



FINANCE COMMITTEE AGENDA

Wednesday January 29, 2020 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

Jeff Hentz
CEO

Bonnie Bavetta
CFO

DeWitt Van Sicen
Staff Accountant & HR Assistant

Quorum
3 Members with 1
being a Board
Member

A. Call to Order – Establish Quorum

B. Roll Call

C. Public Forum

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

D. Agenda Amendments & Approval [MOTION]

E. Approval of Finance Committee Meeting Minutes:

- 12/30/19 Meeting Minutes [MOTION] Pg. 1

F. Review and Approval of Preliminary December 2019 Financials:

- Review Staff Report of Financial Performance Pg. 2
- NLTRA 12/31/19 Financials Approval [MOTION] Pg. 4
- NLTRMC 12/31/19 Financials Review Pg. 23

G. Review and Approval of Q2 Reconciliations

- Review of Q2 Reconciliations at December 31, 2019
- Approval of Q2 Reconciliations [MOTION]

H. Items for Committee Review, Discussion/or Recommendations

- TBID Update
- Finance Committee Membership Renewal

I. Supplemental Information

- December 2019 Dashboard ReportPg. 30

J. Approval of Interim CEO Expenses December 2019 [MOTION]..... Pg. 31

K. Agenda Input for Next Finance Committee Meeting

L. Next Meeting Date

M. Committee Member Comments

N. Adjourn



FINANCE COMMITTEE MEETING - Minutes Draft

Monday December 30, 2019 at 2:00 P.M.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established 2:01 PM (3)
- B. Roll Call:
 - Members in Attendance: Jim Phelan – Board Member
 - Members via Phone: David Brown, Ramona Cruz
 - Placer County Rep via Phone: Erin Casey
 - 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; Ramona Cruz/David Brown, Approved 3-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve November 25th, 2019 Finance Committee meeting minutes; Jim Phelan/Ramona Cruz approved 3-0-0
- F. Review and Approval of November 30, 2019 Preliminary Financials
 - Review Staff Report – Preliminary November 30, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
 - Review NLT Marketing Coop November 30, 2019 preliminary financials.
 - **MOTION** to approve November 30, 2019 NLTRA YTD financials; Ramona Cruz/David Brown 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 November 2019 Dashboard Report
- I. Approval of Interim CEO Expenses for November 2019
 - **MOTION** to approve Interim CEO Expenses for October 2019; David Brown/Ramona Cruz, approved 3-0-0
- J. Agenda Input for Next Finance Committee Meeting
 - TBID Update
- K. Next Meeting Date – January 29, 2019 at 2:00 PM
- L. Committee Member Comments
 - **None**
- M. Adjourn 2:40 PM



north lake tahoe

Chamber | CVB | Resort Association

Date: 01/24/20

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

From: Bonnie Bavetta, CFO

RE: Report for December 2019

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

- Cash balance on December 31, 2019 of \$790,000 was \$114,000 or approximately 17% greater than prior year primarily due to an increase in other liabilities (\$14,000), greater year-to-date net income (lower expenses offset partially by lower revenues, net \$104,000), and the 18/19 year end increase to the marketing reserve (\$32,000), offset partially by the AR increase (\$28,000) and the Wages & related liability decrease (\$31,000).
- The Accounts Receivable – TOT balance of \$302,000 reflected the County TOT funding for December. Payment was received in January. Balance at this date last year was \$309,000.
- Membership dues and other membership related accounts receivable totaled \$23,000, an increase of \$6,000 from prior year.
- Receivable from NLTMC of \$13,000 reflected the credit card charges and other amounts due from NLTMC to NLTRA. Balance was up \$2,000 from prior year.
- Accounts payable, including credit cards, of \$42,000 were equivalent to prior year.
- Wages and related liabilities of \$111,000 were \$31,000 or 22% lower than prior year, due primarily to a reduction of Incentive and PTO liability as a result of staff vacancies. True up was completed in December.
- Deferred Revenue–Marketing balance of \$37,000 reflects partner commitments to share Mountain Travel Symposium sponsorship expenses which have been invoiced.
- Deferred Revenue-Member Dues of \$29,000 was \$2,000 less than prior year.
- Deferred Revenue–County of \$350,000 reflected the 2019/20 prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow due to the 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 \$200,000 at month end December represented Membership's positive net results YTD of \$18,000, and \$182,000 net positive results from TOT funded departments.

- Operating Results YTD – Marketing
 - YTD Revenue from Placer TOT Funding of \$1,360,000 was below budget \$48,000, the result of pay for performance expenditures being below budget.
 - Net expenses, before overhead allocation, totaled \$1,096,000 and were \$88,000 or approximately 7% under budget, primarily due to timing,
 - Total net results before overhead allocation of \$265,000 were positive to budget \$41,000.
- Operating Results YTD – Conference
 - Commission & conference dues revenue of \$34,000 was \$13,000 above budget. TOT revenue of \$184,000 was on budget
 - Expenses of \$148,000 before allocated overhead were under budget \$27,000 due to staff vacancies.
 - Net results before overhead allocation were better than budget by \$40,000
- Operating Results YTD – Visitor Center
 - Merchandise sales of \$69,000 were better than budget by \$3,000. TOT revenue of \$197,000 was on budget.
 - Expenses before overhead allocation of \$212,000 were \$14,000 below budget.
 - Net results of \$55,000 before overhead allocation were \$17,000 better than budget.
- Operating Results YTD – TMPI
 - TOT revenue of \$78,000 was on budget.
 - Expenditures of \$66,000 before overhead were \$6,000 below budget due primarily to timing.
 - Net results of \$13,000 before overhead allocation were positive to budget \$6,000.
- Operating Results YTD – Membership
 - Membership dues revenue of \$67,000 was \$2,000 over budget. Other Membership revenue of \$7,000 was \$3,000 below budget.
 - Expenses of \$47,000 were \$16,000 below budget due primarily to reduced staff expense.
 - Net income of \$27,000 before overhead allocations was \$15,000 favorable to budget.
 - Net income of \$17,000 after overhead allocations was \$18,000 favorable to budget.
- Operating Results YTD – Administration
 - Total expenses of \$230,000 were \$82,000 below budget due primarily to staff vacancies and professional fees timing.
- Membership cash position as of December 31, 2019
 - Membership activities resulted in a net income \$17,565
 - Deferred revenues of \$29,055 less receivables of \$21,645 contributed an additional \$7,410 in cash
 - Prior years' cumulative negative net results totaled \$17,007
 - Net cash totaled \$7,968, no other funds were required to support Membership activities

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

- Cash balance at month end of \$393,000 was \$117,000 less than prior year due to the reduction of prior fund surpluses in late FY18/19 (\$165,000) and lower net operating results (\$127,000), offset partially by slower pay on accounts (\$199,000).
- Accounts payable of \$278,000 were \$199,000 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 \$127,000 was \$150,000 less than prior year due largely to timing
- Year-to-date funding from NLTRA and IVCBVB of \$1,179,000 was on budget
- Consumer Marketing expenditures of \$489,000 were \$27,000 or 5% below budget due to timing
- Leisure Sales expenditures of \$90,000 were \$23,000 or 20% below budget due to timing
- Public Relations expenses of \$134,000 were \$28,000 or 17% below budget also due to timing
- Conference Sales expenditures of \$55,000 were \$40,000 below budget
- Trade Show expenditures of \$39,000 were \$44,000 below budget
- Committed & Administrative expenditures of \$167,000 were \$9,000 or 6% over budget due to timing
- Website & Maintenance expenses of \$77,000 were \$27,000 over budget due primarily to higher than anticipated costs associated with upgrading the website. Reforecast in February will determine needs.
- Net income of \$127,000 was better than budget by \$127,000

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period

Ending

December 31, 2019

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2019

	Dec 31, 19	Dec 31, 18	\$ Change	% Change	Jun 30, 19
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	293	374	(81)	(22%)	116
1003-00 · Cash - Operations BOTW #6712	365,710	348,225	17,485	5%	332,281
1007-00 · Cash - Payroll BOTW #7421	36,215	6,938	29,277	422%	11,572
1008-00 · Marketing Reserve - Plumas	50,282	50,206	76	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,752	100,551	201	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	207,438	138,693	68,745	50%	138,243
10950 · Cash in Drawer	186	1,499	(1,313)	(88%)	1,678
Total Checking/Savings	790,458	676,068	114,390	17%	664,366
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	60,908	25,806	35,102	136%	24,817
1290-00 · A/R - TOT	302,005	309,017	(7,012)	(2%)	57,504
Total Accounts Receivable	362,913	334,823	28,090	8%	82,321
Other Current Assets					
1200-99 · AR Other	87	0	87	100%	10
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	21,645	16,350	5,295	32%	2,720
1201-03 · Member AR - Other	1,765	0	1,765	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	910	(910)	(100%)	0
Total 1201-00 · Member Accounts Receivable	23,410	17,260	6,150	36%	6,465
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,775)	0	0%	(1,587)
12100 · Inventory Asset					
25300 · Gift Cards Outstanding	18	0	18	100%	15
12100 · Inventory Asset - Other	26,627	24,188	2,439	10%	22,015
Total 12100 · Inventory Asset	26,645	24,188	2,457	10%	22,030
1299 · Receivable from NLTC	12,856	10,827	2,029	19%	15,703
1490-00 · Security Deposits	1,250	1,250	0	0%	1,250
Total Other Current Assets	61,473	50,750	10,723	21%	43,871
Total Current Assets	1,214,844	1,061,641	153,203	14%	790,558
Fixed Assets					
1700-00 · Furniture & Fixtures	45,289	68,768	(23,479)	(34%)	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(68,768)	23,479	34%	(45,289)
1740-00 · Computer Equipment	4,270	8,436	(4,166)	(49%)	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,269)	(8,435)	4,166	49%	(4,269)
1750-00 · Computer Software	20,493	21,520	(1,027)	(5%)	20,493
1751-00 · Accum. Amort. - Software	(19,793)	(19,374)	(419)	(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)
Total Fixed Assets	701	2,147	(1,446)	(67%)	1,409
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	14,635	17,595	(2,960)	(17%)	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100
1400-00 · Prepaid Expenses - Other	6,061	8,448	(2,387)	(28%)	3,964

