



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

Wednesday February 26, 2020 at 3:00 p.m.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (712) 770-4010

Enter Participant code: 775665#

FINANCE COMMITTEE

NLTRA Board

Christy Beck
Treasurer

Jim Phelan
Board Member

Committee Members

David Brown
CPA

Mike Salmon
Tahoe Donner Association

Ramona Cruz
Tahoe City Public Utility District

Placer County Rep

Erin Casey

NLTRA Staff

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:

- 1/29/2020 Meeting Minutes [MOTION] Pg. 1

F. Review and Approval of Preliminary January 2020 Financials:

- Review Staff Report of Financial Performance Pg. 2
- NLTRA 1/31/2020 Financials Approval [MOTION] Pg. 4
- NLTMC 1/31/2020 Financials Review Pg. 23

G. Items for Committee Review, Discussion/or Recommendations

- TBID Update

H. Supplemental Information

- January 2020 Dashboard ReportPg. 30

I. Approval of CEO & Interim CEO Expenses January 2020:

- Approval of CEO (Hentz) Expenses [MOTION].....Pg. 31
- Approval of Interim CEO (Bavetta) Expenses [MOTION].....Pg. 39

J. Agenda Input for Next Finance Committee Meeting

K. Next Meeting Date

L. Committee Member Comments

M. Adjourn



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FINANCE COMMITTEE MEETING - Minutes Draft

Wednesday January 29, 2020 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 2:07 PM (3)
- B. Roll Call:
 - Members in Attendance: David Brown
 - Members via Phone: Christy Beck - Treasurer, Michael Salmon
 - Staff in Attendance: Jeff Hentz, 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; Christy Beck/David Brown, Approved 3-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve December 30th, 2019 Finance Committee meeting minutes; David Brown/Michael Salmon approved 3-0-0
- F. Review and Approval of December 31, 2019 Preliminary Financials
 - Review Staff Report – Preliminary December 31, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
 - Review NLT Marketing Coop December 31, 2019 preliminary financials.
 - **MOTION** to approve December 31, 2019 NLTRA YTD financials; David Brown/Michael Salmon approved 3-0-0
- G. Review and Approval of Q2 Reconciliations
 - Review of Q2 Reconciliations at December 31, 2019
 - **MOTION** to approve Q2 Reconciliations at December 31, 2019; Christy Beck/David Brown 3-0-0
- H. Items for Committee Review, Discussion and/or Recommendations
 - Review of TBID Update
 - Bavetta shared the Board of Directors approved all members of the Finance Committee for another term
- I. Supplemental Information
 - Review December 2019 Dashboard Report
- J. Approval of Interim CEO Expenses for December 2019
 - **MOTION** to approve Interim CEO Expenses for December 2019; Christy Beck/David Brown, approved 3-0-0
- K. Agenda Input for Next Finance Committee Meeting
 - **NONE**
- L. Next Meeting Date – February 26th, 2020 at 3:00 PM
- M. Committee Member Comments
 - Christy Beck shared that she will be stepping down as a board member and therefore from the Finance Committee
- N. Adjourn 2:55 PM



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Date: 02/21/20

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

From: Bonnie Bavetta, CFO

RE: Report for January 2020

A summary of preliminary NLTRA financial results for January 31, 2020 follows:

- Cash balance on January 31, 2020 of \$614,000 was \$114,000 or approximately 16% less than prior year primarily due to an increase in Accounts Receivable - TOT (\$208,000), offset partially by greater year-to-date net income (\$94,000) and the 18/19 year end increase to the marketing reserve (\$32,000).
- The Accounts Receivable – TOT balance of \$487,000 reflected the County TOT funding for January. Payment was received in February. Balance at this date last year was \$278,000.
- Membership dues and other membership related accounts receivable totaled \$88,000, an increase of \$36,000 from prior year. January invoices went out later in the month than prior year.
- Accounts payable, including credit cards, of \$60,000 were \$7,000 greater prior year.
- Wages and related liabilities of \$99,000 were \$20,000 or 17% lower than prior year, due primarily to a reduction of Incentive and PTO liability as a result of staff vacancies and lower average tenure of staff.
- 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 \$93,000 was \$4,000 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.
- YTD consolidated net income of \$180,000 at month end January represented Membership’s positive net results YTD of \$23,000, and \$157,000 net positive results from TOT funded departments.
- Operating Results YTD – Marketing
 - YTD Revenue from Placer TOT Funding of \$1,782,000 was below budget \$94,000, the result of pay for performance expenditures being below budget. The pay for performance elements are event sponsorships which funding will take place later than budgeted.
 - Expenses, before overhead allocation, totaled \$1,512,000 and were 102,000 or approximately 7% under budget, primarily due to timing of the event sponsorships,
 - Total net results before overhead allocation of \$271,000 were positive to budget \$9,000.

- Operating Results YTD – Conference
 - Commission & conference dues revenue of \$45,000 was \$16,000 above budget. TOT revenue of \$212,000 was on budget
 - Expenses of \$172,000 before allocated overhead were under budget \$33,000 due to staff vacancies.
 - Net results before overhead allocation were better than budget by \$49,000
- Operating Results YTD – Visitor Center
 - Merchandise sales of \$74,000 were better than budget by \$5,000. TOT revenue of \$233,000 was on budget.
 - Expenses before overhead allocation of \$242,000 were \$16,000 or 7% below budget.
 - Net results of \$65,000 before overhead allocation were \$21,000 better than budget.
- Operating Results YTD – TMPI
 - TOT revenue of \$80,000 was on budget.
 - Expenditures of \$75,000 before overhead were \$2,000 over budget.
 - Net results of \$5,000 before overhead allocation were negative to budget \$2,000.
- Operating Results YTD – Membership
 - Membership dues revenue of \$78,000 was \$3,000 over budget. Other Membership revenue of \$13,000 was \$1,000 below budget.
 - Expenses of \$58,000 were \$14,000 below budget due primarily to reduced staff expense.
 - Net income of \$33,000 before overhead allocations was \$15,000 favorable to budget.
 - Net income of \$23,000 after overhead allocations was \$21,000 favorable to budget.
- Operating Results YTD – Administration
 - Total expenses of \$278,000 were \$86,000 below budget due primarily to staff vacancies and professional fees timing.
- Membership cash position as of January 31, 2020
 - Membership activities resulted in a net income \$23,137
 - Deferred revenues of \$92,631 less receivables of \$84,295 contributed an additional \$8,336 in cash
 - Prior years' cumulative negative net results totaled \$17,007
 - Net cash totaled \$14,466, no other funds were required to support Membership activities

Summary of North Lake Tahoe Marketing Cooperative financial results at January 31, 2020:

- Cash balance at month end of \$446,000 was \$92,000 less than prior year due to the reduction of prior fund surpluses in late FY18/19 (\$165,000) and greater prepaids (\$29,000) offset by higher net operating results (\$54,000) and partially by slower pay on accounts (\$49,000).
- Accounts payable of \$348,000 were \$49,000 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 \$147,000 was \$54,000 greater than prior year due largely to timing
- Year-to-date funding from NLTRA and IVCBVB of \$1,566,000 was on budget
- Consumer Marketing expenditures of \$767,000 were \$11,000 or 1.4% below budget due to timing
- Leisure Sales expenditures of \$110,000 were \$43,000 or 28% below budget due to timing
- Public Relations expenses of \$159,000 were \$31,000 or 16% below budget also due to timing
- Conference Sales expenditures of \$81,000 were \$28,000 below budget
- Trade Show expenditures of \$46,000 were \$39,000 below budget
- Committed & Administrative expenditures of \$175,000 were \$21,000 or 10% over budget due to timing
- Website & Maintenance expenses of \$81,000 were \$22,000 over budget due primarily to higher than anticipated costs associated with upgrading the website. Reforecast in the next month will determine needs.
- Net income of \$147,000 was better than budget by \$147,000

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period

Ending

January 31, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of January 31, 2020

Accrual Basis

	Jan 31, 20	Jan 31, 19	\$ Change	% Change	Jun 30, 19
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	184	277	(93)	(34%)	116
1003-00 · Cash - Operations BOTW #6712	322,912	396,457	(73,545)	(19%)	332,281
1007-00 · Cash - Payroll BOTW #7421	5,502	16,461	(10,959)	(67%)	11,572
1008-00 · Marketing Reserve - Plumas	50,288	50,213	75	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,769	100,568	201	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	104,621	135,178	(30,557)	(23%)	138,243
10950 · Cash in Drawer	203	144	59	41%	1,678
Total Checking/Savings	614,061	728,880	(114,819)	(16%)	664,366
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	47,690	9,938	37,752	380%	24,817
1290-00 · A/R - TOT	486,921	278,441	208,480	75%	57,504
Total Accounts Receivable	534,611	288,379	246,232	85%	82,321
Other Current Assets					
1200-99 · AR Other	726	0	726	100%	10
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	84,295	49,900	34,395	69%	2,720
1201-03 · Member AR - Other	4,125	0	4,125	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	2,693	(2,693)	(100%)	0
Total 1201-00 · Member Accounts Receivable	88,420	52,593	35,827	68%	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	24,316	23,415	901	4%	22,015
Total 12100 · Inventory Asset	24,334	23,415	919	4%	22,030
1299 · Receivable from NLTCM	5,345	6,875	(1,530)	(22%)	15,703
1490-00 · Security Deposits	1,150	1,610	(460)	(29%)	1,250
Total Other Current Assets	117,200	81,718	35,482	43%	43,871
Total Current Assets	1,265,872	1,098,977	166,895	15%	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	(19,911)	(19,524)	(387)	(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	583	1,997	(1,414)	(71%)	1,409
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	12,484	16,871	(4,387)	(26%)	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100
1400-00 · Prepaid Expenses - Other	5,438	7,071	(1,633)	(23%)	3,964

North Lake Tahoe Resort Association

Balance Sheet

As of January 31, 2020

Accrual Basis

	<u>Jan 31, 20</u>	<u>Jan 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
Total 1400-00 · Prepaid Expenses	18,022	24,942	(6,920)	(28%)	18,376
Total Other Assets	18,022	24,942	(6,920)	(28%)	18,376
TOTAL ASSETS	<u>1,284,477</u>	<u>1,125,916</u>	<u>158,561</u>	<u>14%</u>	<u>810,343</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	59,802	52,937	6,865	13%	73,556
Total Accounts Payable	59,802	52,937	6,865	13%	73,556
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	11,059	8,639	2,420	28%	20,922
2101-00 · Incentive Payable	34,359	52,290	(17,931)	(34%)	58,630
2102-00 · Commissions Payable	9,734	1,576	8,158	518%	7,132
2120-00 · Empl. Federal Tax Payable	5,426	5,038	388	8%	9,775
2175-00 · 401 (k) Plan	1,894	1,958	(64)	(3%)	4,369
2180-00 · Estimated PTO Liability	36,333	49,004	(12,671)	(26%)	52,993
Total 21000 · Salaries/Wages/Payroll Liabilit	98,805	118,505	(19,700)	(17%)	153,821
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	10	0	10	100%	827
25500 · *Sales Tax Payable	367	259	108	42%	2,307
Total 2190-00 · Sales and Use Tax Payable	377	259	118	46%	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	(166)	166	100%	0
2400-60 · Deferred Revenue- Member Dues	92,631	96,219	(3,588)	(4%)	57,969
2500-00 · Deferred Revenue - TMBC	1,680	930	750	81%	840
2651-00 · Deferred Rev - Conference	0	1,833	(1,833)	(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	0	19,871	100%	19,871
Total Other Current Liabilities	602,719	572,361	30,358	5%	295,325
Total Current Liabilities	662,521	625,298	37,223	6%	368,881
Total Liabilities	662,521	625,298	37,223	6%	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	180,492	86,266	94,226	109%	(5,338)
Total Equity	621,953	500,618	121,335	24%	441,461
TOTAL LIABILITIES & EQUITY	<u>1,284,477</u>	<u>1,125,916</u>	<u>158,561</u>	<u>14%</u>	<u>810,343</u>

