



north lake tahoe

Chamber | CVB | Resort Association

# FINANCE COMMITTEE AGENDA

Wednesday March 25, 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 Sicien  
Staff Accountant & HR Assistant

Quorum  
3 Members with 1  
being a Board  
Member

### A. Call to Order – Establish Quorum

### B. Roll Call

### C. Public Forum

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

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

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

- 2/26/2020 Meeting Minutes [MOTION] ..... Pg. 1

### F. Review and Approval of Preliminary February 2020 Financials:

- Review Staff Report of Financial Performance ..... Pg. 2
- NLTRA 2/29/2020 Financials Approval [MOTION] ..... Pg. 4
- NLTMC 2/29/2020 Financials Review ..... Pg. 23

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

- TBID Update
- COVID-19 Response Update
- Finance Committee Schedule

### H. Supplemental Information

- February 2020 Dashboard Report .....Pg. 29

### I. Approval of CEO Expenses February 2020:

- Approval of CEO Expenses [MOTION].....Pg. 30

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

### K. Next Meeting Date

### L. Committee Member Comments

### M. Adjourn



FINANCE COMMITTEE MEETING - Minutes Draft

Wednesday February 26, 2020 at 3:00 P.M.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established 3:01 pm (5)
- B. Roll Call:
  - Members in Attendance: Jim Phelan – Board Member
  - Members via Phone: Christy Beck - Treasurer, Michael Salmon, Ramona Cruz, David Brown
  - 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; Ramona Cruz/David Brown, Approved 5-0-0
- E. Approval of Finance Committee Minutes:
  - **MOTION** to approve January 31st, 2020 Finance Committee meeting minutes; David Brown/Ramona Cruz approved 5-0-0
- F. Review and Approval of January 31st, 2020 Preliminary Financials
  - Review Staff Report – Preliminary January 31st, 2020 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
  - Review NLT Marketing Coop January 31st, 2020 preliminary financials.
  - **MOTION** to approve January 31st, 2020 NLTRA YTD financials; Jim Phelan/Ramona Cruz approved 5-0-0
- G. Items for Committee Review, Discussion and/or Recommendations
  - Review of TBID Update
  - Bavetta suggested reducing frequency of Finance Committee meetings, there was general agreement on possibly moving to every other month meetings. This will be discussed with the NLTRA Board.
- H. Supplemental Information
  - Review January 2020 Dashboard Report
- I. Approval of CEO and Interim CEO Expenses for January 2020
  - **MOTION** to approve CEO Expenses for January 2020; Christy Beck/David Brown, approved 5-0-0
  - **MOTION** to approve Interim CEO Expenses for January 2020; Jim Phelan/David Brown, approved 5-0-0
- J. Agenda Input for Next Finance Committee Meeting
  - **NONE**
- K. Next Meeting Date –March 25th, 2020 at 3:00 PM
- L. Committee Member Comments
  - **NONE**
- M. Adjourn 3:52 PM



## north lake tahoe

Chamber | CVB | Resort Association

Date: 03/20/20

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

From: Bonnie Bavetta, CFO

RE: Report for February 2020

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A summary of preliminary NLTRA financial results for February 29, 2020 follows:

- Cash balance on February 29, 2020 of \$804,000 was \$94,000 or approximately 13% greater than prior year due primarily to greater year-to-date net income (\$120,000), an increase in Deferred Revenues (\$37,000) and the 18/19 year end increase to the marketing reserve (\$32,000), offset partially by an increase in Accounts Receivable - TOT (\$21,000) and an increase in Member Accounts Receivable (\$27,000) and reduced Salaries & Wages Payable (\$59,000).
- The Accounts Receivable – TOT balance of \$293,000 reflected the County TOT funding for February. Payment was received in March. Balance at this date last year was \$285,000.
- Membership dues and other membership related accounts receivable totaled \$69,000, an increase of \$25,000 from prior year
- Accounts payable, including credit cards, of \$50,000 were \$1,000 greater prior year.
- Wages and related liabilities of \$104,000 were \$59,000 or 36% lower than prior year, due primarily to a shorter payroll accrual period, and 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 \$86,000 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 \$156,000 at month end February represented Membership's positive net results YTD of \$10,000, and \$146,000 net positive results from TOT funded departments.
- Operating Results YTD – Marketing
  - YTD Revenue from Placer TOT Funding of \$2,005,000 was below budget \$146,000, 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 \$1,710,000 and were \$144,000 or approximately 8% under budget, primarily due to timing of the event sponsorships.