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2019

	<u>Dec 31, 19</u>	<u>Dec 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
Total 1400-00 · Prepaid Expenses	20,796	27,043	(6,247)	(23%)	18,376
Total Other Assets	20,796	27,043	(6,247)	(23%)	18,376
TOTAL ASSETS	<u>1,236,341</u>	<u>1,090,831</u>	<u>145,510</u>	<u>13%</u>	<u>810,343</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	41,945	41,772	173	0%	73,556
Total Accounts Payable	41,945	41,772	173	0%	73,556
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	22,077	25,713	(3,636)	(14%)	20,922
2101-00 · Incentive Payable	28,904	44,820	(15,916)	(36%)	58,630
2102-00 · Commissions Payable	7,438	3,845	3,593	93%	7,132
2120-00 · Empl. Federal Tax Payable	11,850	13,755	(1,905)	(14%)	9,775
2175-00 · 401 (k) Plan	4,607	4,916	(309)	(6%)	4,369
2180-00 · Estimated PTO Liability	36,333	49,004	(12,671)	(26%)	52,993
Total 21000 · Salaries/Wages/Payroll Liabilit	111,209	142,053	(30,844)	(22%)	153,821
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	55	26	29	112%	827
25500 · *Sales Tax Payable	1,747	1,794	(47)	(3%)	2,307
2190-00 · Sales and Use Tax Payable - Other	0	54	(54)	(100%)	0
Total 2190-00 · Sales and Use Tax Payable	1,802	1,874	(72)	(4%)	3,134
2250-00 · Accrued Expenses	0	339	(339)	(100%)	59,690
2300-00 · Marketing Cooperative Liabili	2,050	0	2,050	100%	0
2400-11 · Deferred Revenue - Marketing	37,000	0	37,000	100%	0
2400-42 · Marketing Co-op	0	332	(332)	(100%)	0
2400-60 · Deferred Revenue- Member Dues	29,055	31,551	(2,496)	(8%)	57,969
2500-00 · Deferred Revenue - TMBC	1,170	405	765	189%	840
2651-00 · Deferred Rev - Conference	0	2,200	(2,200)	(100%)	0
26900 · Unbilled Purchases	6	0	6	100%	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	0	4,137	(4,137)	(100%)	0
2900-00 · Due To/From County of Placer	19,871	5,160	14,711	285%	19,871
Total Other Current Liabilities	<u>552,468</u>	<u>538,356</u>	<u>14,112</u>	<u>3%</u>	<u>295,325</u>
Total Current Liabilities	<u>594,413</u>	<u>580,128</u>	<u>14,285</u>	<u>2%</u>	<u>368,881</u>
Total Liabilities	594,413	580,128	14,285	2%	368,881
Equity					
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	200,466	96,349	104,117	108%	(5,338)
Total Equity	<u>641,927</u>	<u>510,701</u>	<u>131,226</u>	<u>26%</u>	<u>441,461</u>
TOTAL LIABILITIES & EQUITY	<u>1,236,341</u>	<u>1,090,831</u>	<u>145,510</u>	<u>13%</u>	<u>810,343</u>

North Lake Tahoe Resort Association

A/R Aging Summary

As of December 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Alterra Mountain Company	10,000.00	0.00	0.00	0.00	0.00	10,000.00
County of Placer	302,004.53	0.00	0.00	0.00	0.00	302,004.53
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	1,508.50	0.00	0.00	0.00	1,508.50
Nevada Division of Tourism	5,000.00	0.00	0.00	0.00	0.00	5,000.00
Resort at Squaw Creek*	0.00	10,658.97	0.00	0.00	0.00	10,658.97
Ritz-Carlton Lake Tahoe	0.00	2,050.10	0.00	0.00	0.00	2,050.10
RSCVA	5,000.00	0.00	0.00	0.00	0.00	5,000.00
The Village at Squaw Valley	6,581.60	0.00	0.00	0.00	3,109.32	9,690.92
Visit California	15,000.00	0.00	0.00	0.00	0.00	15,000.00
Visit Truckee	2,000.00	0.00	0.00	0.00	0.00	2,000.00
TOTAL	<u>345,586.13</u>	<u>14,217.57</u>	<u>0.00</u>	<u>0.00</u>	<u>3,109.32</u>	<u>362,913.02</u>



north lake tahoe
Chamber of Commerce | Resort Association

Aging by Revenue Item

As of 12/31/2019

Invoice ID	Invoice Date	Due Date	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable:Member AR - Member Dues)									
101-200	Employees Membership Dues		\$0.00	\$0.00	\$940.00	\$0.00	\$0.00	\$0.00	\$940.00
11-20	Employees Membership Dues		\$0.00	\$0.00	\$335.00	\$0.00	\$0.00	\$335.00	\$670.00
1-5	Employees Membership Dues		\$1,425.00	\$1,140.00	\$285.00	\$570.00	\$0.00	\$4,275.00	\$7,695.00
21-50	Employees Membership Dues		\$1,560.00	\$3,075.00	\$0.00	\$520.00	\$0.00	\$1,040.00	\$6,195.00
50-100	Employees Membership Dues		\$0.00	\$1,450.00	\$0.00	\$0.00	\$0.00	\$470.00	\$1,920.00
6-10	Employees Membership Dues		\$1,260.00	\$0.00	\$0.00	\$315.00	\$0.00	\$630.00	\$2,205.00
	Financial Institutions Membership		\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00
	Non-Profit Membership Dues Totals:		\$495.00	\$0.00	\$165.00	\$0.00	\$0.00	\$660.00	\$1,320.00
	1201-01 Member AR Membership		\$5,440.00	\$5,665.00	\$1,725.00	\$1,405.00	\$0.00	\$7,410.00	\$21,645.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable:Member AR - Other)									
	Community Awards Ticket Totals:		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$180.00	\$180.00
	Eblast Totals:		\$320.00	\$0.00	\$0.00	\$0.00	\$260.00	\$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	\$0.00	\$200.00	\$0.00	\$200.00
	Tuesday Morning Breakfast Club		\$495.00	\$0.00	\$0.00	\$0.00	\$0.00	\$165.00	\$660.00
	1201-03 Member Accounts Receivable		\$815.00	\$0.00	\$0.00	\$0.00	\$460.00	\$490.00	\$1,765.00
	GRAND TOTALS		\$6,255.00	\$5,665.00	\$1,725.00	\$1,405.00	\$460.00	\$7,900.00	\$23,410.00

North Lake Tahoe Resort Association

A/P Aging Summary

As of December 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
About a Boy ...	177.50	0.00	0.00	0.00	0.00	177.50
ADP	459.71	0.00	0.00	0.00	0.00	459.71
Allyance Design	0.00	75.00	0.00	0.00	0.00	75.00
Anne-Karin Atwood*	56.16	0.00	0.00	0.00	0.00	56.16
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	706.03	0.00	0.00	0.00	0.00	706.03
Bank of the West Bank Card Center	7,386.36	0.00	0.00	0.00	0.00	7,386.36
Bonnie L Bavetta	25.00	0.00	0.00	0.00	0.00	25.00
Cintas Corporation #623	143.38	0.00	0.00	0.00	0.00	143.38
Civitas	0.00	10,950.00	0.00	0.00	0.00	10,950.00
Crystal Range Associates	101.65	0.00	0.00	0.00	0.00	101.65
Drew Madden Art	60.00	0.00	0.00	0.00	0.00	60.00
FP Mailing Solutions	118.89	0.00	0.00	0.00	0.00	118.89
Geo-Tourism Specialties	288.99	0.00	0.00	0.00	0.00	288.99
Jeffrey Hentz	3,013.79	0.00	0.00	0.00	0.00	3,013.79
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
Kym Fabel	25.00	0.00	0.00	0.00	0.00	25.00
Liz Bowling	30.16	0.00	0.00	0.00	0.00	30.16
Nature of Alchemy	804.00	0.00	0.00	0.00	0.00	804.00
Northstar Travel Media	0.00	5,000.00	0.00	0.00	0.00	5,000.00
Philadelphia Insurance Companies	854.30	0.00	0.00	0.00	0.00	854.30
Porter Simon*	720.00	0.00	0.00	0.00	0.00	720.00
Principal Financial Group	0.00	1,800.81	0.00	0.00	0.00	1,800.81
Ray Morgan Company, LLC	0.00	108.04	0.00	0.00	0.00	108.04
Rob Kautz	5,000.00	0.00	0.00	0.00	0.00	5,000.00
Sarah Winters	39.00	0.00	0.00	0.00	0.00	39.00
Southwest Gas Corporation*	309.03	0.00	0.00	0.00	0.00	309.03
Tahoe City Downtown Association*	0.00	400.00	0.00	0.00	0.00	400.00
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Truckee Community Foundation*	0.00	500.00	0.00	0.00	0.00	500.00
Tahoe Truckee Media	1,050.00	0.00	0.00	0.00	0.00	1,050.00
Tahoe Truckee Sierra Disposal*	236.67	0.00	0.00	0.00	0.00	236.67
Wells Fargo Financial Leasing	365.37	0.00	0.00	0.00	0.00	365.37
Wholesale Resort Accessories, Inc.	157.50	0.00	0.00	0.00	78.00	235.50
YIG Administration	99.76	0.00	0.00	0.00	0.00	99.76
TOTAL	<u>22,865.00</u>	<u>18,833.85</u>	<u>0.00</u>	<u>0.00</u>	<u>246.00</u>	<u>41,944.85</u>

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through December 2019

	Jul - Dec 19	Jul - Dec 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,819,772	1,896,437	-76,664	-4%
4200-00 · Membership Dues Revenue	67,155	66,502	653	1%
4205-00 · Conference Dues	0	4,629	-4,629	-100%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	0	1,684	-1,684	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
4251-00 · Tues AM Breakfast Club	2,955	3,196	-241	-8%
4250-00 · Revenues-Membership Activities - Other	4,096	3,680	416	11%
Total 4250-00 · Revenues-Membership Activities	7,051	11,182	-4,131	-37%
4252-00 · Sponsorships	0	600	-600	-100%
4253-00 · Revenue- Other	1,000	6	994	16,567%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,563	8,417	-1,854	-22%
4600-00 · Commissions - Other	27,764	30,537	-2,772	-9%
Total 4600-00 · Commissions	34,327	38,954	-4,626	-12%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	383	2,801	-2,418	-86%
46000 · Merchandise Sales - Other	68,959	65,811	3,148	5%
Total 46000 · Merchandise Sales	69,342	68,612	730	1%
Total Income	1,998,647	2,086,921	-88,274	-4%
Gross Profit	1,998,647	2,086,921	-88,274	-4%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	12,013	12,336	-323	-3%
5020-00 · P/R - Tax Expense	36,410	41,417	-5,007	-12%
5030-00 · P/R - Health Insurance Expense	65,982	62,887	3,095	5%
5040-00 · P/R - Workmans Comp	4,879	4,393	486	11%
5060-00 · 401 (k)	17,704	20,083	-2,379	-12%
5070-00 · Other Benefits and Expenses	1,926	2,351	-424	-18%
5000-00 · Salaries & Wages - Other	410,857	530,545	-119,688	-23%
Total 5000-00 · Salaries & Wages	549,771	674,012	-124,241	-18%
5100-00 · Rent				
5110-00 · Utilities	4,998	5,914	-916	-16%
5140-00 · Repairs & Maintenance	3,405	1,807	1,598	88%
5150-00 · Office - Cleaning	4,450	3,540	910	26%
5100-00 · Rent - Other	78,348	76,772	1,576	2%
Total 5100-00 · Rent	91,201	88,033	3,168	4%
5310-00 · Telephone				
5320-00 · Telephone	10,697	16,758	-6,061	-36%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	10,697	16,783	-6,086	-36%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	84	-84	-100%
5420-00 · Mail - USPS - Other	917	1,425	-508	-36%
Total 5420-00 · Mail - USPS	917	1,509	-592	-39%
5510-00 · Insurance/Bonding	8,012	3,401	4,611	136%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	585	3,974	-3,389	-85%
5520-00 · Supplies - Other	9,989	7,513	2,476	33%
Total 5520-00 · Supplies	10,574	11,487	-913	-8%
5610-00 · Depreciation	708	894	-187	-21%
5700-00 · Equipment Support & Maintenance	11,568	849	10,719	1,263%
5710-00 · Taxes, Licenses & Fees	5,746	5,212	533	10%
5740-00 · Equipment Rental/Leasing	5,461	6,362	-901	-14%
5800-00 · Training Seminars	1,255	3,941	-2,686	-68%
5850-00 · Artist of Month - Commissions	2,622	1,894	727	38%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	2,720	840	1,880	224%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through December 2019

