit Card  
**Due Date:** NOV-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	
<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	1	14.99

Comments:

### Confirmation of Receipt

This webpage confirms receipt of the Statement of Information and payment but does not confirm the statement has been approved for filing by the California Secretary of State. See below for receipt confirmation detail. If the statement is not approved for filing, your payment will not be processed and a notice will be sent to the address provided on the form identifying the necessary corrections.

### Receipt Confirmation Detail

Date/Time:	10/31/2019 11:42:26 AM	Name:	N Lake Tahoe Resort Assoc Bonnie Bavetta
Amount:	20.00	Address:	PO Box 1757 Tahoe City, CA 96145
Confirmation #:	043426	Phone:	5305818726
Charge Description:	E-file Statement of Information for C1962142		
Session ID:	11615415		

[Return to Main Page](#)



### Customer Alert

If you are representing a business, we want you to be aware of deceptive solicitations being sent to many entities registered with the Secretary of State. To learn more about these deceptive solicitations, please reference our Customer Alerts webpage at [www.sos.ca.gov/business/be/alert-misleading-solicitations.htm](http://www.sos.ca.gov/business/be/alert-misleading-solicitations.htm)

California businesses that receive one of these fraudulent solicitation letters or that have paid the company and received a fraudulent certificate should submit a written complaint along with the entire solicitation (including the solicitation letter, the outer and return envelopes, all related documents if available, and a copy of the fraudulent certificate) to the California Attorney General, Public Inquiry Unit, P.O. Box 944255, Sacramento, California 94244-2550. A complaint form, which can be completed online and printed to mail, is available on the California Attorney General's website at [www.oag.ca.gov/consumers](http://www.oag.ca.gov/consumers).

*BBavetta CC*  
*Secretary of State of filing fee*





north lake tahoe  
Chamber | CVB | Resort Association

Admin User <admin@gotahoenorth.com>

## Office 365 Home charged successfully

1 message

Microsoft Store <stremail@microsoft.com>  
To: msoffice1@gotahoenorth.com

Wed, Nov 6, 2019 at 4:27 AM

Thanks for subscribing



# Hi MS,

Thanks for your Office 365 Home subscription.

Your subscription was successfully charged on Wednesday, November 6, 2019. Your recurring billing is scheduled for Friday, November 6, 2020.

Recurring billing will happen every year at \$99.99 plus applicable taxes. You can see your subscription information, change how you pay, or cancel any time.

[Manage subscription](#)



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Account questions? Visit Customer Support.  
View the Store Terms of Sale.



Dates are displayed per Coordinated Universal Time. Order date may vary based on your location.

Microsoft Corporation, One Microsoft Way, Redmond, WA 98052 USA



# Invoice

Order Date: 11/9/2019

Order Number: 68989258800

**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>

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(E)

**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:** 1109117798

**Invoice Date:** NOV-15-19

**Payment Terms:** Credit Card

**Due Date:** NOV-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	
<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:

(F)



[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: 12/10/2019  
User Name: nltra1*

**Invoices from 11/10/2019 to 12/10/2019**

Date	Description	Charge Amount	Credit Amount
11/27/2019 Invoice #249732774	<b>Constant Contact Toolkit - Email Plus Contacts</b> 5,001 - 10,000 Contacts Maximum Number of Contacts This Billing Period: 5224 Period from 11/27/2019 to 12/26/2019	\$125.00	\$125.00

**Billing questions?** [Contact Support](#)  
Constant Contact - 1601 Trapelo Road - Waltham, MA 02451 US



TAHOE CITY  
950 N LAKE BLVD STE 12  
TAHOE CITY, CA 96145-9800  
057686-0145  
(800)275-8777  
11/25/2019 02:50 PM

Product	Qty	Unit Price	Price
BRM - Annual Fee (Permit Type:Business Reply) (Permit Number:259000) (Customer Name:NORTH LAKE TAHOE RESORT ASSOCIATION) (FeeType:BRM Permit) (Fee Amount:\$235.00)			\$235.00
Total:			\$235.00

Credit Card Remitd (Card Name:MasterCard) (Account #:XXXXXXXXXXXX2321) (Approval #:086507) (Transaction #:003) (AID:A0000000041010 (AL:MASTERCARD) (PIN:Not Required)			\$235.00 Chip)
--	--	--	-------------------

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<https://postalexperience.com/Pos>  
840-5890-0161-002-00016-81909-01

or scan this code with  
your mobile device:



TBID  
Prepaid  
Postage  
5520.00/51

or call 1-800-410-7420.

YOUR OPINION COUNTS

*BUB*

(H)

Receipt #: 840-58900161-2-1681909-1  
Clerk: 03

cc





Explanation of charges

Print

Get granular information about your charges for a selected transaction.

**Transaction Details**

Transaction Detail ID: 227816770  
 Service Date\*: 11/21/2019 12:00:00 AM  
 Processed Date: 11/21/2019 6:11:43 PM  
 Service Charges: \$613.93  
 Tax Amount: \$56.09  
 Total: \$670.02  
 User Name: NLTRA  
 Billing Cycle: 1 month(s)  
 Comment: Voice services 10/21/19-11/21/19

**\*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	\$87.29	\$87.29	\$87.29	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$1.22	\$1.22	\$1.22	0 %	regular
Voice Services	Canada Inbound Toll-Free	one-time	1	\$0.05	\$0.05	\$0.05	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$75.62	\$75.62	\$75.62	0 %	regular
						\$613.93		

**Taxes, Fees & Surcharges**

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$45.28	\$45.28
State/Province	State	1	1	\$9.10	\$9.10
Local	Local	1	1	\$1.71	\$1.71
					\$56.09