- Events are being cancelled and we will be evaluating reallocation of these funds.
  - Total net results before overhead allocation of \$297,000 were positive to budget \$1,000.
- Operating Results YTD – Conference
  - Commission & conference dues revenue of \$45,000 was \$16,000 above budget. TOT revenue of \$246,000 was on budget
  - Expenses of \$192,000 before allocated overhead were under budget \$42,000 due to staff vacancies.
  - Net results before overhead allocation were better than budget by \$59,000
- Operating Results YTD – Visitor Center
  - Merchandise sales of \$81,000 were better than budget by \$6,000. TOT revenue of \$266,000 was on budget.
  - Expenses before overhead allocation of \$269,000 were \$21,000 or 7% below budget.
  - Net results of \$78,000 before overhead allocation were \$28,000 better than budget.
- Operating Results YTD – TMPI
  - TOT revenue of \$82,000 was on budget.
  - Expenditures of \$91,000 before overhead were \$18,000 over budget.
  - Net loss of \$9,000 before overhead allocation was negative to budget \$18,000.
- Operating Results YTD – Membership
  - Membership dues revenue of \$90,000 was \$3,000 over budget. Other Membership revenue of \$15,000 was on budget.
  - Expenses of \$80,000 were \$1,000 below budget due timing. Timing accounts for various over and under budget line items.
  - Net income of \$24,000 before overhead allocations was \$4,000 favorable to budget.
  - Net income of \$10,000 after overhead allocations was \$8,000 favorable to budget.
- Operating Results YTD – Administration
  - Total expenses of \$332,000 were \$82,000 below budget due primarily to staff vacancies and professional fees timing.
- Membership cash position as of February 29, 2020
  - Membership activities resulted in a net income \$10,058
  - Deferred revenues of \$86,268 less receivables of \$69,315 contributed an additional \$16,953 in cash
  - Prior years' cumulative negative net results totaled \$17,007
  - Net cash totaled \$10,004, no other funds were required to support Membership activities

Summary of North Lake Tahoe Marketing Cooperative financial results at February 29, 2020:

- Cash balance at month end of \$294,000 was \$146,000 less than prior year due to the reduction of prior fund surpluses in late FY18/19 (\$165,000) and greater Prepaid Expenses (\$22,000) partially offset by higher net operating results (\$49,000).
- Accounts payable of \$215,000 were \$5,000 greater than prior year
- 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 \$109,000 was \$49,000 greater than prior year due largely to timing
- Year-to-date funding from NLTRA and IVCBVB of \$1,759,000 was on budget
- Consumer Marketing expenditures of \$877,000 were \$13,000 or 2% below budget due to timing
- Leisure Sales expenditures of \$119,000 were \$42,000 or 26% below budget due to timing
- Public Relations expenses of \$178,000 were \$40,000 or 18% below budget also due to timing
- Conference Sales expenditures of \$91,000 were \$20,000 below budget
- Trade Show expenditures of \$62,000 were \$26,000 below budget
- Committed & Administrative expenditures of \$237,000 were \$14,000 or 6% over budget due to timing
- Website & Maintenance expenses of \$86,000 were \$18,000 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 \$109,000 was better than budget by \$109,000