	Jul - Dec 19	Jul - Dec 18	\$ Change	% Change
5920-00 · Professional Fees - Accountant	18,800	21,000	-2,200	-11%
5921-00 · Professional Fees - Other	58,898	0	58,898	100%
Total 5900-00 · Professional Fees	80,418	21,840	58,578	268%
5941-00 · Research & Planning	0	5,000	-5,000	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	0	0	0	0%
Total 6020-00 · Programs	0	0	0	0%
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	180	47	133	279%
6421-16 · Mountain Travel Symposium	5,000	0	5,000	100%
Total 6420-01 · Sponsorships	293,867	316,325	-22,458	-7%
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%
Total 6420-00 · Events	295,704	318,839	-23,135	-7%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	6,140	0	6,140	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,469	-2,836	-82%
6437-00 · Tuesday Morning Breakfast Club	2,211	2,132	79	4%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	3,003	7,225	-4,222	-58%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,129	4,561	-3,431	-75%
Total 6423-00 · Membership Activities	13,116	17,446	-4,331	-25%
6730-00 · Marketing Cooperative/Media	637,976	729,915	-91,939	-13%
6740-00 · Media/Collateral/Production	0	1,278	-1,278	-100%
6742-00 · Non-NLT Co-Op Marketing Program	6,115	14,731	-8,616	-59%
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%
Total 6743-00 · BACC Marketing Programs	5,450	8,132	-2,682	-33%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	754	862	-109	-13%
52500 · Purchase Discounts	-1	-40	40	99%
59900 · POS Inventory Adjustments	116	36	81	227%
8100-00 · Cost of Goods Sold - Other	37,729	35,179	2,551	7%
Total 8100-00 · Cost of Goods Sold	38,599	36,036	2,562	7%
8200-00 · Associate Relations	940	1,930	-990	-51%
8300-00 · Board Functions	9,212	5,073	4,139	82%
8500-00 · Credit Card Fees	3,522	3,536	-15	-0%
8700-00 · Automobile Expenses	1,363	2,761	-1,398	-51%
8750-00 · Meals/Meetings	1,044	1,501	-458	-31%
8810-00 · Dues & Subscriptions	4,193	4,405	-212	-5%
8910-00 · Travel	0	359	-359	-100%
8920-00 · Bad Debt	2,138	3,553	-1,415	-40%
Total Expense	1,798,320	1,990,711	-192,391	-10%
Net Ordinary Income	200,327	96,210	104,117	108%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	140	139	0	0%
Total Other Income	140	139	0	0%
Other Expense				
Balancing Adjustments	0	0	0	0%

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

Accrual Basis

July through December 2019

	Jul - Dec 19	Jul - Dec 18	\$ Change	% Change
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	140	139	0	0%
Net Income	200,466	96,349	104,118	108%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Dec 19	Budget	\$ Over Budget	Jul - Dec 19	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	302,005	331,671	(29,667)	1,819,772	1,868,370	(48,598)	3,914,430
4200-00 · Membership Dues Revenue	11,183	10,833	350	67,155	65,000	2,155	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	1,200	(1,200)	0	1,200	(1,200)	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	0	0	0	0	0	3,000
4251-00 · Tues AM Breakfast Club - Other	615	636	(21)	2,955	3,182	(227)	7,000
Total 4251-00 · Tues AM Breakfast Club	615	636	(21)	2,955	3,182	(227)	10,000
4250-00 · Revenues-Membership Activities - Other							
	520	200	320	4,096	3,000	1,096	4,000
Total 4250-00 · Revenues-Membership Activities	1,135	2,036	(901)	7,051	10,082	(3,031)	69,200
4253-00 · Revenue- Other	1,000	0	1,000	1,000	0	1,000	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	167	0	167	27,764	21,495	6,269	28,276
Total 4600-00 · Commissions	167	0	167	34,327	21,495	12,833	28,276
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	168	400	(232)	383	2,400	(2,017)	4,800
46000 · Merchandise Sales - Other	10,204	7,200	3,004	68,959	63,600	5,359	108,100
Total 46000 · Merchandise Sales	10,372	7,600	2,772	69,342	66,000	3,342	112,900
Total Income	325,862	352,141	(26,279)	1,998,647	2,030,946	(32,299)	4,254,806
Gross Profit	325,862	352,141	(26,279)	1,998,647	2,030,946	(32,299)	4,254,806
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	568	800	(232)	12,013	4,800	7,213	9,600
5020-00 · P/R - Tax Expense	7,008	7,575	(567)	36,410	43,072	(6,662)	84,163
5030-00 · P/R - Health Insurance Expense	9,724	11,868	(2,144)	65,982	71,208	(5,226)	142,416
5040-00 · P/R - Workmans Comp	728	1,284	(556)	4,879	7,057	(2,178)	13,981
5060-00 · 401 (k)	2,564	3,646	(1,083)	17,704	20,796	(3,092)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	480	(480)	960
5070-00 · Other Benefits and Expenses	188	413	(226)	1,926	2,480	(554)	5,040
5000-00 · Salaries & Wages - Other	51,686	91,142	(39,456)	410,857	519,802	(108,945)	1,049,304
Total 5000-00 · Salaries & Wages	72,465	116,809	(44,344)	549,771	669,696	(119,925)	1,347,445
5100-00 · Rent							
5110-00 · Utilities	966	1,077	(111)	4,998	6,152	(1,154)	12,899
5140-00 · Repairs & Maintenance	1,018	1,547	(529)	3,405	8,949	(5,544)	21,938
5150-00 · Office - Cleaning	550	1,175	(625)	4,450	4,535	(85)	10,362
5100-00 · Rent - Other	13,058	12,514	544	78,348	75,357	2,991	151,529
Total 5100-00 · Rent	15,592	16,313	(721)	91,201	94,993	(3,792)	196,728
5310-00 · Telephone							
5320-00 · Telephone	1,440	2,064	(624)	10,697	12,497	(1,800)	24,134
Total 5310-00 · Telephone	1,440	2,064	(624)	10,697	12,497	(1,800)	24,134
5420-00 · Mail - USPS							
	100	213	(113)	917	1,298	(381)	2,578
5510-00 · Insurance/Bonding							
5520-00 · Supplies	1,123	809	314	8,012	4,834	3,178	9,604
5525-00 · Supplies- Computer <\$1000							
5520-00 · Supplies - Other	10	436	(426)	585	6,904	(6,319)	10,442
	1,981	1,443	538	9,989	19,044	(9,055)	29,248
Total 5520-00 · Supplies	1,991	1,879	112	10,574	25,948	(15,374)	39,690
5610-00 · Depreciation							
	118	158	(40)	708	944	(236)	1,656
5700-00 · Equipment Support & Maintenance							
5710-00 · Taxes, Licenses & Fees	11,363	2,476	8,887	11,568	14,856	(3,288)	29,952
5740-00 · Equipment Rental/Leasing	1,246	1,062	184	5,746	6,525	(779)	12,895
5740-00 · Equipment Rental/Leasing	(8,075)	1,274	(9,349)	5,461	7,626	(2,164)	15,104
5800-00 · Training Seminars	500	2,018	(1,518)	1,255	6,731	(5,476)	12,835
5850-00 · Artist of Month - Commissions	284	360	(77)	2,622	2,160	462	4,320
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	720	725	(5)	2,720	4,350	(1,630)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	18,800	22,400	(3,600)	24,900
5921-00 · Professional Fees - Other	8,499	6,983	1,516	58,898	66,900	(8,002)	81,800
Total 5900-00 · Professional Fees	9,219	7,708	1,511	80,418	93,650	(13,232)	115,700
5941-00 · Research & Planning							
	0	1,800	(1,800)	0	10,800	(10,800)	21,600
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Dec 19	Budget	\$ Over Budget	Jul - Dec 19	YTD Budget	\$ Over Budget	Annual Bud...
Total 6020-00 · Programs	0	0	0	0	0	0	80,000
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	25,000	(25,000)	0	25,000	(25,000)	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	400	0	400	180	0	180	21,900
6421-16 · Mountain Travel Symposium	5,000	0	5,000	5,000	0	5,000	75,000
Total 6420-01 · Sponsorships	5,400	25,000	(19,600)	293,867	317,395	(23,528)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	220	15,000	(14,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	4,002	(2,385)	8,000
Total 6420-00 · Events	5,400	28,167	(22,767)	295,704	336,397	(40,693)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	5,000	0	5,000	6,140	0	6,140	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	470	545	(76)	2,211	2,727	(517)	6,000
6442-00 · Public Relations/Website	353	417	(63)	3,003	2,500	503	5,000
6423-00 · Membership Activities - Other	0	2,500	(2,500)	1,129	4,150	(3,021)	8,500
Total 6423-00 · Membership Activities	5,823	3,462	2,361	13,116	12,877	238	52,000
6730-00 · Marketing Cooperative/Media	150,831	150,831	0	637,976	637,976	0	1,503,362
6740-00 · Media/Collateral/Production	0	1,500	(1,500)	0	1,500	(1,500)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	716	2,000	(1,284)	6,115	13,910	(7,795)	27,910
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	0	0	0	1,000	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	0	0	0	5,450	8,132	(2,682)	80,000
7500-00 · Trade Shows/Travel	0	0	0	0	1,500	(1,500)	3,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	24	100	(76)	754	800	(46)	1,190
52500 · Purchase Discounts	0			(1)			
59900 · POS Inventory Adjustments	0			116			
8100-00 · Cost of Goods Sold - Other	6,459	3,600	2,859	37,729	31,800	5,929	54,050
Total 8100-00 · Cost of Goods Sold	6,484	3,700	2,784	38,599	32,600	5,999	55,240
8200-00 · Associate Relations	451	648	(197)	940	3,888	(2,948)	7,756
8300-00 · Board Functions	4,457	250	4,207	9,212	3,750	5,462	5,950
8500-00 · Credit Card Fees	457	448	9	3,522	3,402	120	7,454
8600-00 · Additional Opportunites	0	3,500	(3,500)	0	11,091	(11,091)	32,091
8700-00 · Automobile Expenses	41	551	(510)	1,363	3,280	(1,917)	6,285
8750-00 · Meals/Meetings	50	462	(411)	1,044	2,769	(1,725)	5,534
8810-00 · Dues & Subscriptions	376	716	(340)	4,193	3,795	398	7,490
8910-00 · Travel	0	500	(500)	0	2,300	(2,300)	7,800
8920-00 · Bad Debt	0			2,138			
Total Expense	282,453	351,677	(69,224)	1,798,320	2,031,724	(233,404)	4,234,808
Net Ordinary Income	43,409	464	42,945	200,327	(777)	201,104	19,998
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24			140			
Total Other Income	24			140			
Other Expense							
8990-00 · Allocated	0	0	0	0	(1)	1	0
Total Other Expense	0	0	0	0	(1)	1	0
Net Other Income	24	0	24	140	1	139	0
Net Income	43,432	464	42,968	200,466	(776)	201,243	19,998