North Lake Tahoe Resort Association

A/R Aging Summary

As of January 31, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Alterra Mountain Company	0.00	10,000.00	0.00	0.00	0.00	10,000.00
County of Placer	486,920.52	0.00	0.00	0.00	0.00	486,920.52
Hyatt Regency Lake Tahoe Resort, Spa & Ca	6,781.10	0.00	1,508.50	0.00	0.00	8,289.60
Nevada Division of Tourism	0.00	5,000.00	0.00	0.00	0.00	5,000.00
Resort at Squaw Creek*	0.00	0.00	10,658.97	0.00	0.00	10,658.97
Ritz-Carlton Lake Tahoe	0.00	0.00	2,050.10	0.00	0.00	2,050.10
The Village at Squaw Valley	0.00	0.00	6,581.60	0.00	3,109.32	9,690.92
Visit Truckee	0.00	2,000.00	0.00	0.00	0.00	2,000.00
TOTAL	<u>493,701.62</u>	<u>17,000.00</u>	<u>20,799.17</u>	<u>0.00</u>	<u>3,109.32</u>	<u>534,610.11</u>



Aging by Revenue Item

As of 1/31/2020

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	\$0.00	\$940.00	\$0.00	\$0.00	\$940.00
11-20	Employees Membership Dues		\$690.00	\$0.00	\$335.00	\$0.00	\$0.00	\$335.00	\$1,360.00
1-5	Employees Membership Dues		\$4,720.00	\$855.00	\$570.00	\$285.00	\$570.00	\$2,565.00	\$9,565.00
200+	Employees Membership Dues		\$1,085.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,085.00
21-50	Employees Membership Dues		\$5,940.00	\$1,355.00	\$2,080.00	\$0.00	\$520.00	\$520.00	\$10,415.00
50-100	Employees Membership Dues		\$3,750.00	\$0.00	\$1,450.00	\$0.00	\$0.00	\$470.00	\$5,670.00
6-10	Employees Membership Dues		\$16,580.00	\$630.00	\$0.00	\$0.00	\$315.00	\$630.00	\$18,155.00
	Financial Institutions Membership		\$2,100.00	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,800.00
	Non-Profit Membership Dues Totals:		\$3,570.00	\$330.00	\$0.00	\$0.00	\$0.00	\$660.00	\$4,560.00
	PUD Membership Dues Totals:		\$1,430.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,430.00
	Ski Resorts Membership Dues Totals:		\$28,315.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$28,315.00
1201-01	Member AR Membership Dues		\$68,180.00	\$3,870.00	\$4,100.00	\$1,560.00	\$1,405.00	\$5,180.00	\$84,295.00
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:		\$515.00	\$235.00	\$0.00	\$0.00	\$0.00	\$340.00	\$1,090.00
	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	\$0.00	\$200.00	\$200.00
	Tuesday Morning Breakfast Club		\$165.00	\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$330.00
	Tuesday Morning Breakfast Club		\$2,260.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,260.00
1201-03	Member Accounts Receivable -		\$2,940.00	\$400.00	\$0.00	\$0.00	\$0.00	\$785.00	\$4,125.00
	GRAND TOTALS		\$71,120.00	\$4,270.00	\$4,100.00	\$1,560.00	\$1,405.00	\$5,965.00	\$88,420.00

North Lake Tahoe Resort Association

A/P Aging Summary

As of January 31, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
ADP	85.66	0.00	0.00	0.00	0.00	85.66
Alpenglow Mountain Racing LLC	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Amber Burke	163.89	0.00	0.00	0.00	0.00	163.89
Anne-Karin Atwood*	72.98	0.00	0.00	0.00	0.00	72.98
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	699.74	0.00	0.00	0.00	0.00	699.74
Bank of the West Bank Card Center	8,472.12	0.00	0.00	0.00	0.00	8,472.12
Barbara Lewicki	3.74	0.00	0.00	0.00	0.00	3.74
Bonnie L Bavetta	93.73	25.00	0.00	0.00	0.00	118.73
Gallery Keoki, Inc.	193.05	0.00	0.00	0.00	0.00	193.05
InfiniSource Benefits	192.31	0.00	0.00	0.00	0.00	192.31
Ingram Publisher Services, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Jeffrey Hentz	3,321.96	0.00	0.00	0.00	0.00	3,321.96
Kaplowe Studios, LLC.	99.00	0.00	0.00	0.00	0.00	99.00
Karen Colbert	82.50	0.00	0.00	0.00	0.00	82.50
Katie Biggers	61.24	0.00	0.00	0.00	0.00	61.24
Kelly Benson	135.00	0.00	0.00	0.00	0.00	135.00
Kym Fabel	51.74	0.00	0.00	0.00	0.00	51.74
Liberty Utilities*	0.00	442.96	0.00	0.00	0.00	442.96
Porter Simon*	940.00	0.00	0.00	0.00	0.00	940.00
Principal Financial Group	0.00	1,800.81	0.00	0.00	0.00	1,800.81
Rescued Wine	300.00	0.00	0.00	0.00	0.00	300.00
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*	292.31	0.00	0.00	0.00	0.00	292.31
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Truckee Sierra Disposal*	236.67	0.00	0.00	0.00	0.00	236.67
The Abbi Agency, Inc.	15,134.00	0.00	0.00	0.00	0.00	15,134.00
The Store...Copies and More	90.09	0.00	0.00	0.00	0.00	90.09
Van Siclen, DeWitt	15.53	0.00	0.00	0.00	0.00	15.53
Wells Fargo Financial Leasing	365.37	0.00	0.00	0.00	0.00	365.37
Wholesale Resort Accessories, Inc.	595.50	0.00	0.00	0.00	78.00	673.50
WonderGrass California LLC	17,500.00	0.00	0.00	0.00	0.00	17,500.00
TOTAL	<u>54,787.13</u>	<u>4,768.77</u>	<u>0.00</u>	<u>0.00</u>	<u>246.00</u>	<u>59,801.90</u>

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through January 2020

	Jul '19 - Jan 20	Jul '18 - Jan 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,306,693	2,165,349	141,343	7%
4200-00 · Membership Dues Revenue	78,445	77,813	632	1%
4205-00 · Conference Dues	0	4,996	-4,996	-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				
4251-01 · Tues AM Breakfast Club Sponsors	3,325	2,000	1,325	66%
4251-00 · Tues AM Breakfast Club - Other	3,480	3,641	-161	-4%
Total 4251-00 · Tues AM Breakfast Club	6,805	5,641	1,164	21%
4250-00 · Revenues-Membership Activities - Other	5,936	3,733	2,203	59%
Total 4250-00 · Revenues-Membership Activities	12,741	13,680	-939	-7%
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	10,138	8,417	1,721	21%
4600-00 · Commissions - Other	34,545	30,537	4,009	13%
Total 4600-00 · Commissions	44,684	38,954	5,730	15%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	6,836	2,959	3,876	131%
46000 · Merchandise Sales - Other	67,575	69,232	-1,656	-2%
Total 46000 · Merchandise Sales	74,411	72,191	2,220	3%
Total Income	2,517,973	2,373,589	144,383	6%
Gross Profit	2,517,973	2,373,589	144,383	6%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	15,302	12,841	2,462	19%
5020-00 · P/R - Tax Expense	43,938	51,178	-7,240	-14%
5030-00 · P/R - Health Insurance Expense	75,788	70,404	5,384	8%
5040-00 · P/R - Workmans Comp	5,829	5,087	743	15%
5060-00 · 401 (k)	20,304	22,071	-1,768	-8%
5070-00 · Other Benefits and Expenses	2,109	2,608	-499	-19%
5000-00 · Salaries & Wages - Other	484,742	620,938	-136,197	-22%
Total 5000-00 · Salaries & Wages	648,012	785,127	-137,115	-18%
5100-00 · Rent				
5110-00 · Utilities	6,113	6,559	-446	-7%
5140-00 · Repairs & Maintenance	4,423	3,588	835	23%
5150-00 · Office - Cleaning	5,000	3,540	1,460	41%
5100-00 · Rent - Other	91,427	89,386	2,041	2%
Total 5100-00 · Rent	106,963	103,072	3,890	4%
5310-00 · Telephone				
5320-00 · Telephone	13,305	16,476	-3,170	-19%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	13,305	16,501	-3,195	-19%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	84	-84	-100%
5420-00 · Mail - USPS - Other	1,017	1,425	-408	-29%
Total 5420-00 · Mail - USPS	1,017	1,509	-492	-33%
5510-00 · Insurance/Bonding	9,135	4,124	5,011	122%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	595	4,144	-3,549	-86%
5520-00 · Supplies - Other	10,844	8,662	2,181	25%
Total 5520-00 · Supplies	11,439	12,806	-1,368	-11%
5610-00 · Depreciation	826	1,043	-218	-21%
5700-00 · Equipment Support & Maintenance	11,720	2,104	9,616	457%
5710-00 · Taxes, Licenses & Fees	7,728	6,291	1,437	23%
5740-00 · Equipment Rental/Leasing	8,078	8,768	-691	-8%
5800-00 · Training Seminars	2,207	5,079	-2,872	-57%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through January 2020

	Jul '19 - Jan 20	Jul '18 - Jan 19	\$ Change	% Change
5850-00 · Artist of Month - Commissions	9,287	1,894	7,392	390%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,660	960	2,700	281%
5920-00 · Professional Fees - Accountant	18,800	21,000	-2,200	-11%
5921-00 · Professional Fees - Other	69,098	0	69,098	100%
Total 5900-00 · Professional Fees	91,558	21,960	69,598	317%
5941-00 · Research & Planning	0	18,720	-18,720	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	2,500	5,500	-3,000	-55%
Total 6020-00 · Programs	2,500	5,500	-3,000	-55%
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	13,000	-13,000	-100%
6421-10 · WinterWonderGrass - Tahoe	17,680	47	17,633	37,145%
6421-16 · Mountain Travel Symposium	5,525	0	5,525	100%
Total 6420-01 · Sponsorships	311,892	321,325	-9,433	-3%
6421-00 · New Event Development	220	800	-580	-73%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,617	2,514	-897	-36%
Total 6420-00 · Events	313,729	324,639	-10,910	-3%
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	2,550	-339	-13%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	3,464	7,340	-3,876	-53%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,129	5,492	-4,363	-79%
Total 6423-00 · Membership Activities	13,577	18,911	-5,334	-28%
6730-00 · Marketing Cooperative/Media	990,140	851,567	138,573	16%
6740-00 · Media/Collateral/Production	384	1,278	-894	-70%
6742-00 · Non-NLT Co-Op Marketing Program	8,779	22,201	-13,422	-61%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	7,900	7,132	768	11%
6743-03 · Touch Lake Tahoe	10,334	0	10,334	100%
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	18,234	8,132	10,102	124%
7500-00 · Trade Shows/Travel	593	383	210	55%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	754	877	-124	-14%
52500 · Purchase Discounts	-1	-40	40	99%
59900 · POS Inventory Adjustments	351	36	315	871%
8100-00 · Cost of Goods Sold - Other	34,884	37,236	-2,352	-6%
Total 8100-00 · Cost of Goods Sold	35,988	38,110	-2,122	-6%
8200-00 · Associate Relations	993	2,043	-1,050	-51%
8300-00 · Board Functions	17,058	6,018	11,041	184%
8500-00 · Credit Card Fees	4,062	4,049	13	0%
8700-00 · Automobile Expenses	1,741	3,295	-1,555	-47%
8750-00 · Meals/Meetings	1,145	2,296	-1,151	-50%
8810-00 · Dues & Subscriptions	4,714	4,778	-64	-1%
8910-00 · Travel	0	704	-704	-100%
8920-00 · Bad Debt	2,735	4,583	-1,848	-40%
Total Expense	2,337,644	2,287,486	50,158	2%
Net Ordinary Income	180,329	86,103	94,225	109%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	163	163	0	0%