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

Accrual Basis

11 - Marketing

	<u>Dec 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Dec 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	221,479	251,146	(29,667)	1,359,802	1,408,402	(48,599)	3,044,007
4253-00 · Revenue- Other	1,000			1,000			
Total Income	<u>222,479</u>	<u>251,146</u>	<u>(28,667)</u>	<u>1,360,802</u>	<u>1,408,402</u>	<u>(47,599)</u>	<u>3,044,007</u>
Gross Profit	222,479	251,146	(28,667)	1,360,802	1,408,402	(47,599)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	8,250	8,250	0	16,500
5020-00 · P/R - Tax Expense	2,356	2,037	318	10,759	12,224	(1,465)	21,537
5030-00 · P/R - Health Insurance Expense	4,119	3,667	452	25,374	22,002	3,372	44,004
5040-00 · P/R - Workmans Comp	127	178	(52)	789	1,070	(281)	2,139
5060-00 · 401 (k)	880	1,019	(139)	5,170	6,112	(942)	12,224
5070-00 · Other Benefits and Expenses	113	160	(47)	600	960	(360)	1,920
5000-00 · Salaries & Wages - Other	23,564	25,467	(1,903)	137,961	152,802	(14,841)	305,604
Total 5000-00 · Salaries & Wages	<u>32,533</u>	<u>33,903</u>	<u>(1,370)</u>	<u>188,902</u>	<u>203,420</u>	<u>(14,518)</u>	<u>403,929</u>
5100-00 · Rent							
5110-00 · Utilities	163	130	32	948	843	105	2,001
5140-00 · Repairs & Maintenance	92	80	12	138	160	(22)	4,367
5150-00 · Office - Cleaning	205	225	(20)	1,662	1,192	471	2,866
5100-00 · Rent - Other	2,442	2,050	392	14,618	12,644	1,973	24,200
Total 5100-00 · Rent	<u>2,902</u>	<u>2,486</u>	<u>416</u>	<u>17,366</u>	<u>14,840</u>	<u>2,527</u>	<u>33,434</u>
5310-00 · Telephone							
5320-00 · Telephone	386	600	(214)	2,955	3,600	(645)	6,600
Total 5310-00 · Telephone	<u>386</u>	<u>600</u>	<u>(214)</u>	<u>2,955</u>	<u>3,600</u>	<u>(645)</u>	<u>6,600</u>
5420-00 · Mail - USPS	34	50	(16)	287	300	(13)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,100	(3,100)	3,700
5520-00 · Supplies - Other	56	150	(94)	914	900	14	4,750
Total 5520-00 · Supplies	<u>56</u>	<u>250</u>	<u>(194)</u>	<u>914</u>	<u>4,000</u>	<u>(3,086)</u>	<u>8,450</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	720	(720)	1,440
5710-00 · Taxes, Licenses & Fees	0			60			
5740-00 · Equipment Rental/Leasing	243	315	(72)	1,392	1,890	(498)	3,780
5800-00 · Training Seminars	500	1,597	(1,097)	1,166	2,206	(1,040)	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	600	(600)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	2,400	(2,400)	4,800
Total 5900-00 · Professional Fees	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>0</u>	<u>3,000</u>	<u>(3,000)</u>	<u>6,300</u>
5941-00 · Research & Planning	0	1,500	(1,500)	0	9,000	(9,000)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	<u>0</u>	<u>0</u>	<u>0</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	25,000	(25,000)	0	25,000	(25,000)	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	400	0	400	180	0	180	21,900
6421-16 · Mountain Travel Symposium	5,000	0	5,000	5,000	0	5,000	75,000
Total 6420-01 · Sponsorships	<u>5,400</u>	<u>25,000</u>	<u>(19,600)</u>	<u>293,867</u>	<u>317,395</u>	<u>(23,528)</u>	<u>477,695</u>
6421-00 · New Event Development	0	2,500	(2,500)	220	15,000	(14,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	4,002	(2,385)	8,000
Total 6420-00 · Events	<u>5,400</u>	<u>28,167</u>	<u>(22,767)</u>	<u>295,704</u>	<u>336,397</u>	<u>(40,693)</u>	<u>515,695</u>
6730-00 · Marketing Cooperative/Media	140,255	140,255	0	574,517	574,517	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	516	1,000	(484)	4,544	7,910	(3,366)	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	0	0	0	1,000	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	<u>0</u>	<u>0</u>	<u>0</u>	<u>5,450</u>	<u>8,132</u>	<u>(2,682)</u>	<u>80,000</u>
8200-00 · Associate Relations	38	140	(102)	191	840	(650)	1,660
8500-00 · Credit Card Fees	0			50			
8600-00 · Additional Opportunitess	0	3,000	(3,000)	0	8,091	(8,091)	26,091
8700-00 · Automobile Expenses	14	130	(116)	892	780	112	1,560
8750-00 · Meals/Meetings	8	163	(155)	459	975	(516)	1,950

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

Accrual Basis

11 - Marketing

	Dec 19	Budget	\$ Over Budget	Jul - Dec 19	YTD Budget	\$ Over Budget	Annual Budget
8810-00 · Dues & Subscriptions	109	250	(141)	1,026	1,500	(474)	3,000
8910-00 · Travel	0	500	(500)	0	2,300	(2,300)	6,300
Total Expense	182,994	214,925	(31,932)	1,095,872	1,184,417	(88,545)	2,595,931
Net Ordinary Income	39,486	36,221	3,265	264,930	223,985	40,945	448,076
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24			140			
Total Other Income	24			140			
Other Expense							
8990-00 · Allocated	24,970	36,233	(11,263)	165,065	224,060	(58,995)	448,076
Total Other Expense	24,970	36,233	(11,263)	165,065	224,060	(58,995)	448,076
Net Other Income	(24,947)	(36,233)	11,286	(164,925)	(224,060)	59,135	(448,076)
Net Income	14,539	(13)	14,552	100,005	(75)	100,080	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Dec 19	Budget	\$ Over Budget	Jul - Dec 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	34,327	34,326	0	184,253	184,252	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	167	0	167	27,764	21,495	6,269	28,276
Total 4600-00 · Commissions	<u>167</u>	<u>0</u>	<u>167</u>	<u>34,327</u>	<u>21,495</u>	<u>12,833</u>	<u>28,276</u>
Total Income	<u>34,494</u>	<u>34,326</u>	<u>167</u>	<u>218,581</u>	<u>205,747</u>	<u>12,834</u>	<u>411,528</u>
Gross Profit	34,494	34,326	167	218,581	205,747	12,834	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	568	800	(232)	12,013	4,800	7,213	9,600
5020-00 · P/R - Tax Expense	1,206	1,064	142	4,472	6,382	(1,911)	12,764
5030-00 · P/R - Health Insurance Expense	1,247	1,754	(507)	15,208	10,524	4,684	21,048
5040-00 · P/R - Workmans Comp	94	88	6	419	526	(106)	1,051
5060-00 · 401 (k)	286	501	(214)	2,093	3,003	(911)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	480	(480)	960
5070-00 · Other Benefits and Expenses	8	0	8	266	0	266	0
5000-00 · Salaries & Wages - Other	(4,854)	12,514	(17,368)	39,732	75,084	(35,352)	150,168
Total 5000-00 · Salaries & Wages	<u>(1,445)</u>	<u>16,800</u>	<u>(18,245)</u>	<u>74,203</u>	<u>100,799</u>	<u>(26,596)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	79	66	13	463	396	67	792
5140-00 · Repairs & Maintenance	45	45	0	68	270	(203)	540
5150-00 · Office - Cleaning	100	94	6	811	564	247	1,128
5100-00 · Rent - Other	1,146	1,025	121	6,858	6,150	708	12,300
Total 5100-00 · Rent	<u>1,370</u>	<u>1,230</u>	<u>140</u>	<u>8,199</u>	<u>7,380</u>	<u>819</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	163	300	(137)	1,462	1,800	(338)	3,600
Total 5310-00 · Telephone	<u>163</u>	<u>300</u>	<u>(137)</u>	<u>1,462</u>	<u>1,800</u>	<u>(338)</u>	<u>3,600</u>
5420-00 · Mail - USPS	17	15	2	84	90	(6)	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	186	(186)	372
5520-00 · Supplies - Other	27	262	(234)	245	457	(211)	594
Total 5520-00 · Supplies	<u>27</u>	<u>293</u>	<u>(265)</u>	<u>245</u>	<u>643</u>	<u>(397)</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	109	125	(16)	616	748	(131)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	63,459	63,459	0	126,916
8200-00 · Associate Relations	23	80	(57)	54	480	(426)	960
8500-00 · Credit Card Fees	0	0	0	90	0	90	0
8810-00 · Dues & Subscriptions	0	20	(20)	4	120	(116)	240
Total Expense	<u>10,840</u>	<u>29,438</u>	<u>(18,599)</u>	<u>148,448</u>	<u>175,519</u>	<u>(27,071)</u>	<u>350,956</u>
Net Ordinary Income	<u>23,654</u>	<u>4,888</u>	<u>18,766</u>	<u>70,133</u>	<u>30,228</u>	<u>39,905</u>	<u>60,572</u>
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,369	4,888	(1,519)	22,269	30,228	(7,959)	60,572
Total Other Expense	<u>3,369</u>	<u>4,888</u>	<u>(1,519)</u>	<u>22,269</u>	<u>30,228</u>	<u>(7,959)</u>	<u>60,572</u>
Net Other Income	<u>(3,369)</u>	<u>(4,888)</u>	<u>1,519</u>	<u>(22,269)</u>	<u>(30,228)</u>	<u>7,959</u>	<u>(60,572)</u>
Net Income	<u><u>20,285</u></u>	<u><u>0</u></u>	<u><u>20,285</u></u>	<u><u>47,864</u></u>	<u><u>0</u></u>	<u><u>47,864</u></u>	<u><u>0</u></u>

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

42 - Visitor Center

Accrual Basis

	Dec 19	Budget	\$ Over Budget	Jul - Dec 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	39,330	39,330	(0)	197,267	197,267	(0)	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	168	400	(232)	383	2,400	(2,017)	4,800
46000 · Merchandise Sales - Other	10,204	7,200	3,004	68,959	63,600	5,359	108,100
Total 46000 · Merchandise Sales	10,372	7,600	2,772	69,342	66,000	3,342	112,900
Total Income	49,702	46,930	2,772	266,609	263,267	3,342	511,206
Gross Profit	49,702	46,930	2,772	266,609	263,267	3,342	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,426	1,666	(240)	8,624	8,816	(192)	17,362
5030-00 · P/R - Health Insurance Expense	1,730	2,225	(495)	10,252	13,350	(3,098)	26,700
5040-00 · P/R - Workmans Comp	394	765	(371)	3,211	4,047	(836)	7,856
5060-00 · 401 (k)	521	680	(159)	3,402	3,598	(196)	6,984
5070-00 · Other Benefits and Expenses	45	80	(35)	210	480	(270)	960
5000-00 · Salaries & Wages - Other	12,900	17,000	(4,100)	92,314	89,950	2,364	174,600
Total 5000-00 · Salaries & Wages	17,017	22,416	(5,399)	118,014	120,241	(2,227)	234,462
5100-00 · Rent							
5110-00 · Utilities	545	700	(155)	2,553	3,700	(1,147)	7,600
5140-00 · Repairs & Maintenance	257	1,000	(744)	1,405	6,000	(4,595)	12,000
5150-00 · Office - Cleaning	20	500	(480)	162	750	(588)	2,500
5100-00 · Rent - Other	6,502	6,500	2	39,007	39,000	7	78,800
Total 5100-00 · Rent	7,323	8,700	(1,377)	43,127	49,450	(6,323)	100,900
5310-00 · Telephone							
5320-00 · Telephone	174	242	(68)	1,278	1,452	(174)	2,904
Total 5310-00 · Telephone	174	242	(68)	1,278	1,452	(174)	2,904
5420-00 · Mail - USPS	12	50	(38)	59	300	(241)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1	(1)	0	308	(308)	1,310
5520-00 · Supplies - Other	297	321	(24)	2,117	2,928	(811)	4,894
Total 5520-00 · Supplies	297	322	(25)	2,117	3,236	(1,119)	6,204
5610-00 · Depreciation	118	118	(0)	708	708	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	600	(600)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	176	235	(59)	1,057	1,410	(353)	2,820
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	284	360	(77)	2,622	2,160	462	4,320
6740-00 · Media/Collateral/Production	0	1,500	(1,500)	0	1,500	(1,500)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,200	6,000	(4,800)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	24	100	(76)	754	800	(46)	1,190
52500 · Purchase Discounts	0			(1)			
59900 · POS Inventory Adjustments	0			116			
8100-00 · Cost of Goods Sold - Other	6,459	3,600	2,859	37,729	31,800	5,929	54,050
Total 8100-00 · Cost of Goods Sold	6,484	3,700	2,784	38,599	32,600	5,999	55,240
8200-00 · Associate Relations	8	58	(50)	176	348	(172)	696
8500-00 · Credit Card Fees	374	266	108	2,257	2,311	(54)	3,954
8700-00 · Automobile Expenses	12	100	(88)	233	600	(367)	950
8750-00 · Meals/Meetings	8	65	(57)	152	390	(238)	780
8810-00 · Dues & Subscriptions	0	100	(100)	0	100	(100)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	32,485	39,332	(6,847)	211,619	225,561	(13,942)	435,965
Net Ordinary Income	17,217	7,598	9,619	54,990	37,706	17,284	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,202	6,098	(1,896)	27,779	37,707	(9,928)	75,243
Total Other Expense	4,202	6,098	(1,896)	27,779	37,707	(9,928)	75,243
Net Other Income	(4,202)	(6,098)	1,896	(27,779)	(37,707)	9,928	(75,243)
Net Income	13,014	1,500	11,514	27,211	(1)	27,212	(2)

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

Accrual Basis

51 - TMPI

	Dec 19	Budget	\$ Over Bu...	Jul - Dec 19	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	6,869	6,869	0	78,450	78,449	1	88,866
Total Income	6,869	6,869	0	78,450	78,449	1	88,866
Gross Profit	6,869	6,869	0	78,450	78,449	1	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	0	198	(198)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	24	(24)	48
5040-00 · P/R - Workmans Comp	0	4	(4)	0	24	(24)	48
5060-00 · 401 (k)	0	23	(23)	0	138	(138)	276
5000-00 · Salaries & Wages - Other	0	567	(567)	0	3,402	(3,402)	6,804
Total 5000-00 · Salaries & Wages	0	631	(631)	0	3,786	(3,786)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	5	(5)	0	33	(33)	36
5140-00 · Repairs & Maintenance	0	3	(3)	0	6	(6)	6
5150-00 · Office - Cleaning	0	8	(8)	0	41	(41)	41
5100-00 · Rent - Other	544	72	472	2,177	360	1,817	504
Total 5100-00 · Rent	544	88	456	2,177	440	1,737	587
5310-00 · Telephone							
5320-00 · Telephone	0	22	(22)	0	245	(245)	230
Total 5310-00 · Telephone	0	22	(22)	0	245	(245)	230
5420-00 · Mail - USPS	0	0	0	0	18	(18)	18
5510-00 · Insurance/Bonding	0	14	(14)	0	64	(64)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	1,560	(1,560)	1,560
5520-00 · Supplies - Other	1,321	2	1,319	4,084	10,509	(6,425)	10,510
Total 5520-00 · Supplies	1,321	14	1,307	4,084	12,069	(7,985)	12,070
5740-00 · Equipment Rental/Leasing	0	33	(33)	0	182	(182)	216
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	680			680			
5921-00 · Professional Fees - Other	8,499	5,000	3,499	58,897	55,000	3,897	55,000
Total 5900-00 · Professional Fees	9,179	5,000	4,179	59,577	55,000	4,577	55,000
8700-00 · Automobile Expenses	0	8	(8)	0	25	(25)	25
8750-00 · Meals/Meetings	0	1	(1)	0	4	(4)	4
Total Expense	11,044	5,811	5,233	65,838	71,833	(5,995)	75,786
Net Ordinary Income	(4,175)	1,058	(5,233)	12,612	6,616	5,996	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	729	1,058	(329)	4,821	6,544	(1,723)	13,080
Total Other Expense	729	1,058	(329)	4,821	6,544	(1,723)	13,080
Net Other Income	(729)	(1,058)	329	(4,821)	(6,544)	1,723	(13,080)
Net Income	(4,904)	0	(4,904)	7,791	72	7,719	0

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

Accrual Basis

60 - Membership

	Dec 19	Budget	\$ Over Budget	Jul - Dec 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,183	10,833	350	67,155	65,000	2,155	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	1,200	(1,200)	0	1,200	(1,200)	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	0	0	0	0	0	3,000
4251-00 · Tues AM Breakfast Club - Other	615	636	(21)	2,955	3,182	(227)	7,000
Total 4251-00 · Tues AM Breakfast Club	615	636	(21)	2,955	3,182	(227)	10,000
4250-00 · Revenues-Membership Activities - Other	520	200	320	4,096	3,000	1,096	4,000
Total 4250-00 · Revenues-Membership Activities	1,135	2,036	(901)	7,051	10,082	(3,031)	69,200
Total Income	12,318	12,870	(552)	74,206	75,082	(876)	199,200
Gross Profit	12,318	12,870	(552)	74,206	75,082	(876)	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(8,250)	(8,250)	0	(16,500)
5020-00 · P/R - Tax Expense	359	434	(75)	3,250	2,606	645	5,211
5030-00 · P/R - Health Insurance Expense	815	849	(34)	4,172	5,094	(922)	10,188
5040-00 · P/R - Workmans Comp	23	44	(21)	207	266	(59)	532
5060-00 · 401 (k)	153	253	(101)	1,797	1,519	278	3,038
5070-00 · Other Benefits and Expenses	4	13	(9)	20	80	(60)	160
5000-00 · Salaries & Wages - Other	3,827	6,329	(2,502)	24,970	37,974	(13,004)	75,948
Total 5000-00 · Salaries & Wages	3,806	6,548	(2,742)	26,165	39,289	(13,123)	78,577
5100-00 · Rent							
5110-00 · Utilities	38	36	2	220	215	5	430
5140-00 · Repairs & Maintenance	21	44	(22)	32	263	(230)	525
5150-00 · Office - Cleaning	48	98	(51)	385	588	(203)	1,177
5100-00 · Rent - Other	93	497	(404)	1,639	2,982	(1,344)	5,965
Total 5100-00 · Rent	200	675	(475)	2,276	4,048	(1,773)	8,097
5310-00 · Telephone							
5320-00 · Telephone	79	150	(71)	631	900	(269)	1,800
Total 5310-00 · Telephone	79	150	(71)	631	900	(269)	1,800
5420-00 · Mail - USPS	8	8	(0)	40	50	(10)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	250	(250)	500
5520-00 · Supplies - Other	13	83	(70)	117	500	(383)	1,000
Total 5520-00 · Supplies	13	125	(112)	117	750	(633)	1,500
5610-00 · Depreciation	0	8	(8)	0	48	(48)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	336	(336)	672
5710-00 · Taxes, Licenses & Fees	0	17	(17)	14	100	(86)	200
5740-00 · Equipment Rental/Leasing	131	225	(94)	805	1,350	(545)	2,700
5800-00 · Training Seminars	0	21	(21)	0	125	(125)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	500	(500)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	500	(500)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	5,000	0	5,000	6,140	0	6,140	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	470	545	(76)	2,211	2,727	(517)	6,000
6442-00 · Public Relations/Website	353	417	(63)	3,003	2,500	503	5,000
6423-00 · Membership Activities - Other	0	2,500	(2,500)	1,129	4,150	(3,021)	8,500
Total 6423-00 · Membership Activities	5,823	3,462	2,361	13,116	12,877	238	52,000
8200-00 · Associate Relations	177	25	152	190	150	40	300
8500-00 · Credit Card Fees	83	182	(98)	951	1,091	(140)	3,500
8700-00 · Automobile Expenses	15	63	(47)	216	375	(159)	750
8750-00 · Meals/Meetings	27	83	(56)	272	500	(228)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	70	275	(205)	550
8920-00 · Bad Debt	0			2,138			
Total Expense	10,362	11,777	(1,415)	46,999	62,764	(15,765)	153,092
Net Ordinary Income	1,956	1,093	863	27,207	12,318	14,889	46,108
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,459	2,117	(658)	9,642	13,090	(3,448)	26,107

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

Accrual Basis

60 - Membership

	Dec 19	Budget	\$ Over Budget	Jul - Dec 19	YTD Budget	\$ Over Budget	Annual Budget
Total Other Expense	1,459	2,117	(658)	9,642	13,090	(3,448)	26,107
Net Other Income	(1,459)	(2,117)	658	(9,642)	(13,090)	3,448	(26,107)
Net Income	<u>498</u>	<u>(1,024)</u>	<u>1,522</u>	<u>17,565</u>	<u>(772)</u>	<u>18,337</u>	<u>20,001</u>