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

Accrual Basis

July 2019 through January 2020

	Jul '19 - Jan 20	Jul '18 - Jan 19	\$ Change	% Change
Total Other Income	163	163	0	0%
Other Expense				
Balancing Adjustments	0	0	0	0%
8990-00 - Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	163	163	0	0%
Net Income	180,492	86,266	94,226	109%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	486,921	531,986	(45,065)	2,306,693	2,400,356	(93,663)	3,914,430
4200-00 · Membership Dues Revenue	11,290	10,833	457	78,445	75,833	2,611	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	0	0	0	1,200	(1,200)	2,500
4250-03 · Summer/Winter Rec Luncheon	0			0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	3,325	3,000	325	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	525	636	(111)	3,480	3,818	(338)	7,000
Total 4251-00 · Tues AM Breakfast Club	3,850	3,636	214	6,805	6,818	(13)	10,000
4250-00 · Revenues-Membership Activities - Other	1,840	200	1,640	5,936	3,200	2,736	4,000
Total 4250-00 · Revenues-Membership Activities	5,690	3,836	1,854	12,741	13,918	(1,177)	69,200
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	3,575			10,138	0	10,138	0
4600-00 · Commissions - Other	6,781	6,781	0	34,545	28,276	6,269	28,276
Total 4600-00 · Commissions	10,356	6,781	3,575	44,684	28,276	16,408	28,276
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	6,452	400	6,052	6,836	2,800	4,036	4,800
46000 · Merchandise Sales - Other	(1,383)	3,500	(4,883)	67,575	67,100	475	108,100
Total 46000 · Merchandise Sales	5,069	3,900	1,169	74,411	69,900	4,511	112,900
Total Income	519,326	557,337	(38,011)	2,517,973	2,588,283	(70,310)	4,254,806
Gross Profit	519,326	557,337	(38,011)	2,517,973	2,588,283	(70,310)	4,254,806
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	3,290	800	2,490	15,302	5,600	9,702	9,600
5020-00 · P/R - Tax Expense	7,528	7,379	149	43,938	50,451	(6,513)	84,163
5030-00 · P/R - Health Insurance Expense	9,806	11,868	(2,062)	75,788	83,076	(7,288)	142,416
5040-00 · P/R - Workmans Comp	950	1,194	(244)	5,829	8,252	(2,422)	13,981
5060-00 · 401 (k)	2,600	3,566	(967)	20,304	24,363	(4,059)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	560	(560)	960
5070-00 · Other Benefits and Expenses	182	413	(231)	2,109	2,893	(785)	5,040
5000-00 · Salaries & Wages - Other	73,885	89,142	(15,257)	484,742	608,944	(124,202)	1,049,304
Total 5000-00 · Salaries & Wages	98,241	114,443	(16,203)	648,012	784,139	(136,127)	1,347,445
5100-00 · Rent							
5110-00 · Utilities	1,114	1,101	14	6,113	7,253	(1,140)	12,899
5140-00 · Repairs & Maintenance	1,018	1,554	(536)	4,423	10,503	(6,080)	21,938
5150-00 · Office - Cleaning	550	492	58	5,000	5,027	(27)	10,362
5100-00 · Rent - Other	13,079	12,514	565	91,427	87,871	3,556	151,529
Total 5100-00 · Rent	15,762	15,661	101	106,963	110,654	(3,691)	196,728
5310-00 · Telephone							
5320-00 · Telephone	2,608	2,027	581	13,305	14,524	(1,219)	24,134
Total 5310-00 · Telephone	2,608	2,027	581	13,305	14,524	(1,219)	24,134
5420-00 · Mail - USPS	100	213	(113)	1,017	1,511	(494)	2,578
5510-00 · Insurance/Bonding	1,123	795	328	9,135	5,629	3,506	9,604
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10	435	(425)	595	7,339	(6,744)	10,442
5520-00 · Supplies - Other	854	1,405	(550)	10,844	20,448	(9,605)	29,248
Total 5520-00 · Supplies	864	1,839	(975)	11,439	27,787	(16,348)	39,690
5610-00 · Depreciation	118	158	(40)	826	1,102	(276)	1,656
5700-00 · Equipment Support & Maintenance	152	2,596	(2,444)	11,720	17,452	(5,732)	29,952
5710-00 · Taxes, Licenses & Fees	1,982	1,062	920	7,728	7,587	141	12,895
5740-00 · Equipment Rental/Leasing	2,616	1,275	1,342	8,078	8,900	(823)	15,104
5800-00 · Training Seminars	952	421	531	2,207	7,152	(4,945)	12,835
5850-00 · Artist of Month - Commissions	6,665	360	6,305	9,287	2,520	6,767	4,320
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	940	725	215	3,660	5,075	(1,415)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	18,800	22,400	(3,600)	24,900
5921-00 · Professional Fees - Other	10,200	1,983	8,217	69,098	68,883	215	81,800
Total 5900-00 · Professional Fees	11,140	2,708	8,432	91,558	96,358	(4,800)	115,700
5941-00 · Research & Planning	0	1,800	(1,800)	0	12,600	(12,600)	21,600
6020-00 · Programs							
6016-00 · Special Event Partnership	2,500	10,000	(7,500)	2,500	10,000	(7,500)	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

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 6020-00 · Programs	2,500	10,000	(7,500)	2,500	10,000	(7,500)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	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	25,000	(25,000)	25,400
6421-06 · Spartan	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	30,000	(30,000)	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	17,500	400	17,100	17,680	400	17,280	21,900
6421-16 · Mountain Travel Symposium	525	0	525	5,525	0	5,525	75,000
Total 6420-01 · Sponsorships	18,025	30,400	(12,375)	311,892	347,795	(35,903)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	220	17,500	(17,280)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	4,669	(3,052)	8,000
Total 6420-00 · Events	18,025	33,567	(15,542)	313,729	369,964	(56,235)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	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	0	545	(545)	2,211	3,273	(1,062)	6,000
6442-00 · Public Relations/Website	461	417	44	3,464	2,917	547	5,000
6423-00 · Membership Activities - Other	0	200	(200)	1,129	4,350	(3,221)	8,500
Total 6423-00 · Membership Activities	461	1,162	(701)	13,577	14,039	(463)	52,000
6730-00 · Marketing Cooperative/Media	352,164	352,164	0	990,140	990,140	0	1,503,362
6740-00 · Media/Collateral/Production	384	0	384	384	1,500	(1,116)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	2,664	2,000	664	8,779	15,910	(7,131)	27,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	2,450	0	2,450	7,900	7,132	768	20,000
6743-03 · Touch Lake Tahoe	10,334	0	10,334	10,334	0	10,334	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	12,784	0	12,784	18,234	8,132	10,102	80,000
7500-00 · Trade Shows/Travel	593	1,500	(907)	593	3,000	(2,407)	3,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	50	(50)	754	850	(96)	1,190
52500 · Purchase Discounts	0			(1)			
59900 · POS Inventory Adjustments	234			351			
8100-00 · Cost of Goods Sold - Other	(2,845)	1,750	(4,595)	34,884	33,550	1,334	54,050
Total 8100-00 · Cost of Goods Sold	(2,611)	1,800	(4,411)	35,988	34,400	1,588	55,240
8200-00 · Associate Relations	53	648	(595)	993	4,536	(3,543)	7,756
8300-00 · Board Functions	7,847	250	7,597	17,058	4,000	13,058	5,950
8500-00 · Credit Card Fees	540	319	221	4,062	3,721	341	7,454
8600-00 · Additional Opportunites	0	3,500	(3,500)	0	14,591	(14,591)	32,091
8700-00 · Automobile Expenses	378	493	(115)	1,741	3,773	(2,032)	6,285
8750-00 · Meals/Meetings	101	461	(359)	1,145	3,230	(2,085)	5,534
8810-00 · Dues & Subscriptions	521	616	(95)	4,714	4,411	303	7,490
8910-00 · Travel	0	500	(500)	0	2,800	(2,800)	7,800
8920-00 · Bad Debt	597	0	597	2,735	0	2,735	0
Total Expense	539,324	554,337	(15,013)	2,337,644	2,586,061	(248,417)	4,234,808
Net Ordinary Income	(19,998)	3,000	(22,998)	180,329	2,222	178,107	19,998
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24			163			
Total Other Income	24			163			
Other Expense							
8990-00 · Allocated	0	(1)	1	0	(2)	2	0
Total Other Expense	0	(1)	1	0	(2)	2	0
Net Other Income	24	1	23	163	2	161	0
Net Income	(19,975)	3,001	(22,975)	180,492	2,224	178,268	19,998