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

70 - Administration

Accrual Basis

	Dec 19	Budget	\$ Over Budget	Jul - Dec 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,662	2,341	(679)	9,305	12,846	(3,541)	26,892
5030-00 · P/R - Health Insurance Expense	1,814	3,369	(1,555)	10,976	20,214	(9,238)	40,428
5040-00 · P/R - Workmans Comp	91	205	(114)	253	1,125	(872)	2,355
5060-00 · 401 (k)	723	1,171	(448)	5,243	6,426	(1,183)	13,452
5070-00 · Other Benefits and Expenses	17	160	(143)	830	960	(130)	2,000
5000-00 · Salaries & Wages - Other	16,249	29,265	(13,016)	115,881	160,590	(44,709)	336,180
Total 5000-00 · Salaries & Wages	20,555	36,511	(15,956)	142,487	202,161	(59,674)	421,307
5100-00 · Rent							
5110-00 · Utilities	141	140	1	815	965	(150)	2,040
5140-00 · Repairs & Maintenance	603	375	228	1,762	2,250	(488)	4,500
5150-00 · Office - Cleaning	178	250	(73)	1,430	1,400	30	2,650
5100-00 · Rent - Other	2,332	2,370	(38)	14,050	14,220	(170)	29,760
Total 5100-00 · Rent	3,253	3,135	118	18,056	18,835	(779)	38,950
5310-00 · Telephone							
5320-00 · Telephone	639	750	(111)	4,371	4,500	(129)	9,000
Total 5310-00 · Telephone	639	750	(111)	4,371	4,500	(129)	9,000
5420-00 · Mail - USPS	29	90	(61)	448	540	(92)	1,080
5510-00 · Insurance/Bonding	1,123	795	328	8,012	4,770	3,242	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10	250	(240)	585	1,500	(915)	3,000
5520-00 · Supplies - Other	268	625	(357)	2,512	3,750	(1,238)	7,500
Total 5520-00 · Supplies	278	875	(598)	3,097	5,250	(2,153)	10,500
5610-00 · Depreciation	0	32	(32)	0	188	(188)	380
5700-00 · Equipment Support & Maintenance	11,363	2,200	9,163	11,568	13,200	(1,632)	26,400
5710-00 · Taxes, Licenses & Fees	1,246	1,045	201	5,621	6,270	(649)	12,540
5740-00 · Equipment Rental/Leasing	(8,734)	341	(9,075)	1,591	2,046	(455)	4,092
5800-00 · Training Seminars	0	400	(400)	89	2,400	(2,311)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	40	625	(585)	2,040	3,750	(1,710)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	18,800	22,400	(3,600)	24,900
5921-00 · Professional Fees - Other	0	1,500	(1,500)	1	9,000	(8,999)	21,000
Total 5900-00 · Professional Fees	40	2,125	(2,085)	20,841	35,150	(14,309)	53,400
5941-00 · Research & Planning	0	300	(300)	0	1,800	(1,800)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	371	0	371	0
7500-00 · Trade Shows/Travel	0	0	0	0	1,500	(1,500)	3,000
8200-00 · Associate Relations	205	345	(140)	330	2,070	(1,740)	4,140
8300-00 · Board Functions	4,457	250	4,207	9,212	3,750	5,462	5,950
8500-00 · Credit Card Fees	0			175			
8600-00 · Additional Opportunitites	0	500	(500)	0	3,000	(3,000)	6,000
8700-00 · Automobile Expenses	0	250	(250)	22	1,500	(1,478)	3,000
8750-00 · Meals/Meetings	8	150	(142)	161	900	(739)	1,800
8810-00 · Dues & Subscriptions	267	300	(33)	3,093	1,800	1,293	3,600
Total Expense	34,729	50,394	(15,665)	229,545	311,630	(82,085)	623,079
Net Ordinary Income	(34,729)	(50,394)	15,665	(229,545)	(311,630)	82,085	(623,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(34,729)	(50,394)	15,665	(229,575)	(311,630)	82,055	(623,078)
Total Other Expense	(34,729)	(50,394)	15,665	(229,575)	(311,630)	82,055	(623,078)
Net Other Income	34,729	50,394	(15,665)	229,575	311,630	(82,055)	623,078
Net Income	0	0	0	30	0	30	(1)

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

December 31, 2019

North Lake Tahoe Marketing Cooperative Balance Sheet

Accrual Basis

As of December 31, 2019

	Dec 31, 19	Dec 31, 18	\$ Change	% Change	Jun 30, 19
ASSETS					
Current Assets					
Checking/Savings					
1000-00 · Cash	393,336	510,066	(116,730)	(23%)	363,031
Total Checking/Savings	393,336	510,066	(116,730)	(23%)	363,031
Accounts Receivable					
1200-00 · Accounts Receivable	4,484	7,273	(2,789)	(38%)	10,196
Total Accounts Receivable	4,484	7,273	(2,789)	(38%)	10,196
Other Current Assets					
1300 · Reimbursements Receivable	0	442	(442)	(100%)	4,362
1350-00 · Security Deposits	3,325	100	3,225	3,225%	100
Total Other Current Assets	3,325	542	2,783	513%	4,462
Total Current Assets	401,145	517,881	(116,736)	(23%)	377,689
Other Assets					
1400-00 · Prepaid Expenses	28,484	27,484	1,000	4%	12,340
Total Other Assets	28,484	27,484	1,000	4%	12,340
TOTAL ASSETS	429,629	545,365	(115,736)	(21%)	390,029
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	277,836	79,179	198,657	251%	365,187
Total Accounts Payable	277,836	79,179	198,657	251%	365,187
Total Current Liabilities	277,836	79,179	198,657	251%	365,187
Total Liabilities	277,836	79,179	198,657	251%	365,187
Equity					
32000 · Unrestricted Net Assets	24,842	189,433	(164,591)	(87%)	189,433
Net Income	126,952	276,753	(149,801)	(54%)	(164,591)
Total Equity	151,794	466,186	(314,392)	(67%)	24,842
TOTAL LIABILITIES & EQUITY	429,629	545,365	(115,736)	(21%)	390,029

North Lake Tahoe Marketing Cooperative

A/R Aging Summary

As of December 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Augustine Ideas*	0.00	0.00	0.00	649.00	390.00	1,039.00
Hyatt Regency Lake Tahoe Resort*	1,500.00	0.00	0.00	0.00	0.00	1,500.00
Northstar California	0.00	0.00	0.00	0.00	945.30	945.30
Tahoe Mountain Lodging	1,000.00	0.00	0.00	0.00	0.00	1,000.00
TOTAL	<u>2,500.00</u>	<u>0.00</u>	<u>0.00</u>	<u>649.00</u>	<u>1,335.30</u>	<u>4,484.30</u>

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Amber Burke	27.38	0.00	0.00	0.00	0.00	27.38
Augustineldeas	20,161.46	2,488.75	0.00	0.00	0.00	22,650.21
Connect Association Marketplace	7,400.00	0.00	0.00	0.00	0.00	7,400.00
Denise Cmiel	0.00	29.20	0.00	0.00	0.00	29.20
Gate 7 Pty Ltd*	2,126.41	0.00	0.00	0.00	0.00	2,126.41
Greg Howey	214.72	0.00	0.00	0.00	0.00	214.72
Liz Bowling	46.92	0.00	0.00	0.00	0.00	46.92
NLTRA	5,431.59	7,425.10	0.00	0.00	0.00	12,856.69
Pat Ross/Insignia	2,057.92	0.00	0.00	0.00	0.00	2,057.92
Richter7	101,078.85	12,911.53	44,299.78	0.00	0.00	158,290.16
Sarah Winters	192.39	0.00	0.00	0.00	0.00	192.39
Sierra Nevada Ad Partners	826.50	0.00	0.00	0.00	0.00	826.50
Smith & Jones, Inc.	23,662.50	23,664.25	0.00	0.00	0.00	47,326.75
The Abbi Agency, Inc	23,790.64	0.00	0.00	0.00	0.00	23,790.64
TOTAL	<u>187,017.28</u>	<u>46,518.83</u>	<u>44,299.78</u>	<u>0.00</u>	<u>0.00</u>	<u>277,835.89</u>

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

December 2019

Accrual Basis

	Dec 19	Budget	Jul - Dec 19	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding	37,449	37,449	536,622	536,622	942,000
4001-00 · NLTRA Funding	150,831	150,831	637,976	637,976	1,503,362
4004-00 · IVCBVB Entertainment	2,000	2,000	4,000	4,000	8,000
Total Income	<u>190,280</u>	<u>190,280</u>	<u>1,178,598</u>	<u>1,178,598</u>	<u>2,453,362</u>
Gross Profit	190,280	190,280	1,178,598	1,178,598	2,453,362
Expense					
5000-00 · CONSUMER MARKETING					
5001-00 · Broadcast / Radio - High Notes	0	0	5,104	10,320	16,720
5002-01 · Native Display	0	7,000	0	34,000	68,000
5004-00 · Trip Advisor	16,964	8,333	31,619	49,998	100,000
5005-00 · Paid Social	14,697	29,797	58,005	66,035	139,000
5005-01 · Digital Display	38,077	9,000	103,580	42,000	85,000
5005-02 · Retargeting Video	0	2,500	12,473	15,000	30,000
5007-00 · Creative Production	19,589	13,250	123,844	79,500	158,219
5010-00 · Account Strategy & Management	7,000	7,000	42,000	42,000	84,000
5010-01 · Digital Management & Reporting	2,000	2,000	12,000	12,000	24,000
5010-02 · Website Strategy & Analysis	1,200	1,200	7,200	7,200	14,400
5013-00 · Outdoor	0	0	0	0	115,000
5015-00 · Video	0	5,000	4,373	17,500	35,000
5017-00 · Rich Media	4,965	12,500	11,837	25,000	50,000
5018-00 · Media Commission	11,176	9,093	33,782	35,012	103,607
5018-01 · Digital Ad Serving	339	504	1,232	3,024	6,050
5020-00 · Search Engine Marketing	9,507	5,000	27,008	30,000	60,000
5022-00 · Email	4,600	3,500	15,226	17,500	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	7,500	15,000
5028-00 · High Impact Media	0	5,000	0	22,000	45,000
Total 5000-00 · CONSUMER MARKETING	<u>130,114</u>	<u>121,927</u>	<u>489,284</u>	<u>516,339</u>	<u>1,204,746</u>
5110-00 · LEISURE SALES					
5107-00 · Creative Production	0	0	2,565	3,000	6,000
5112-00 · Training / Sales Calls	2,966	0	6,440	2,500	6,500
5113-00 · Additional Opportunities	0	1,750	2,946	3,500	7,000
5115-00 · Travel Agent Incentive Program	0	0	0	0	1,500
5120-00 · Domestic - Trade Shows	0	500	2,125	4,950	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	2,750	4,527	5,500	11,000
5136-00 · Tour Operator Brochure Support	0	0	2,000	2,000	2,000
5137-00 · Co-op Opportunities	2,126	5,000	2,926	10,000	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	857	0	257	0	11,000
5145-00 · TIA Annual Dues	0	0	2,695	0	2,650
5146-00 · UK / Black Diamond	2,500	0	15,000	15,500	31,000
5147-00 · AUS / Gate 7	0	0	15,850	15,850	31,700
5149-00 · Mexico Program	0	0	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	0	0	6,409	6,000	6,000
5154-00 · Canada - Other	5,000	0	11,860	13,500	26,000
Total 5154-00 · Canada	<u>5,000</u>	<u>0</u>	<u>18,269</u>	<u>19,500</u>	<u>32,000</u>
5155-00 · California Star Program	583	0	583	3,500	3,500
5156-00 · German Trade Representation	1,870	1,000	6,782	11,500	23,000
Total 5110-00 · LEISURE SALES	<u>15,902</u>	<u>11,000</u>	<u>90,132</u>	<u>113,145</u>	<u>222,695</u>
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	13,200	13,200	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	30,000	30,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	2,000	2,000	12,000	12,000	24,000
5202-01 · Rich Content Development	300	0	4,975	11,000	22,000
5204-00 · Media Mission(s)	475	0	4,438	5,300	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	3,000	3,000	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	1,800	1,800	3,600
5208-00 · International Travel Media FAMS	0	0	2,949	6,800	13,600
5208-01 · Int'l FAM Hard Cost	0	0	1,581	6,000	12,000

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

December 2019

Accrual Basis

	Dec 19	Budget	Jul - Dec 19	YTD Budget	Annual Budget
5208-02 · Int'l Media Retainer	300	300	1,800	1,800	3,600
5209-00 · Domestic Travel Media FAMS	3,378	3,500	10,125	21,000	38,500
5210-00 · Content Dev - Newsletters	1,800	1,800	10,800	10,800	21,600
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	24,000	24,000	48,000
5212-00 · Social Giveaways & Contests	3,500	0	4,654	4,600	9,200
5213-00 · Facebook Live	0	0	1,000	3,240	6,480
5214-00 · Social Takeover	0	0	7,952	8,000	16,000
Total 5200-00 · PUBLIC RELATIONS	23,752	19,600	134,274	162,540	321,580
6000-00 · CONFERENCE SALES					
6002-00 · Destination Print	(4,000)	0	5,520	23,850	23,850
6003-00 · Geo-Fence Targeting	0	0	0	2,500	2,500
6004-00 · Email	0	0	850	2,550	7,650
6005-00 · Paid Media	199	833	3,970	4,998	10,000
6006-00 · CVENT	0	0	11,167	13,500	13,500
6007-00 · Creative Production	2,489	5,000	11,620	20,000	30,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	6,000	6,000	12,000
6016-00 · MCC Search Engine Marketing	901		1,466		
6018-00 · MCC Media Commission	226	219	3,331	6,880	8,861
6019-00 · Conference Direct Partnership	0	0	0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	583	0	3,417	6,000	6,000
6152-00 · Client Events / Opportunities	3,122	0	7,628	3,000	15,000
6153-00 · Chicago Sales Rep Support	129	0	242	1,500	10,000
Total 6000-00 · CONFERENCE SALES	4,650	7,052	55,212	95,778	144,361
6100-00 · TRADE SHOWS					
6111-00 · Site Inspections	0	450	1,890	3,900	7,000
6116-00 · CalSAE Seasonal Spectacular	2,928	2,500	4,336	7,750	4,250
6118-00 · ASAE Annual	0	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	1,205	0	2,392	2,500	2,500
6127-00 · CalSAE Annual	1,022	0	1,022	5,000	6,700
6143-00 · Connect Marketplace	0	0	3,815	11,000	11,000
6144-00 · ASAE XDP	0	0	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	0	0	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	0	0	1,625	1,625
6161-00 · Connect Southwest	4,822	1,500	5,057	5,250	5,250
6162-00 · Connect Tech & Medical	3,700	0	4,749	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	0	0	489	0	0
6168-00 · Sacramento/Roseville TopGolf	0	0	0	2,500	2,500
6169-00 · Prestige Meetings SF	0	0	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
Total 6100-00 · TRADE SHOWS	13,678	4,450	39,330	82,615	106,610
6106-00 · CalSAE Seasonal Spectacular	11		0		
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	0	12,500	24,872	25,000	50,000
5009-00 · Fulfillment / Mail	0	1,000	8,060	6,000	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		5		
5123-00 · HSVC - High Sierra Visitors	167	0	1,000	2,000	2,000
7001-00 · Miscellaneous	0	0	253	0	0
7002-00 · CRM Subscription	833	833	5,000	4,998	9,996
7003-00 · IVCBVB Entertainment Fund	478	2,000	2,038	4,000	8,000
7004-00 · Research	422	0	26,530	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	550	0	29,516	25,000	50,000
7009-00 · Tahoe Cam Usage	0	177	0	1,062	2,124
7010-00 · Photo Management & Storage	0	592	0	3,552	7,104
7011-00 · TrendKite PR Software	357	333	1,786	1,998	3,996
8700-00 · Automobile Expense*	323	400	2,630	2,400	4,800
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0		160		

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

December 2019

Accrual Basis

	<u>Dec 19</u>	<u>Budget</u>	<u>Jul - Dec 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total 7000-00 · COMMITTED & ADMIN EXPENSES	3,130	17,835	166,850	157,686	352,372
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	4,250	4,250	25,500	25,500	51,000
8003-00 · Website Hosting Maintenance	47,327	4,166	51,065	24,996	50,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	<u>51,577</u>	<u>8,416</u>	<u>76,565</u>	<u>50,496</u>	<u>101,000</u>
Total Expense	<u>242,814</u>	<u>190,280</u>	<u>1,051,646</u>	<u>1,178,599</u>	<u>2,453,364</u>
Net Income	<u>(52,534)</u>	<u>0</u>	<u>126,952</u>	<u>(1)</u>	<u>(2)</u>

KEY METRICS FOR December 31, 2019 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru September 2019)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279
2013 - 2014	4,525,882	2,145,820	3,569,535	1,751,001	\$ 11,992,238
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,483	\$ 12,603,558
2015 - 2016	4,872,923	3,874,544	5,436,080	2,349,451	\$ 16,532,998
2016 - 2017	5,504,750	3,319,046	6,140,764	3,358,360	\$ 18,322,920
2017 - 2018	6,277,849	3,453,729	5,636,806	3,196,960	\$ 18,565,344
2018 - 2019	7,066,677	4,032,171	6,976,003	3,421,260	\$ 21,496,111
2019 - 2020	6,785,262				\$ 6,785,262

updated

Visitor Information Comparative Statistics For FYTD 2016/17 - 2019/20 (thru Dec 2019)				
Referrals -	2016-2017	2017-2018	2018-2019	2019-2020
Tahoe City:				
Walk In	25849	27233	26604	29168
Phone	2152	1903	1668	1710
Email	208	220	215	249
Kings Beach (Walk In)	3455	7883	11439	8322
NLT - Event Traffic	4,195	3127	3295	2913
Total	35,859	40,366.00	43,221.00	42,362.00
				YOY % Change
				9.64%
				2.52%
				15.81%
				-27.25%
				-11.59%
				-1.99%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)				
Quarter	2015	2016	2017	2019
First (Jan - Mar)	\$ 699,157	\$ 820,233	\$ 762,370	\$ 874,230
Second (Apr - June)	\$ 558,566	\$ 716,779	\$ 627,831	\$ 672,108
Third (Jul - Sept)	\$ 943,574	\$ 1,001,144	\$ 1,018,271	
Fourth (Oct - Dec)	\$ 629,807	\$ 641,261	\$ 671,770	
Total	\$ 2,831,104	\$ 3,179,417	\$ 3,080,242	
				YOY % Change
				14.67%
				7.05%

Unemployment Rates - EDD	
California (pop. 38,332,521)	Dec 2019
Placer County (367,309)	3.9%
Dollar Point (1,215)	2.7%
Kings Beach (3,893)	1.5%
Sunnyside/Tahoe City (1,557)	1.6%
Tahoe Vista (1,433)	3.5%
	2.2%

Destimetrics Reservations Activity	FYTD 18/19	FYTD 19/20	YOY % Change
Occupancy	52.4%	49.3%	-5.9%
ADR (Average Daily Rate)	\$ 501	\$ 556	11.1%
RevPAR (Rev per Available Room)	\$ 262	\$ 274	4.6%
Occupancy 1 Mth Forecast	43.8%	40.0%	-8.6%
ADR 1 Mth Forecast	\$ 377	\$ 423	12.0%
RevPAR 1 Mth Forecast	\$ 165	\$ 169	2.4%
Occupancy (prior 6 months)	55.0%	52.3%	-5.0%
ADR (prior 6 months)	\$ 363	\$ 383	5.3%
RevPAR (prior 6 months)	\$ 200	\$ 200	0.1%
Occupancy (next 6 months)	21.6%	20.5%	-5.2%
ADR (next 6 months)	\$ 349	\$ 385	10.2%
RevPAR (next 6 months)	\$ 75	\$ 79	4.5%

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

Conference Revenue Statistics Comparison FYTD 18/19 vs. FYTD 19/20 at 12/31/2019						
FORWARD LOOKING	2018-19		2019-20		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$2,890,990	\$ 2,789,017	\$ 3,616,793	\$ 3,616,793	29.68%	
Commission for this Revenue	\$ 79,949	\$ 71,924	\$ 51,400	\$ 51,400	-28.54%	
Number of Room Nights	14,165	14,905	17,367	17,367	16.52%	
Number of Bookings	72	60	63	63	5.00%	
Conference Revenue And Percentage by County:						
	18-19	19-20				
Placer	66%	79%	\$ 1,850,907	\$ 1,838,304	\$ 2,865,634	55.88%
Washoe	10%	16%	\$ 314,610	\$ 280,735	\$ 580,963	106.94%
South Lake	24%	5%	\$ 725,473	\$ 669,978	\$ 170,196	-74.60%
Nevada County	0%	0%				
Total Conference Revenue	100%	100%	\$ 2,890,990	\$ 2,789,017	\$ 3,616,793	29.68%
CURRENT						
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal			\$ 70,000	\$ 50,000	\$ 50,000	-28.57%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month 'Yr December 2019
 Employee Bavetta, Bonnie

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
12.02.2019	A	Adobe Acrobat Pro	1115322599	Acrobat Pro subscription for DeWitt	14.99		8810-00/70
12.06.2019	B	River Ranch Lodge	85992	Holiday Party - All Staff	177.37		8200-00/60
12.06.2019	C	River Ranch Lodge	85986	Holiday Party - All Staff	99.12		8200-00/Alloc
12.06.2019	D	Rosie's Café	4174	Breakfast to mourn/honor Jason Neary	142.98		8200-00/70
12.10.2019	E	Crashplan Pro	70279598900	server backup monthly fee	9.99		5525-00/70
12.17.2019	F	Adobe Acrobat Pro	1122813492	Acrobat Pro subscription for Bonnie & Katie	33.98		8810-00/Alloc
12.23.2019	G	Constant Contact	254168965	Email toolkit plus	95.00		8810-00/70
12.13.2019	H	Uncorked	100000	Associate Relations - DeWitt birthday		25.00	8200-00/70
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1	Mileage		See Attached Mileage Report		0.00	8700-00-70
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						25.00	