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

Accrual Basis

11 - Marketing

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	422,058	467,125	(45,067)	1,781,860	1,875,527	(93,667)	3,044,007
4253-00 · Revenue- Other	0			1,000			
Total Income	<u>422,058</u>	<u>467,125</u>	<u>(45,067)</u>	<u>1,782,860</u>	<u>1,875,527</u>	<u>(92,667)</u>	<u>3,044,007</u>
Gross Profit	422,058	467,125	(45,067)	1,782,860	1,875,527	(92,667)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	9,625	9,625	0	16,500
5020-00 · P/R - Tax Expense	2,813	2,037	776	13,572	14,262	(689)	21,537
5030-00 · P/R - Health Insurance Expense	4,208	3,667	541	29,582	25,669	3,913	44,004
5040-00 · P/R - Workmans Comp	190	178	12	979	1,248	(269)	2,139
5060-00 · 401 (k)	926	1,019	(93)	6,095	7,131	(1,035)	12,224
5070-00 · Other Benefits and Expenses	165	160	5	765	1,120	(355)	1,920
5000-00 · Salaries & Wages - Other	26,320	25,467	853	164,281	178,269	(13,988)	305,604
Total 5000-00 · Salaries & Wages	<u>35,997</u>	<u>33,903</u>	<u>2,094</u>	<u>224,899</u>	<u>237,323</u>	<u>(12,424)</u>	<u>403,929</u>
5100-00 · Rent							
5110-00 · Utilities	210	121	89	1,158	964	194	2,001
5140-00 · Repairs & Maintenance	92	90	2	231	250	(20)	4,367
5150-00 · Office - Cleaning	205	0	205	1,867	1,192	676	2,866
5100-00 · Rent - Other	2,442	2,050	392	17,059	14,694	2,365	24,200
Total 5100-00 · Rent	<u>2,949</u>	<u>2,261</u>	<u>688</u>	<u>20,315</u>	<u>17,101</u>	<u>3,214</u>	<u>33,434</u>
5310-00 · Telephone							
5320-00 · Telephone	777	600	177	3,732	4,200	(468)	6,600
Total 5310-00 · Telephone	<u>777</u>	<u>600</u>	<u>177</u>	<u>3,732</u>	<u>4,200</u>	<u>(468)</u>	<u>6,600</u>
5420-00 · Mail - USPS	34	50	(16)	321	350	(29)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,200	(3,200)	3,700
5520-00 · Supplies - Other	67	150	(83)	981	1,050	(69)	4,750
Total 5520-00 · Supplies	<u>67</u>	<u>250</u>	<u>(183)</u>	<u>981</u>	<u>4,250</u>	<u>(3,269)</u>	<u>8,450</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	840	(840)	1,440
5710-00 · Taxes, Licenses & Fees	0			60			
5740-00 · Equipment Rental/Leasing	91	315	(224)	1,483	2,205	(722)	3,780
5800-00 · Training Seminars	952	0	952	2,118	2,206	(88)	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	700	(700)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	2,800	(2,800)	4,800
Total 5900-00 · Professional Fees	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>0</u>	<u>3,500</u>	<u>(3,500)</u>	<u>6,300</u>
5941-00 · Research & Planning	0	1,500	(1,500)	0	10,500	(10,500)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	2,500	10,000	(7,500)	2,500	10,000	(7,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	<u>2,500</u>	<u>10,000</u>	<u>(7,500)</u>	<u>2,500</u>	<u>10,000</u>	<u>(7,500)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	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	25,000	(25,000)	25,400
6421-06 · Spartan	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	30,000	(30,000)	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	17,500	400	17,100	17,680	400	17,280	21,900
6421-16 · Mountain Travel Symposium	525	0	525	5,525	0	5,525	75,000
Total 6420-01 · Sponsorships	<u>18,025</u>	<u>30,400</u>	<u>(12,375)</u>	<u>311,892</u>	<u>347,795</u>	<u>(35,903)</u>	<u>477,695</u>
6421-00 · New Event Development	0	2,500	(2,500)	220	17,500	(17,280)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	4,669	(3,052)	8,000
Total 6420-00 · Events	<u>18,025</u>	<u>33,567</u>	<u>(15,542)</u>	<u>313,729</u>	<u>369,964</u>	<u>(56,235)</u>	<u>515,695</u>
6730-00 · Marketing Cooperative/Media	341,588	341,588	0	916,105	916,105	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	114	1,000	(886)	4,658	8,910	(4,252)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	2,450	0	2,450	7,900	7,132	768	20,000
6743-03 · Touch Lake Tahoe	10,334	0	10,334	10,334	0	10,334	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>12,784</u>	<u>0</u>	<u>12,784</u>	<u>18,234</u>	<u>8,132</u>	<u>10,102</u>	<u>80,000</u>
8200-00 · Associate Relations	0	140	(140)	191	980	(790)	1,660
8500-00 · Credit Card Fees	0			50			
8600-00 · Additional Opportunit	0	3,000	(3,000)	0	11,091	(11,091)	26,091
8700-00 · Automobile Expenses	164	130	34	1,056	910	146	1,560
8750-00 · Meals/Meetings	0	163	(163)	459	1,138	(679)	1,950

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

Accrual Basis

11 - Marketing

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
8810-00 · Dues & Subscriptions	246	250	(4)	1,271	1,750	(479)	3,000
8910-00 · Travel	0	500	(500)	0	2,800	(2,800)	6,300
Total Expense	416,288	429,837	(13,548)	1,512,160	1,614,253	(102,093)	2,595,931
Net Ordinary Income	5,769	37,289	(31,519)	270,700	261,274	9,426	448,076
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24			163			
Total Other Income	24			163			
Other Expense							
8990-00 · Allocated	0	37,301	(37,301)	165,065	261,361	(96,296)	448,076
Total Other Expense	0	37,301	(37,301)	165,065	261,361	(96,296)	448,076
Net Other Income	24	(37,301)	37,325	(164,902)	(261,361)	96,459	(448,076)
Net Income	5,793	(13)	5,806	105,798	(88)	105,886	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	27,577	27,577	0	211,830	211,829	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	3,575			10,138	0	10,138	0
4600-00 · Commissions - Other	6,781	6,781	0	34,545	28,276	6,269	28,276
Total 4600-00 · Commissions	<u>10,356</u>	<u>6,781</u>	<u>3,575</u>	<u>44,684</u>	<u>28,276</u>	<u>16,408</u>	<u>28,276</u>
Total Income	<u>37,933</u>	<u>34,358</u>	<u>3,575</u>	<u>256,514</u>	<u>240,105</u>	<u>16,409</u>	<u>411,528</u>
Gross Profit	37,933	34,358	3,575	256,514	240,105	16,409	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	3,290	800	2,490	15,302	5,600	9,702	9,600
5020-00 · P/R - Tax Expense	718	1,064	(346)	5,189	7,446	(2,256)	12,764
5030-00 · P/R - Health Insurance Expense	1,254	1,754	(500)	16,462	12,278	4,184	21,048
5040-00 · P/R - Workmans Comp	66	88	(22)	485	613	(128)	1,051
5060-00 · 401 (k)	265	501	(235)	2,358	3,504	(1,146)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	560	(560)	960
5070-00 · Other Benefits and Expenses	0			266	0	266	0
5000-00 · Salaries & Wages - Other	5,739	12,514	(6,775)	45,472	87,598	(42,126)	150,168
Total 5000-00 · Salaries & Wages	<u>11,332</u>	<u>16,800</u>	<u>(5,468)</u>	<u>85,535</u>	<u>117,599</u>	<u>(32,064)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	102	66	36	565	462	103	792
5140-00 · Repairs & Maintenance	45	45	0	113	315	(203)	540
5150-00 · Office - Cleaning	100	94	6	911	658	253	1,128
5100-00 · Rent - Other	1,146	1,025	121	8,004	7,175	829	12,300
Total 5100-00 · Rent	<u>1,393</u>	<u>1,230</u>	<u>163</u>	<u>9,592</u>	<u>8,610</u>	<u>982</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	378	300	78	1,841	2,100	(259)	3,600
Total 5310-00 · Telephone	<u>378</u>	<u>300</u>	<u>78</u>	<u>1,841</u>	<u>2,100</u>	<u>(259)</u>	<u>3,600</u>
5420-00 · Mail - USPS	17	15	2	100	105	(5)	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	217	(217)	372
5520-00 · Supplies - Other	27	29	(2)	273	486	(213)	594
Total 5520-00 · Supplies	<u>27</u>	<u>60</u>	<u>(33)</u>	<u>273</u>	<u>703</u>	<u>(430)</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	120	(120)	240
5710-00 · Taxes, Licenses & Fees	0			31	0	31	0
5740-00 · Equipment Rental/Leasing	40	125	(84)	657	872	(216)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	74,035	74,035	0	126,916
8200-00 · Associate Relations	0	80	(80)	54	560	(506)	960
8500-00 · Credit Card Fees	0			90			
8810-00 · Dues & Subscriptions	0	20	(20)	4	140	(136)	240
Total Expense	<u>23,763</u>	<u>29,326</u>	<u>(5,562)</u>	<u>172,211</u>	<u>204,845</u>	<u>(32,634)</u>	<u>350,956</u>
Net Ordinary Income	14,170	5,032	9,138	84,303	35,260	49,043	60,572
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	5,032	(5,032)	22,269	35,260	(12,991)	60,572
Total Other Expense	<u>0</u>	<u>5,032</u>	<u>(5,032)</u>	<u>22,269</u>	<u>35,260</u>	<u>(12,991)</u>	<u>60,572</u>
Net Other Income	<u>0</u>	<u>(5,032)</u>	<u>5,032</u>	<u>(22,269)</u>	<u>(35,260)</u>	<u>12,991</u>	<u>(60,572)</u>
Net Income	<u><u>14,170</u></u>	<u><u>0</u></u>	<u><u>14,170</u></u>	<u><u>62,034</u></u>	<u><u>0</u></u>	<u><u>62,034</u></u>	<u><u>0</u></u>

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

42 - Visitor Center

Accrual Basis

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	35,470	35,469	1	232,737	232,736	1	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	6,452	400	6,052	6,836	2,800	4,036	4,800
46000 · Merchandise Sales - Other	(1,383)	3,500	(4,883)	67,575	67,100	475	108,100
Total 46000 · Merchandise Sales	5,069	3,900	1,169	74,411	69,900	4,511	112,900
Total Income	40,539	39,369	1,170	307,148	302,636	4,512	511,206
Gross Profit	40,539	39,369	1,170	307,148	302,636	4,512	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,501	1,470	31	10,125	10,286	(161)	17,362
5030-00 · P/R - Health Insurance Expense	1,725	2,225	(500)	11,978	15,575	(3,597)	26,700
5040-00 · P/R - Workmans Comp	511	675	(164)	3,722	4,722	(1,000)	7,856
5060-00 · 401 (k)	494	600	(106)	3,897	4,198	(301)	6,984
5070-00 · Other Benefits and Expenses	21	80	(59)	231	560	(329)	960
5000-00 · Salaries & Wages - Other	13,142	15,000	(1,858)	105,456	104,950	506	174,600
Total 5000-00 · Salaries & Wages	17,395	20,050	(2,655)	135,408	140,291	(4,883)	234,462
5100-00 · Rent							
5110-00 · Utilities	572	750	(178)	3,125	4,450	(1,325)	7,600
5140-00 · Repairs & Maintenance	257	1,000	(744)	1,661	7,000	(5,339)	12,000
5150-00 · Office - Cleaning	20	50	(30)	182	800	(618)	2,500
5100-00 · Rent - Other	6,502	6,500	2	45,508	45,500	8	78,800
Total 5100-00 · Rent	7,350	8,300	(950)	50,477	57,750	(7,273)	100,900
5310-00 · Telephone							
5320-00 · Telephone	307	242	65	1,586	1,694	(108)	2,904
Total 5310-00 · Telephone	307	242	65	1,586	1,694	(108)	2,904
5420-00 · Mail - USPS	12	50	(38)	70	350	(280)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	320	(320)	1,310
5520-00 · Supplies - Other	235	516	(281)	2,353	3,444	(1,091)	4,894
Total 5520-00 · Supplies	235	528	(293)	2,353	3,764	(1,411)	6,204
5610-00 · Depreciation	118	118	(0)	826	826	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	700	(700)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	73	235	(162)	1,130	1,645	(515)	2,820
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	6,665	360	6,305	9,287	2,520	6,767	4,320
6740-00 · Media/Collateral/Production	384	0	384	384	1,500	(1,116)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,400	7,000	(5,600)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	50	(50)	754	850	(96)	1,190
52500 · Purchase Discounts	0	0	0	(1)	0	1	0
59900 · POS Inventory Adjustments	234	0	234	351	0	351	0
8100-00 · Cost of Goods Sold - Other	(2,845)	1,750	(4,595)	34,884	33,550	1,334	54,050
Total 8100-00 · Cost of Goods Sold	(2,611)	1,800	(4,411)	35,988	34,400	1,588	55,240
8200-00 · Associate Relations	0	58	(58)	176	406	(230)	696
8500-00 · Credit Card Fees	379	137	242	2,636	2,448	188	3,954
8700-00 · Automobile Expenses	27	50	(23)	260	650	(390)	950
8750-00 · Meals/Meetings	48	65	(17)	200	455	(255)	780
8810-00 · Dues & Subscriptions	0	0	0	0	100	(100)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	30,583	33,093	(2,510)	242,202	258,654	(16,452)	435,965
Net Ordinary Income	9,956	6,276	3,680	64,946	43,982	20,964	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	6,277	(6,277)	27,779	43,984	(16,205)	75,243
Total Other Expense	0	6,277	(6,277)	27,779	43,984	(16,205)	75,243
Net Other Income	0	(6,277)	6,277	(27,779)	(43,984)	16,205	(75,243)
Net Income	9,956	(1)	9,957	37,168	(2)	37,170	(2)

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

Accrual Basis

51 - TMPI

	Jan 20	Budget	\$ Over Bu...	Jul '19 - Ja...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	1,815	1,815	0	80,265	80,264	1	88,866
Total Income	1,815	1,815	0	80,265	80,264	1	88,866
Gross Profit	1,815	1,815	0	80,265	80,264	1	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	22	33	(11)	22	231	(209)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	28	(28)	48
5040-00 · P/R - Workmans Comp	1	4	(3)	1	28	(27)	48
5060-00 · 401 (k)	0	23	(23)	0	161	(161)	276
5000-00 · Salaries & Wages - Other	186	567	(381)	186	3,969	(3,783)	6,804
Total 5000-00 · Salaries & Wages	209	631	(422)	209	4,417	(4,208)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	3	(3)	0	36	(36)	36
5140-00 · Repairs & Maintenance	0			0	6	(6)	6
5150-00 · Office - Cleaning	0			0	41	(41)	41
5100-00 · Rent - Other	(2,177)	72	(2,249)	0	432	(432)	504
Total 5100-00 · Rent	(2,177)	75	(2,252)	0	515	(515)	587
5310-00 · Telephone							
5320-00 · Telephone	0	(15)	15	0	230	(230)	230
Total 5310-00 · Telephone	0	(15)	15	0	230	(230)	230
5420-00 · Mail - USPS	0			0	18	(18)	18
5510-00 · Insurance/Bonding	0			0	64	(64)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0			0	1,560	(1,560)	1,560
5520-00 · Supplies - Other	1	1	0	4,085	10,510	(6,425)	10,510
Total 5520-00 · Supplies	1	1	0	4,085	12,070	(7,985)	12,070
5740-00 · Equipment Rental/Leasing	0	34	(34)	0	216	(216)	216
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	940			1,620			
5921-00 · Professional Fees - Other	10,200			69,097	55,000	14,097	55,000
Total 5900-00 · Professional Fees	11,140			70,717	55,000	15,717	55,000
8700-00 · Automobile Expenses	4			4	25	(21)	25
8750-00 · Meals/Meetings	1			1	4	(3)	4
Total Expense	9,178	726	8,452	75,015	72,559	2,456	75,786
Net Ordinary Income	(7,362)	1,089	(8,451)	5,250	7,705	(2,455)	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	1,089	(1,089)	4,821	7,633	(2,812)	13,080
Total Other Expense	0	1,089	(1,089)	4,821	7,633	(2,812)	13,080
Net Other Income	0	(1,089)	1,089	(4,821)	(7,633)	2,812	(13,080)
Net Income	(7,362)	0	(7,362)	429	72	357	0

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

Accrual Basis

60 - Membership

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,290	10,833	457	78,445	75,833	2,611	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	0	0	0	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	3,325	3,000	325	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	525	636	(111)	3,480	3,818	(338)	7,000
Total 4251-00 · Tues AM Breakfast Club	3,850	3,636	214	6,805	6,818	(13)	10,000
4250-00 · Revenues-Membership Activities - Other	1,840	200	1,640	5,936	3,200	2,736	4,000
Total 4250-00 · Revenues-Membership Activities	5,690	3,836	1,854	12,741	13,918	(1,177)	69,200
Total Income	16,980	14,670	2,311	91,186	89,751	1,434	199,200
Gross Profit	16,980	14,670	2,311	91,186	89,751	1,434	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(9,625)	(9,625)	0	(16,500)
5020-00 · P/R - Tax Expense	375	434	(59)	3,625	3,040	585	5,211
5030-00 · P/R - Health Insurance Expense	823	849	(26)	4,995	5,943	(948)	10,188
5040-00 · P/R - Workmans Comp	35	44	(9)	242	310	(69)	532
5060-00 · 401 (k)	160	253	(94)	1,956	1,772	184	3,038
5070-00 · Other Benefits and Expenses	(5)	13	(18)	16	93	(78)	160
5000-00 · Salaries & Wages - Other	4,588	6,329	(1,741)	29,557	44,303	(14,746)	75,948
Total 5000-00 · Salaries & Wages	4,600	6,548	(1,948)	30,765	45,837	(15,071)	78,577
5100-00 · Rent							
5110-00 · Utilities	49	36	13	268	251	17	430
5140-00 · Repairs & Maintenance	21	44	(22)	53	306	(253)	525
5150-00 · Office - Cleaning	48	98	(51)	433	687	(254)	1,177
5100-00 · Rent - Other	2,814	497	2,317	4,453	3,480	973	5,965
Total 5100-00 · Rent	2,931	675	2,257	5,207	4,723	484	8,097
5310-00 · Telephone							
5320-00 · Telephone	169	150	19	800	1,050	(250)	1,800
Total 5310-00 · Telephone	169	150	19	800	1,050	(250)	1,800
5420-00 · Mail - USPS	8	8	(0)	48	58	(11)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	292	(292)	500
5520-00 · Supplies - Other	71	83	(12)	188	583	(396)	1,000
Total 5520-00 · Supplies	71	125	(54)	188	875	(687)	1,500
5610-00 · Depreciation	0	8	(8)	0	56	(56)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	392	(392)	672
5710-00 · Taxes, Licenses & Fees	0	17	(17)	14	117	(103)	200
5740-00 · Equipment Rental/Leasing	55	225	(170)	860	1,575	(715)	2,700
5800-00 · Training Seminars	0	21	(21)	0	146	(146)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	583	(583)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	583	(583)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	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	0	545	(545)	2,211	3,273	(1,062)	6,000
6442-00 · Public Relations/Website	461	417	44	3,464	2,917	547	5,000
6423-00 · Membership Activities - Other	0	200	(200)	1,129	4,350	(3,221)	8,500
Total 6423-00 · Membership Activities	461	1,162	(701)	13,577	14,039	(463)	52,000
6742-00 · Non-NLT Co-Op Marketing Program	2,350			2,350			
8200-00 · Associate Relations	0	25	(25)	190	175	15	300
8500-00 · Credit Card Fees	161	182	(21)	1,111	1,273	(161)	3,500
8700-00 · Automobile Expenses	4	63	(59)	220	438	(218)	750
8750-00 · Meals/Meetings	1	83	(83)	272	583	(311)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	70	321	(251)	550
8920-00 · Bad Debt	597	0	597	2,735	0	2,735	0
Total Expense	11,408	9,477	1,931	58,407	72,241	(13,834)	153,092
Net Ordinary Income	5,572	5,193	379	32,779	17,511	15,268	46,108
Other Income/Expense							
Other Expense							

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

Accrual Basis

60 - Membership

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	0	2,179	(2,179)	9,642	15,269	(5,627)	26,107
Total Other Expense	0	2,179	(2,179)	9,642	15,269	(5,627)	26,107
Net Other Income	0	(2,179)	2,179	(9,642)	(15,269)	5,627	(26,107)
Net Income	5,572	3,014	2,558	23,137	2,242	20,895	20,001

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

70 - Administration

Accrual Basis

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,099	2,341	(242)	11,404	15,187	(3,783)	26,892
5030-00 · P/R - Health Insurance Expense	1,796	3,369	(1,573)	12,772	23,583	(10,811)	40,428
5040-00 · P/R - Workmans Comp	149	205	(56)	401	1,330	(929)	2,355
5060-00 · 401 (k)	755	1,171	(416)	5,997	7,597	(1,600)	13,452
5070-00 · Other Benefits and Expenses	0	160	(160)	830	1,120	(290)	2,000
5000-00 · Salaries & Wages - Other	23,910	29,265	(5,355)	139,791	189,855	(50,064)	336,180
Total 5000-00 · Salaries & Wages	28,708	36,511	(7,803)	171,195	238,672	(67,477)	421,307
5100-00 · Rent							
5110-00 · Utilities	182	125	57	996	1,090	(94)	2,040
5140-00 · Repairs & Maintenance	603	375	228	2,365	2,625	(260)	4,500
5150-00 · Office - Cleaning	178	250	(73)	1,607	1,650	(43)	2,650
5100-00 · Rent - Other	2,353	2,370	(17)	16,403	16,590	(187)	29,760
Total 5100-00 · Rent	3,315	3,120	195	21,371	21,955	(584)	38,950
5310-00 · Telephone							
5320-00 · Telephone	977	750	227	5,347	5,250	97	9,000
Total 5310-00 · Telephone	977	750	227	5,347	5,250	97	9,000
5420-00 · Mail - USPS	29	90	(61)	477	630	(153)	1,080
5510-00 · Insurance/Bonding	1,123	795	328	9,135	5,565	3,570	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10	250	(240)	595	1,750	(1,155)	3,000
5520-00 · Supplies - Other	452	625	(173)	2,964	4,375	(1,411)	7,500
Total 5520-00 · Supplies	462	875	(413)	3,559	6,125	(2,566)	10,500
5610-00 · Depreciation	0	32	(32)	0	220	(220)	380
5700-00 · Equipment Support & Maintenance	152	2,200	(2,048)	11,720	15,400	(3,680)	26,400
5710-00 · Taxes, Licenses & Fees	1,982	1,045	937	7,603	7,315	288	12,540
5740-00 · Equipment Rental/Leasing	2,357	341	2,016	3,948	2,387	1,561	4,092
5800-00 · Training Seminars	0	400	(400)	89	2,800	(2,711)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	2,040	4,375	(2,335)	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	10,500	(10,499)	21,000
Total 5900-00 · Professional Fees	0	2,125	(2,125)	20,841	37,275	(16,434)	53,400
5941-00 · Research & Planning	0	300	(300)	0	2,100	(2,100)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0			371	0	371	0
7500-00 · Trade Shows/Travel	593	1,500	(907)	593	3,000	(2,407)	3,000
8200-00 · Associate Relations	53	345	(292)	383	2,415	(2,032)	4,140
8300-00 · Board Functions	7,847	250	7,597	17,058	4,000	13,058	5,950
8500-00 · Credit Card Fees	0			175			
8600-00 · Additional Opportunites	0	500	(500)	0	3,500	(3,500)	6,000
8700-00 · Automobile Expenses	179	250	(71)	201	1,750	(1,549)	3,000
8750-00 · Meals/Meetings	52	150	(98)	213	1,050	(837)	1,800
8810-00 · Dues & Subscriptions	275	300	(25)	3,368	2,100	1,268	3,600
Total Expense	48,104	51,879	(3,776)	277,649	363,509	(85,860)	623,079
Net Ordinary Income	(48,104)	(51,879)	3,776	(277,649)	(363,509)	85,860	(623,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	(51,879)	51,879	(229,575)	(363,509)	133,934	(623,078)
Total Other Expense	0	(51,879)	51,879	(229,575)	(363,509)	133,934	(623,078)
Net Other Income	0	51,879	(51,879)	229,575	363,509	(133,934)	623,078
Net Income	(48,104)	0	(48,104)	(48,074)	0	(48,074)	(1)