Signed By: *BB* Approved By: _____ Date: 1/10/20

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE
<u>WS 1/10/20</u>	<u>WS 1/10</u>	<u><i>BB</i></u>	<u>1/10/20</u>
DATE RECEIVED	DATE ENTERED	DATE SCANNED	DATE SCANNED



BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0119-2321
Statement Date	DEC 28, 2019
Total Activity	\$573.43

**** 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	\$573.43		\$0.00		\$0.00		\$573.43

ACCOUNT ACTIVITY					
Posting Date	Transaction Date	Reference Number	Transaction Description		Amount
12-02	11-29	55310209333026759526725	ADOBE ACROPRO SUBS 8008336687 CA Tran: BL1115322599 Tax ID: 770019522 Mer Ref: BL1115322599 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 96145 Dest Ctry: USA		14.99
12-06	12-03	25247809339000385004722	RIVER RANCH LODGE & RE TAHOE CITY CA Tran: 14426841 Tax ID: 833716490 Mer Zip: 96145		177.37
12-06	12-03	25247809339000385004730	RIVER RANCH LODGE & RE TAHOE CITY CA Tran: 30555893 Tax ID: 833716490 Mer Zip: 96145		99.12
12-06	12-05	55500809340200088200074	ROSIE'S CAFE TAHOE CITY CA Tax ID: 680190368 Mer Zip: 96145		142.98
12-10	12-09	25140619344062342278868	DRI*CRASHPLAN FOR SB MINNETONKA MN Tran: 6233135916 Tax ID: 411901640 Mer Zip: 55343		9.99
12-17	12-16	55310209350026806404791	ADOBE ACROPRO SUBS 8004438158 CA Tran: BL1122813492 Tax ID: 770019522 Mer Ref: BL1122813492 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 94043 Dest Ctry: USA		33.98
12-23	12-22	75418239356085180271499	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: 95 Disc: N Ext Item Amt: 95.00		95.00

A
B
C
D
E
F
G

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0119-2321	Account Summary Purchases & Other Charges \$573.43
	Statement Date DEC 28, 2019	
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$20,000	Fees \$0.00
	Disputed Amount \$0.00	Credits \$0.00
		Payments \$0.00
		Total Activity \$573.43

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.

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: 1115322599

Invoice Date: NOV-28-19

Payment Terms: Credit Card

Due Date: DEC-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 Bavelta
100 N Lake Blvd
Tahoe City CA 96145

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

Comments:



Holiday Party
 Amber, Sarah, Liz, DeWitt, Greg
 Anna, Rob, Kym, Ed, Chris
 Bonnie, Katie, Diane

River Ranch Lodge
 2285 River Road
 Tahoe City, Ca
 United States, 96145
 Tel: 530-583-4264

Printed December 3, 2019 at 4:28 PM

Order ID: 85992
 Type: Authorize
 Date/Time: 12/3/19 4:28 PM
 Server: Kira

Card Number: XXXXXXXXXXXXX2321
 Account Type: MasterCard
 Auth #: 040990
 Ref #: 1891641679

APPROVED - THANK YOU

Subtotal: \$177.37

Tip: _____

Total: 8200.00/60

Tip Guide:

18%=\$31.93 20%=\$35.47 22%=\$39.02

Important - retain this copy for your records

*** CUSTOMER COPY ***

River Ranch Lodge
 2285 River Road
 Tahoe City, Ca
 United States, 96145
 Tel: 530-583-4264

Printed December 3, 2019 at 4:24 PM

December 3, 2019 at 4:24 PM

Order #: 85992

Table: B3, 2 guests

Server: Kira

Sales Tax (7.25%) #: 94-1684544

2 x ** Artesa Chardonnay	\$24.00
4 x ** HH White Wine	\$16.00
6 x ** HH Draft	\$24.00
3 x Alluvium Pilsner	\$18.00
2 x ** Balletto Sauv Blanc	\$24.00
HH Nacho	\$8.00
Well Vodka	\$6.83
\$10.00 - \$3.17: Happy Hour Well	
+ \$2.00: Cosmo	
** HH Draft	\$4.00
Hot - Our Father	\$15.00
Draft Drakes 1800	\$6.00
** HH Draft	\$4.00

Beer Total	\$56.00
Food Total	\$8.00
Wine Glass Total	\$64.00
Liquor Total	\$21.83
Discount Total	\$0.17

Sub Total	\$149.83
Gratuity (18%)	\$27.54

Total \$177.37

Sales Tax (7.25%) Included in Total \$10.11

Thank you for choosing the River Ranch Lodge

Tip Guide:

18%=\$25.15 20%=\$27.94 22%=\$30.73



Holiday Party
 Amber, Sarah, Liz, DeWitt
 Greg, Anna, Rob, Kym, Ed, Chris,
 Bonnie, Katie, Diane

River Ranch Lodge
 2285 River Road
 Tahoe City, Ca
 United States, 96145
 Tel: 530-583-4264

Printed December 3, 2019 at 4:28 PM

Order ID: 85986
 Type: Authorize
 Date/Time: 12/3/19 4:28 PM
 Server: Kira

Card Number: XXXXXXXXXXXX2321
 Account Type: MasterCard
 Auth #: 064813
 Ref #: 1891642288

APPROVED - THANK YOU

Subtotal: \$99.12

Tip: _____

Total: _____

Tip Guide:

18%=\$17.84 20%=\$19.82 22%=\$21.81

Important - retain this copy for your records

*** CUSTOMER COPY ***

8200.00/ 11 \$38.08
 30 22.96
 42 7.61
 \$LB 70 30.47

River Ranch Lodge
 2285 River Road
 Tahoe City, Ca
 United States, 96145
 Tel: 530-583-4264

Printed December 3, 2019 at 4:24 PM

December 3, 2019 at 4:24 PM Order #: 85986

Table: B4, 14 guests Server: Kira

Sales Tax (7.25%) #: 94-1684544

2 x HH Special	\$18.00
HH Taco	\$10.00
2 x HH Brussels & Shishitos	\$14.00
2 x HH Drummets	\$16.00
HH Nacho	\$8.00
HH Poutine	\$7.00
HH Nacho	\$11.00
+ \$3.00: Add guac	

Food Total	\$84.00
Sub Total	\$84.00
Gratuity (18%)	\$15.12
Total	\$99.12

Sales Tax (7.25%) Included in Total \$5.68

Thank you for choosing the River Ranch!

Tip Guide:

18%=\$14.10 20%=\$15.66 22%=\$17.23



Greg, Andy, Anna, Katie, Liz, Greg
Sarah, Bonnie

Bkfst to
mourn ^{in honor}
Jason Neary

Rosies Cafe
A Tahoe Tradition
571 N. Lake Blvd
Tahoe City Ca. 96145
(530)583-8504

Thanked! 117
Renee !!

Rosies Cafe
A Tahoe Tradition
571 N. Lake Blvd
Tahoe City Ca. 96145
(530)583-8504

Server: Renee DOB: 12/05/2019
10:01 AM 12/05/2019
Table 117/1 3/30003

Server: Renee 12/05/2019
Table 117/1 9:35 AM
Guests: 8 30003
Reprint #: 1

SALE

M/C 3145730
Card #XXXXXXXXXXXX2321
Magnetic card present: BAVETTA BONNIE
Card Entry Method: S

Coffee (6 @2.95) 17.70
Eggs Benecado (2 @14.49) 28.98
Green Eggs & Ham 13.99
Side of Oatmeal 5.99
Veggie Scrambled 13.99
Biscuits, Gravy & Eggs 13.49
Breakfast Sandwich 11.50
Create your own Omelet 1.00
 \$CHEDDER 2.00
 \$BACON

Approval: 004174

Amount: \$ 130.98
+ Tip: 24
= Total: 154.98

Subtotal 122.13
Tax 8.85
Total 130.98

8200.00/70 BB

I agree to pay the above
total amount according to the
card issuer agreement.

Balance Due 130.98

X

Have a Great Day!
tahoemyers@gmail.com

Have a Great Day!
tahoemyers@gmail.com

Guest Copy

(D)

Invoice

Order Date: 12/9/2019

Order Number: 70279598900

Billing Address:

Bonnie Bavetta

North Lake Tahoe Resort

Association

100 N Lake Blvd

Tahoe City, CA 96145

US

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

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



CrashPlan offers the most comprehensive online backup solution to hundreds of thousands of consumers and tens of thousands of businesses around the world. Our highly secure, automatic and continuous service provides our customers the peace of mind that their digital life is protected and easily accessible.

© 2020 Code42 Software, Inc. All rights reserved. Privacy policy (<https://www.code42.com/privacy/>).

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



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: 1122813492
Invoice Date: DEC-15-19
Payment Terms: Credit Card
Due Date: DEC-22-19
Purchase Order: ADB067740022
Contract No 00004490
Order Number: 7001287628
Order Date: JUL-15-19
Customer No.: 1452233
Bill to No. 1200696926
Adobe Contact Information:
<https://helpx.adobe.com/contact.html>

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

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

Comments:



[Print](#)

Billing Activity - Invoices

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

*Today's Date: 01/07/2020
User Name: nltra1*

Invoices from 12/08/2019 to 01/07/2020

Date	Description	Charge Amount	Credit Amount
12/27/2019 Invoice #254168965	Constant Contact Toolkit - Email Plus Contacts 2,501 - 5,000 Contacts Maximum Number of Contacts This Billing Period: 3126 Period from 12/27/2019 to 01/26/2020	\$95.00	
		\$95.00	

Billing questions? [Contact Support](#)

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



*Dewitt Bday
Gift Card*

UNCORKED TAHOE CITY
475 NORTH LAKE BLVD 151
TAHOE CITY, CA 96145
5305811106

UNCORKED TAHOE CITY
475 NORTH LAKE BLVD 151
TAHOE CITY
CA 96145
5305811106
13-Dec-2019 13:41:56PM

Transaction 100000

Total	\$25.00
DEBIT CARD AUTH	\$25.00
Tip	-----
Total	-----

\$25.00
Gift card
617617 XXXXXX 4675

Retain this copy for statement
validation

*8200.00/70
BUB*

13-Dec-2019 1:41:37P
\$25.00 | Method: EMV
US DEBIT XXXXXXXXXXXX7465
BONNIE LYNN BAVETTA
Ref #: 934700529420
Auth #: 154619
MID: *****2888
AID: A0000000980840
AthNtwkNm: VISA
RtInd: CREDIT
SIGNATURE VERIFIED

(H)