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

January 31, 2020

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of January 31, 2020

Accrual Basis

	Jan 31, 20	Jan 31, 19	\$ Change	% Change	Jun 30, 19
ASSETS					
Current Assets					
Checking/Savings					
1000-00 · Cash	446,358	538,631	(92,273)	(17%)	363,031
Total Checking/Savings	446,358	538,631	(92,273)	(17%)	363,031
Accounts Receivable					
1200-00 · Accounts Receivable	5,884	11,874	(5,990)	(50%)	10,196
Total Accounts Receivable	5,884	11,874	(5,990)	(50%)	10,196
Other Current Assets					
1300 · Reimbursements Receivable	5,500	984	4,516	459%	4,362
1350-00 · Security Deposits	3,325	100	3,225	3,225%	100
Total Other Current Assets	8,825	1,084	7,741	714%	4,462
Total Current Assets	461,067	551,589	(90,522)	(16%)	377,689
Other Assets					
1400-00 · Prepaid Expenses	58,821	30,292	28,529	94%	12,340
Total Other Assets	58,821	30,292	28,529	94%	12,340
TOTAL ASSETS	519,888	581,881	(61,993)	(11%)	390,029
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	348,466	299,520	48,946	16%	365,187
Total Accounts Payable	348,466	299,520	48,946	16%	365,187
Total Current Liabilities	348,466	299,520	48,946	16%	365,187
Total Liabilities	348,466	299,520	48,946	16%	365,187
Equity					
32000 · Unrestricted Net Assets	24,842	189,433	(164,591)	(87%)	189,433
Net Income	146,581	92,928	53,653	58%	(164,591)
Total Equity	171,423	282,361	(110,938)	(39%)	24,842
TOTAL LIABILITIES & EQUITY	519,888	581,881	(61,993)	(11%)	390,029

North Lake Tahoe Marketing Cooperative

A/R Aging Summary

As of January 31, 2020

	<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	0.00	1,039.00	1,039.00
Hyatt Regency Lake Tahoe Resort*	0.00	1,500.00	0.00	0.00	0.00	1,500.00
Northstar California	0.00	0.00	0.00	0.00	945.30	945.30
Resort at Squaw Creek*	0.00	1,200.00	0.00	0.00	0.00	1,200.00
Squaw Valley Alpine Meadows	0.00	1,200.00	0.00	0.00	0.00	1,200.00
TOTAL	<u>0.00</u>	<u>3,900.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,984.30</u>	<u>5,884.30</u>

North Lake Tahoe Marketing Cooperative
A/P Aging Summary
As of January 31, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Amber Burke	67.39	0.00	0.00	0.00	0.00	67.39
Augustineldeas	5,442.03	0.00	0.00	0.00	0.00	5,442.03
CalSAE, Inc	5,000.00	0.00	0.00	0.00	0.00	5,000.00
Connect Association Marketplace	0.00	7,450.00	0.00	0.00	0.00	7,450.00
Denise Cmiel	7,850.00	0.00	0.00	0.00	0.00	7,850.00
FedEx	281.89	0.00	0.00	0.00	0.00	281.89
IVCB Visitors Bureau	2,135.66	0.00	0.00	0.00	0.00	2,135.66
Liz Bowling	127.77	0.00	0.00	0.00	0.00	127.77
Marketing Services International	2,474.71	0.00	0.00	0.00	0.00	2,474.71
Nevada Magazine	11,000.00	0.00	0.00	0.00	0.00	11,000.00
NLTRA	5,345.58	0.00	0.00	0.00	0.00	5,345.58
Richter7	275,273.41	0.00	0.00	0.00	0.00	275,273.41
San Francisco Giants	3,750.00	0.00	0.00	0.00	0.00	3,750.00
Sarah Winters	154.59	0.00	0.00	0.00	0.00	154.59
The Abbi Agency, Inc	22,112.82	0.00	0.00	0.00	0.00	22,112.82
TOTAL	<u><u>341,015.85</u></u>	<u><u>7,450.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>348,465.85</u></u>

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

January 2020

Accrual Basis

	Jan 20	Budget	Jul '19 - Jan 20	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding	35,435	35,435	572,057	572,057	942,000
4001-00 · NLTRA Funding	352,164	352,164	990,140	990,140	1,503,362
4004-00 · IVCBVB Entertainment	0	0	4,000	4,000	8,000
Total Income	387,599	387,599	1,566,197	1,566,197	2,453,362
Gross Profit	387,599	387,599	1,566,197	1,566,197	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	9,250	7,000	9,250	41,000	68,000
5004-00 · Trip Advisor	18,189	8,333	49,807	58,331	100,000
5005-00 · Paid Social	30,753	29,797	88,759	95,832	139,000
5005-01 · Digital Display	22,836	9,000	126,416	51,000	85,000
5005-02 · Retargeting Video	0	2,500	12,473	17,500	30,000
5007-00 · Creative Production	3,425	13,250	127,269	92,750	158,219
5010-00 · Account Strategy & Management	7,000	7,000	49,000	49,000	84,000
5010-01 · Digital Management & Reporting	2,000	2,000	14,000	14,000	24,000
5010-02 · Website Strategy & Analysis	1,200	1,200	8,400	8,400	14,400
5013-00 · Outdoor	115,000	115,000	115,000	115,000	115,000
5015-00 · Video	0	5,000	4,373	22,500	35,000
5017-00 · Rich Media	22,350	12,500	34,188	37,500	50,000
5018-00 · Media Commission	29,018	29,391	62,800	64,403	103,607
5018-01 · Digital Ad Serving	0	506	1,232	3,530	6,050
5020-00 · Search Engine Marketing	9,075	5,000	36,083	35,000	60,000
5022-00 · Email	7,500	7,000	22,726	24,500	35,000
5025-00 · Expedia	0	0	0	0	20,000
5026-00 · Consumer Research	0		0	750	750
5027-00 · Consumer Retargeting Video	0	1,250	0	8,750	15,000
5028-00 · High Impact Media	0	5,000	0	27,000	45,000
Total 5000-00 · CONSUMER MARKETING	277,596	260,727	766,880	777,066	1,204,746
5110-00 · LEISURE SALES					
5107-00 · Creative Production	0	1,000	2,565	4,000	6,000
5112-00 · Training / Sales Calls	143	0	6,583	2,500	6,500
5113-00 · Additional Opportunities	0	0	2,946	3,500	7,000
5115-00 · Travel Agent Incentive Program	0	0	0	0	1,500
5120-00 · Domestic - Trade Shows	259	0	2,384	4,950	6,450
5131-00 · FAMS -Intl - Travel Trade	0	0	2,684	2,000	10,500
5132-00 · FAMS -Intl - Media	0		35	0	0
5133-00 · Ski-Tops	0		0	845	845
5134-00 · Intl Marketing - Additional Opp	0	0	4,527	5,500	11,000
5136-00 · Tour Operator Brochure Support	0		2,000	2,000	2,000
5137-00 · Co-op Opportunities	0	0	2,926	10,000	15,000
5141-00 · Australian Sales Mission	0	0	0	0	6,550
5142-00 · UK Sales Mission	0		2,177	3,000	3,000
5143-00 · Mountain Travel Symposium	0	0	510	0	1,500
5144-00 · IPW - POW WOW	857	10,000	1,114	10,000	11,000
5145-00 · TIA Annual Dues	0	2,650	2,695	2,650	2,650
5146-00 · UK / Black Diamond	2,500	7,750	17,500	23,250	31,000
5147-00 · AUS / Gate 7	7,925	7,925	23,775	23,775	31,700
5149-00 · Mexico Program	884		2,491	6,500	6,500

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

January 2020

Accrual Basis

	Jan 20	Budget	Jul '19 - Jan 20	YTD Budget	Annual Budget
5150-00 · China Program	0		154	3,500	3,500
5154-00 · Canada					
5154-01 · Canada Sales Mission	0		6,409	6,000	6,000
5154-00 · Canada - Other	5,000	6,250	16,860	19,750	26,000
Total 5154-00 · Canada	5,000	6,250	23,269	25,750	32,000
5155-00 · California Star Program	292		875	3,500	3,500
5156-00 · German Trade Representation	2,475	4,750	9,257	16,250	23,000
Total 5110-00 · LEISURE SALES	20,335	40,325	110,467	153,470	222,695
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	15,400	15,400	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	35,000	35,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	2,000	2,000	14,000	14,000	24,000
5202-01 · Rich Content Development	0	5,500	4,975	16,500	22,000
5204-00 · Media Mission(s)	3,706	0	8,144	5,300	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	3,500	3,500	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	2,100	2,100	3,600
5208-00 · International Travel Media FAMS	0	1,700	2,949	8,500	13,600
5208-01 · Int'l FAM Hard Cost	0	1,500	1,581	7,500	12,000
5208-02 · Int'l Media Retainer	300	300	2,100	2,100	3,600
5209-00 · Domestic Travel Media FAMS	3,513	3,500	13,638	24,500	38,500
5210-00 · Content Dev - Newsletters	1,800	1,800	12,600	12,600	21,600
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	28,000	28,000	48,000
5212-00 · Social Giveaways & Contests	400	0	5,054	4,600	9,200
5213-00 · Facebook Live	1,500	0	2,500	3,240	6,480
5214-00 · Social Takeover	0	0	7,952	8,000	16,000
Total 5200-00 · PUBLIC RELATIONS	25,219	28,300	159,493	190,840	321,580
6000-00 · CONFERENCE SALES					
6002-00 · Destination Print	7,220		12,740	23,850	23,850
6003-00 · Geo-Fence Targeting	0		0	2,500	2,500
6004-00 · Email	850	850	1,700	3,400	7,650
6005-00 · Paid Media	821	833	4,791	5,831	10,000
6006-00 · CVENT	0		11,167	13,500	13,500
6007-00 · Creative Production	1,006	2,000	12,626	22,000	30,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	7,000	7,000	12,000
6016-00 · MCC Search Engine Marketing	1,935		3,402		
6018-00 · MCC Media Commission	1,486	330	4,817	7,210	8,861
6019-00 · Conference Direct Partnership	0		0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	583		4,000	6,000	6,000
6152-00 · Client Events / Opportunities	2,593	6,000	10,222	9,000	15,000
6153-00 · Chicago Sales Rep Support	7,997	0	8,240	1,500	10,000
Total 6000-00 · CONFERENCE SALES	25,491	11,013	80,705	106,791	144,361
6100-00 · TRADE SHOWS					
6111-00 · Site Inspections	0	450	1,890	4,350	7,000
6116-00 · CalSAE Seasonal Spectacular	(2,400)	0	1,936	7,750	4,250
6118-00 · ASAE Annual	0		6,036	6,000	6,000
6120-00 · AFW Client Event	0		0	2,500	2,500
6120-01 · Sac River Cats Client Event	0		2,392	2,500	2,500
6127-00 · CalSAE Annual	5,000	0	6,022	5,000	6,700
6143-00 · Connect Marketplace	0		3,815	11,000	11,000
6144-00 · ASAE XDP	0	0	0	2,500	4,000

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

January 2020

Accrual Basis

	Jan 20	Budget	Jul '19 - Jan 20	YTD Budget	Annual Budget
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		5,733	5,250	5,250
6157-00 · HPN Partner Conference	0		4,299	3,195	3,195
6160-00 · AllThingsMeetings Silcon Valley	0		511	1,000	1,000
6160-01 · AllThingsMeetings East Bay	0		0	1,625	1,625
6161-00 · Connect Southwest	0		5,057	5,250	5,250
6162-00 · Connect Tech & Medical	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	3,750	0	2,750	0	5,000
6167-00 · Nor Cal DMO	0		489	0	0
6168-00 · Sacramento/Roseville TopGolf	0		0	2,500	2,500
6169-00 · Prestige Meetings SF	0		0	2,395	2,395
6171-00 · Outdoor Retailer	0	600	0	600	600
6172-00 · Prestige Meetings Seattle	0	1,095	0	1,095	2,595
Total 6100-00 · TRADE SHOWS	6,350	2,145	45,679	84,760	106,610
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	0	0	24,872	25,000	50,000
5009-00 · Fulfillment / Mail	212	1,000	8,272	7,000	12,000
5021-00 · RASC-Reno Air Service Corp	0	25,000	50,000	75,000	100,000
5122-00 · SSMC Shipping - Sierra Ski Mkt	0		5		
5123-00 · HSVC - High Sierra Visitors	167		1,167	2,000	2,000
7001-00 · Miscellaneous	0		253	0	0
7002-00 · CRM Subscription	833	833	5,833	5,831	9,996
7003-00 · IVCBVB Entertainment Fund	62	0	2,100	4,000	8,000
7004-00 · Research	0	0	26,530	0	24,000
7005-00 · Film Festival	0		15,000	15,000	15,000
7006-00 · Special Events	0	0	0	0	30,000
7007-00 · Destimetrics / DMX	0	8,338	0	25,014	33,352
7008-00 · Opportunistic Funds	6,050	0	35,566	25,000	50,000
7009-00 · Tahoe Cam Usage	0	177	0	1,239	2,124
7010-00 · Photo Management & Storage	0	592	0	4,144	7,104
7011-00 · TrendKite PR Software	357	333	2,143	2,331	3,996
8700-00 · Automobile Expense*	442	400	3,072	2,800	4,800
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0		160		
Total 7000-00 · COMMITTED & ADMIN EXPENSES	8,123	36,673	174,973	194,359	352,372
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	4,250	4,250	29,750	29,750	51,000
8003-00 · Website Hosting Maintenance	603	4,166	51,668	29,162	50,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	4,853	8,416	81,418	58,912	101,000
Total Expense	367,967	387,599	1,419,615	1,566,198	2,453,364
Net Income	19,630	0	146,581	(1)	(2)

KEY METRICS FOR January 31, 2020 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru November 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	2,349,584	\$ 16,533,131
2016 - 2017	5,504,750	3,319,046	6,140,970	3,358,687	\$ 18,323,453
2017 - 2018	6,279,704	3,454,080	5,638,622	3,197,138	\$ 18,569,544
2018 - 2019	7,068,928	4,033,301	6,982,816	3,526,106	\$ 21,611,151
2019 - 2020	7,020,546	51,424	150		\$ 7,072,120

updated

Visitor Information Comparative Statistics For FYTD 2016/17 - 2019/20 (thru Jan 2020)				
Referrals -	2016-2017	2017-2018	2018-2019	2019-2020
Tahoe City:				
Walk In	26529	29109	27903	31506
Phone	2312	2051	1827	1944
Email	228	242	250	284
Kings Beach (Walk In)	3455	7883	11439	8322
NLT - Event Traffic	4,195	3127	3295	2913
Total	36,719	42,412	44,714	44,969
				YOY % Change
				12.91%
				6.40%
				13.60%
				-27.25%
				-11.59%
				0.57%

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

Destimetrics Reservations Activity	FYTD 18/19	FYTD 19/20	YOY % Change
Occupancy	57.9%	55.7%	-3.8%
ADR (Average Daily Rate)	\$ 372	\$ 396	6.5%
RevPAR (Rev per Available Room)	\$ 216	\$ 221	2.5%
Occupancy 1 Mth Forecast	55.8%	53.0%	-5.0%
ADR 1 Mth Forecast	\$ 399	\$ 445	11.5%
RevPAR 1 Mth Forecast	\$ 223	\$ 236	5.9%
Occupancy (prior 6 months)	52.3%	50.0%	-4.5%
ADR (prior 6 months)	\$ 349	\$ 373	6.9%
RevPAR (prior 6 months)	\$ 183	\$ 187	2.1%
Occupancy (next 6 months)	24.6%	26.6%	8.3%
ADR (next 6 months)	\$ 370	\$ 397	7.2%
RevPAR (next 6 months)	\$ 91	\$ 106	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 1/31/2020						
	2018-19	2018-19	2019-20	YOY %		
FORWARD LOOKING	Actuals	Forecasted	Forecasted	Change		
Total Revenue Booked	\$2,890,990	\$ 2,829,902	\$ 3,628,151	28.21%		
Commission for this Revenue	\$ 79,949	\$ 75,397	\$ 51,400	-31.83%		
Number of Room Nights	14,165	14,986	17,367	15.89%		
Number of Bookings	72	63	63	0.00%		
Conference Revenue And Percentage by County:						
	18-19	19-20				
Placer	66%	79%	\$ 1,850,907	\$ 1,872,091	\$ 2,876,992	53.68%
Washoe	10%	16%	\$ 314,610	\$ 287,833	\$ 580,963	101.84%
South Lake	24%	5%	\$ 725,473	\$ 669,978	\$ 170,196	-74.60%
Nevada County	0%	0%				
Total Conference Revenue	100%	100%	\$ 2,890,990	\$ 2,829,902	\$ 3,628,151	28.21%
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 January 2020
Employee Hentz, Jeff

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
01-28-2020	A	Starbucks	729808	Lunch during Board of Sups meeting		\$12.20	8750-00/alloc
01-28-2020	B	Staples	1936387	office supplies		\$27.01	5520-00/alloc
01-29-2020	C	Southwest Airlines	TQKUJD	flight to visit CA Outlook Forum		\$592.98	7500-00/70
	D						
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	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		\$77.63	8700-00-70
				Mileage Reimbursed Through Payroll	\$0.00		
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)							\$709.80

Signed By: [Signature] Approved By: _____ Date: 2/14/20

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
2/5/20 M3		<u>[Signature]</u>	2/14/20

**NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
MILEAGE REIMBURSEMENT**

EMPLOYEE NAME: Hentz, Jeff
REPORT MONTH: Jan-20

REF	DATE	START	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
					YES	NO	
A	Jan. 28th	Truckee	Auburn	135.00			Placer County Board of Supervisors - NLTRA TBID NOTE: Extra mileage due to Hwy 80 closure and back tracked to Grass valley and alternate route back to area

TOTAL MILES SUBMITTED:	135.00
MILEAGE RATE PER MILE	\$ 0.575
TOTAL MILEAGE REIMBURSEMENT DUE	\$ 77.63

- Placer Co. Supervisors
Mtg Attended

STARBUCKS Store #6727
13345 Lincoln Way
Auburn, CA (530) 745-0661

CHK 729808
01/28/2020 12:32 PM
2576055 Drawer: 1 Reg: 2

Roastd Ham & Swiss 4.95
Tl Carml Macchiato 4.25
Soy 0.70
Upside Down
Water Ethos 700Ml 2.25
Bottle Dep/Crv 0.05

Visa 12.20
XXXXXXXXXXXX1499
Card Entry: QUICK CHIP
Trans Type: PURCHASE
Reference #: 00000030
App Label: Visa Credit
Auth #: 028681
AID: A0000000031010
TVR: 0000008000
TSI: E800

Lunch

Subtotal \$12.20
Total \$12.20
Change Due \$0.00

----- Check Closed -----
01/28/2020 12:32 PM

Join our loyalty program
Starbucks Rewards®
Sign up for promotional emails
Visit Starbucks.com/rewards
Or download our app
At participating stores
Some restrictions apply



Office equipment



10350 North McCarran Blvd.
RENO, NV 89503
(775) 787-3460

SALE 1936387 2 002 59853
1470 01/28/20 06:10
QTY SKU PRICE

1	STPLS STAN VIEW BN 718103325356	4.99
1	STPLS STAN VIEW BN 718103325356	4.99
1	STPLS STAN VIEW BN 718103325356	4.99
1	STPLS STAN VIEW BN 718103325356	4.99
1	STPLS STAN VIEW BN 718103325356	4.99
	SUBTOTAL	24.95
	Standard Tax 8.2650%	2.06
	TOTAL	\$27.01

CHASE VISA USD\$27.01
Card No.: XXXXXXXXXXXXX2627 [C]
Chip Read
Auth No.: 00400D
AID.: A0000000031010

TOTAL ITEMS 5

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thoughtfully to work beautifully.

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Staples Rewards members get up to 5%
back in Rewards in store only.
Exclusions Apply. See an associate for
full program details or to enroll.

THANK YOU FOR SHOPPING AT STAPLES!



1 4 7 0 0 1 2 8 2 0 5 9 8 5 3 0 2

CUT HERE



DeWitt Van Siclen

From: Jeffrey Hentz <jeff@gotahoenorth.com> on behalf of Jeffrey Hentz
Sent: Wednesday, January 29, 2020 5:09 PM
To: DeWitt Van Siclen
Cc: bonnie@gotahoenorth.com
Subject: FW: Jeffrey P Hentz's 02/09 San Diego trip (TQKUJD): Your reservation is confirmed.

Dewitt,

Please see below my receipt for payment of airfare for a business trip to San Diego on Feb 9-10th for both the Visit California Outlook event, and meetings with our agency and high sierra committee...

This was placed on my personal cc.. I will also cover the hotel (1 night) on my personal cc.

Jeffrey Hentz

Chief Executive Officer
Phone: 530.581.8726
Cell: 407.466.1320

Jeff@GoTahoeNorth.com
www.GoTahoeNorth.com
www.nltra.org


*Admin
7500.00/70
BUBba*



From: Southwest Airlines <southwestairlines@ifly.southwest.com>
Reply-To: Southwest Airlines <no-reply@ifly.southwest.com>
Date: Wednesday, January 29, 2020 at 5:06 PM
To: "jeff@gotahoenorth.com" <jeff@gotahoenorth.com>
Subject: Jeffrey P Hentz's 02/09 San Diego trip (TQKUJD): Your reservation is confirmed.

Here's your itinerary and other important travel information.
[View our mobile site](#) | [View in browser](#)

[Manage Flight](#) | [Flight Status](#) | [My Account](#)



Hi Jeffrey P,

We're looking forward to flying together! It can't come soon enough. Below you'll find your itinerary, important travel information, and trip receipt. See you onboard soon!

FEBRUARY 9 - FEBRUARY 10

RNO SAN

Reno/Tahoe to San Diego

Confirmation # **TQKUJD**


Confirmation date: 01/29/2020

PASSENGER Jeffrey P Hentz
RAPID REWARDS # 20785285721
TICKET # 5262166527842
EXPIRATION¹ January 29, 2021
EST. POINTS EARNED 4,269


Rapid Rewards® points are only estimations.

Your itinerary

Flight 1: Sunday, 02/09/2020 Est. Travel Time: 1h 35m [Anytime](#)

FLIGHT # 4217	DEPARTS RNO 01:15PM Reno/Tahoe		ARRIVES SAN 02:50PM San Diego
----------------------	--	--	---

Flight 2: Monday, 02/10/2020 Est. Travel Time: 1h 35m [Wanna Get Away®](#)

FLIGHT # 0591	DEPARTS SAN 08:45PM San Diego		ARRIVES RNO 10:20PM Reno/Tahoe
----------------------	---	---	--

Payment information

Total cost			Payment
Air - TQKUJD			Visa ending in 5715
Base Fare	\$	524.80	Date: January 29, 2020
U.S. Transportation Tax	\$	39.36	Payment Amount: \$592.96
U.S. 9/11 Security Fee	\$	11.20	
U.S. Flight Segment Tax	\$	8.60	
U.S. Passenger Facility Chg	\$	9.00	
Total	\$	592.96	

Fare Rules: If you decide to make a change to your current itinerary it may result in a fare increase. In the case you're left with travel funds from this confirmation number, you're in luck! We're happy to let you use them towards a future flight for the individual named on the ticket, as long as the new travel is completed by the expiration date.

Your ticket number: 5262166527842

Prepare for takeoff



24 hours before your departure:

Check-in on Southwest.com® or using the Southwest Mobile App. Use your mobile device and receive a mobile boarding pass.



30 minutes before your departure:

Arrive at the gate prepared to board.



10 minutes before your departure:

This is the last opportunity to board your flight if you are present in the gate area and have met all check-in requirements.

If you do not plan to travel on your flight: Things happen, we understand! Please let us know at least 10 minutes prior to your flight's scheduled departure if you won't be traveling. If you don't notify us, you may be subject to our [No Show Policy](#).

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[Book hotel >](#)



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5262166527842: NONTRANSFERABLE -BG WN RNO WN SAN279.61WN RNO245.19USD524.80END ZP RNO4.30SAN4.30 XF RNO4.5SAN4.5

YLN
WLN7PNR

No Show Policy: you must notify Southwest® at least ten (10) minutes prior to your flight's scheduled departure if you do not plan to travel on your flight. Customers who fail to cancel reservations for a Wanna Get Away® fare segment at least 10 minutes prior to travel

and who do not board the flight will be considered a no show, and all remaining unused Wanna Get Away funds will be forfeited. All remaining unused Business Select® and Anytime funds will be converted to reusable travel funds. If you no show your reward travel reservation, the points will be redeposited to the purchaser's Rapid Rewards account. Any taxes and fees associated with your reward travel reservation will be held for future use in the form of reusable travel funds under the name of the traveler(s).

Prohibition on Multiple/Conflicting Reservations: to promote seat availability for our Customers, Southwest prohibits multiple reservations for the same Passenger departing from the same city on the same date, or any multiple reservations containing conflicting or overlapping itineraries (such as departures for the same Customer from multiple cities at the same time). Furthermore, without advance notice to the Passenger or purchaser, Southwest may cancel such reservations, or any other reservations that it believes, in its sole discretion, were made without intent to travel. With the exception of Southwest gift cards, funds from proactively canceled reservations by Southwest will be returned to the original form of payment. Reservations paid for with a Southwest gift card will have the amount applied from the gift card held as travel funds for use by the Customer on a future Southwest Airlines flight.

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NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month Yr January 2020
 Employee Bavetta, Bonnie

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
01.01.2020	A	Intermedia.net	228338668	NLTRA office phone system	\$711.17		5320-00/Alloc C
01.01.2020	B	Adobe Acrobat Pro	1129143086	Acrobat Pro subscription for DeWitt	\$14.99		8810-00/70
01.10.2020	C	Crashplan Pro	71658400100	Server backup monthly fee	\$9.99		5525-00/70
01.16.2020	D	Blue Summit Supplies	4379	Checks envelopes	\$53.98	<i>use tax</i>	5520-00/70
01.17.2020	E	Adobe Acrobat Pro	1136522940	Acrobat Pro subscription for Bonnie & Katie	\$33.98		8810-00/Alloc
01.17.2020	F	Adobe Acrobat Pro	1136938842	Acrobat Pro subscription for Anna	\$16.99		8810-00/11
01.22.2020	G	Intermedia.net	228853797	NLTRA office phone system	\$660.92		5320-00/Alloc C
01.23.2020	H	Constant Contact	258884425	Email toolkit plus	\$95.00		8810-00/70
	I						
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	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1	Mileage		See Attached Mileage Report		\$93.73	8700-00-70
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)							
					\$1,597.02		
						\$93.73	

Signed By:  Approved By: _____

Date: 2/14/20 Date: _____

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
<u>2/5/20</u> <i>MS</i>	<u>2/14/20</u> <i>MS</i>	<i>BB</i>	<u>2/14/20</u>



BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0119-2321
 Statement Date JAN 28, 2020
 Total Activity \$1,597.02

**** 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	\$1,597.02		\$0.00		\$0.00		\$1,597.02

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
12-30	12-27	55480779362026414579838	INTERMEDIA.NET INC 6506414000 WA Tran: 6440978 Tax ID: 411816682 Mer Ref: 6440978 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 56.09 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 655.08	711.17
12-31	12-30	55310209364026845478818	ADOBE ACROPRO SUBS 8008336687 CA Tran: BL1129143086 Tax ID: 770019522 Mer Ref: BL1129143086 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 96145 Dest Ctry: USA	14.99
01-10	01-09	15270210009443665383922	DRI*CrashPlan for SB 8883148842 MN Tax ID: 411901640 Mer Zip: 55343	9.99
01-16	01-15	55429500015637762748034	SP * BLUESUMMITSUPPLIE 2515918241 AL Tax ID: 812929124 Mer Ref: 76274803 Mer Zip: 35801 Origin Zip: 35801 Dest Ctry: USA	53.98
01-17	01-16	55310200016026891697270	ADOBE ACROPRO SUBS 8004438158 CA Tran: BL1136522940 Tax ID: 770019522 Mer Ref: BL1136522940 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 94043 Dest Ctry: USA	33.98
01-17	01-16	55310200016026895037994	ADOBE ACROPRO SUBS 8004438158 CA Tran: BL1136938842 Tax ID: 770019522 Mer Ref: BL1136938842 Mer Zip: 95110 Origin Zip: 95110 Dest Zip: 94043 Dest Ctry: USA	16.99

A
B
C
D
E
F

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0119-2321	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	JAN 28, 2020	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$20,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$1,597.02
	\$0.00		

IMPORTANT INFORMATION ABOUT THIS STATEMENT

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

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

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

Statement Date	JAN 28, 2020	Total Activity	\$1,597.02
Credit Limit	\$20,000	Single Purchase Limit	\$0.00
BONNIE L BAVETTA			
XXXX-XXXX-0119-2321			

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
01-22	01-21	55480770022026962442026	INTERMEDIA.NET INC 6506414000 WA Tran: 6679393 Tax ID: 411816682 Mer Ref: 6679393 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 64.40 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 596.52	660.92
01-23	01-22	75418230022087008976070	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

G
H



Explanation of charges

Print

Get granular information about your charges for a selected transaction.

Transaction Details

Transaction Detail ID: 228338658
 Service Date*: 12/21/2019 12:00:00 AM
 Processed Date: 12/21/2019 3:10:28 AM
 Service Charges: \$646.77
 Tax Amount: \$64.40
 Total: \$711.17
 User Name: NLTRA
 Billing Cycle: 1 month(s)
 Comment: Voice services 11/21/19-12/21/19

***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	\$113.99	\$113.99	\$113.99	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$7.22	\$7.22	\$7.22	0 %	regular
Voice Services	Canada Inbound Toll-Free	one-time	1	\$0.18	\$0.18	\$0.18	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$75.62	\$75.62	\$75.62	0 %	regular
						\$646.77		

Taxes, Fees & Surcharges

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$53.59	\$53.59
State/Province	State	1	1	\$9.10	\$9.10
Local	Local	1	1	\$1.71	\$1.71
					\$64.40



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: 1129143086
Invoice Date: DEC-29-19
Payment Terms: Credit Card
Due Date: JAN-05-20
Purchase Order: C5011713566
Contract No 00004490
Order Number: 5011713566
Order Date: DEC-29-16
Customer No.: 1452233
Bill to No. 542191345

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

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

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

Comments:



Invoice

Order Date: 1/9/2020

Order Number: 71658400100

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.

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BLUE SUMMIT SUPPLIES

Receipt / Tax Invoice #4379
Jan 15, 2020

SHIPPING ADDRESS

Bonnie Bavetta
N Lake Tahoe Resort Assoc
100 North Lake Boulevard
Tahoe City CA 96145
United States

CUSTOMER

Bonnie Bavetta
N Lake Tahoe Resort Assoc
PO Box 1757
Tahoe City CA 96145-1757
United States

PAYMENT METHOD

Mastercard (2321)

SHIPPING METHOD

Expedited Shipping (2-Day)

ITEMS

	PRICE	QTY	ITEM TOTAL
 #8 Double Window Security Check Envelopes for QuickBooks, Flip and Seal, 500 Count SKU: CR-INWS-LHTN	\$26.99	2	\$53.98

UPDATEDAT: 1579119438832	Subtotal	\$53.98
GOOGLE-CLIENTID: 931425088.1579119438	Shipping	\$0.00
	TOTAL (USD)	\$53.98

Thank you for shopping with us!

Blue Summit Supplies
2620 Clinton Ave W, Huntsville, AL, 35805, United States
larry@bluesummitsupplies.com
www.bluesummitsupplies.com

*+ use tax
RUB*



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: 1136522940
Invoice Date: JAN-15-20
Payment Terms: Credit Card
Due Date: JAN-22-20
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:



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: 1136938842
Invoice Date: JAN-15-20
Payment Terms: Credit Card
Due Date: JAN-22-20
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	
000020	65265375 Acrobat Pro Subs CC ALL MLP DSP Ret Inv 01 mnth MUN TEAM	EA	16.99	1	16.99	
North America		Invoice Totals				
		S & H	Sales Tax	Currency	Qty Shipped	Invoice Total
		0.00	0.00	USD	1	16.99

Comments:

(F)



Explanation of charges

Print

Get granular information about your charges for a selected transaction.

Transaction Details

Transaction Detail ID: 228853797
 Service Date*: 1/21/2020 12:00:00 AM
 Processed Date: 1/21/2020 3:11:06 AM
 Service Charges: \$606.36
 Tax Amount: \$54.56
 Total: \$660.92
 User Name: NLTRA
 Billing Cycle: 1 month(s)
 Comment: Voice services 12/21/19-01/21/20

***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.

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Voice Services	Unified Communications Users	recurring	1	\$413.08	\$413.08	\$413.08	0 %	regular
Voice Services	Local and Toll Free Numbers	recurring	1	\$22.98	\$22.98	\$22.98	0 %	regular
Voice Services	Inbound Toll-Free	one-time	1	\$77.67	\$77.67	\$77.67	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$2.74	\$2.74	\$2.74	0 %	regular
Voice Services	Canada Inbound Toll-Free	one-time	1	\$1.41	\$1.41	\$1.41	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$75.49	\$75.49	\$75.49	0 %	regular
						\$606.36		

Taxes, Fees & Surcharges

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$39.76	\$39.76
State/Province	State	1	1	\$13.10	\$13.10
Local	Local	1	1	\$1.70	\$1.70
					\$54.56



[Print](#)

Billing Activity - Invoices

N Lake Tahoe Resort Assoc

Attn: Bonnie Bavetta

PO Box 1757

Tahoe City CA 96145

US

P: 5305818726

Today's Date: 02/04/2020

User Name: nltra1

Invoices from 01/05/2020 to 02/04/2020

Date	Description	Charge Amount	Credit Amount
01/27/2020 Invoice #258884425	Constant Contact Toolkit - Email Plus Contacts 2,501 - 5,000 Contacts Maximum Number of Contacts This Billing Period: 4253 Period from 01/27/2020 to 02/26/2020	\$95.00	
		\$95.00	

Billing questions? [Contact Support](#)

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