# **North Lake Tahoe Resort Association**

Preliminary

Financial Statements for the Period Ending

February 29, 2020

# North Lake Tahoe Resort Association

## Balance Sheet

As of February 29, 2020

Accrual Basis

	Feb 29, 20	Feb 28, 19	\$ Change	% Change	Jun 30, 19
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	158	236	(78)	(33%)	116
1003-00 · Cash - Operations BOTW #6712	516,085	342,616	173,469	51%	332,281
1007-00 · Cash - Payroll BOTW #7421	4,872	56,771	(51,899)	(91%)	11,572
1008-00 · Marketing Reserve - Plumas	50,294	50,219	75	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,785	100,583	202	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	102,104	129,268	(27,164)	(21%)	138,243
10950 · Cash in Drawer	276	459	(183)	(40%)	1,678
<b>Total Checking/Savings</b>	<b>804,156</b>	<b>709,734</b>	<b>94,422</b>	<b>13%</b>	<b>664,366</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	25,031	10,925	14,106	129%	24,817
1290-00 · A/R - TOT	292,999	285,250	7,749	3%	57,504
<b>Total Accounts Receivable</b>	<b>318,030</b>	<b>296,175</b>	<b>21,855</b>	<b>7%</b>	<b>82,321</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	726	140	586	419%	10
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	69,315	44,040	25,275	57%	2,720
1201-03 · Member AR - Other	2,555	0	2,555	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	1,125	(1,125)	(100%)	0
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>71,870</b>	<b>45,165</b>	<b>26,705</b>	<b>59%</b>	<b>6,465</b>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,775)	0	0%	(1,587)
<b>12100 · Inventory Asset</b>					
25300 · Gift Cards Outstanding	18	0	18	100%	15
12100 · Inventory Asset - Other	23,544	24,780	(1,236)	(5%)	22,015
<b>Total 12100 · Inventory Asset</b>	<b>23,562</b>	<b>24,780</b>	<b>(1,218)</b>	<b>(5%)</b>	<b>22,030</b>
1299 · Receivable from NLTMC	17,488	12,012	5,476	46%	15,703
1490-00 · Security Deposits	1,150	1,610	(460)	(29%)	1,250
<b>Total Other Current Assets</b>	<b>112,021</b>	<b>80,932</b>	<b>31,089</b>	<b>38%</b>	<b>43,871</b>
<b>Total Current Assets</b>	<b>1,234,207</b>	<b>1,086,841</b>	<b>147,366</b>	<b>14%</b>	<b>790,558</b>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	45,289	68,768	(23,479)	(34%)	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(68,768)	23,479	34%	(45,289)
1740-00 · Computer Equipment	4,270	8,436	(4,166)	(49%)	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,269)	(8,435)	4,166	49%	(4,269)
1750-00 · Computer Software	20,493	21,520	(1,027)	(5%)	20,493
1751-00 · Accum. Amort. - Software	(20,029)	(19,642)	(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)
<b>Total Fixed Assets</b>	<b>465</b>	<b>1,879</b>	<b>(1,414)</b>	<b>(75%)</b>	<b>1,409</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	12,215	16,148	(3,933)	(24%)	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100
1400-00 · Prepaid Expenses - Other	4,215	4,698	(483)	(10%)	3,964

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of February 29, 2020

Accrual Basis

	<u>Feb 29, 20</u>	<u>Feb 28, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
Total 1400-00 · Prepaid Expenses	16,530	21,846	(5,316)	(24%)	18,376
Total Other Assets	16,530	21,846	(5,316)	(24%)	18,376
<b>TOTAL ASSETS</b>	<b><u>1,251,202</u></b>	<b><u>1,110,566</u></b>	<b><u>140,636</u></b>	<b><u>13%</u></b>	<b><u>810,343</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	50,147	48,822	1,325	3%	73,556
<b>Total Accounts Payable</b>	<b>50,147</b>	<b>48,822</b>	<b>1,325</b>	<b>3%</b>	<b>73,556</b>
<b>Credit Cards</b>					
<b>2080-00 · Bank of the West - Master Cards</b>					
2080-11 · MC_3978_Amber	0	0	0	0%	0
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>	<b>0</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>	<b>0</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	11,059	32,362	(21,303)	(66%)	20,922
2101-00 · Incentive Payable	42,109	59,760	(17,651)	(30%)	58,630
2102-00 · Commissions Payable	7,294	1,654	5,640	341%	7,132
2120-00 · Empl. Federal Tax Payable	5,426	14,367	(8,941)	(62%)	9,775
2175-00 · 401 (k) Plan	1,894	6,315	(4,421)	(70%)	4,369
2180-00 · Estimated PTO Liability	36,333	49,004	(12,671)	(26%)	52,993
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>104,115</b>	<b>163,462</b>	<b>(59,347)</b>	<b>(36%)</b>	<b>153,821</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	10	16	(6)	(38%)	827
25500 · *Sales Tax Payable	822	348	474	136%	2,307
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>832</b>	<b>364</b>	<b>468</b>	<b>129%</b>	<b>3,134</b>
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
2400-60 · Deferred Revenue- Member Dues	86,287	90,518	(4,231)	(5%)	57,969
2500-00 · Deferred Revenue - TMBC	1,485	930	555	60%	840
2650-00 · Deferred Rev - Events	2,055	450	1,605	357%	0
2651-00 · Deferred Rev - Conference	0	1,467	(1,467)	(100%)	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	(193)	4,137	(4,330)	(105%)	0
2900-00 · Due To/From County of Placer	19,871	0	19,871	100%	19,871
<b>Total Other Current Liabilities</b>	<b>603,807</b>	<b>611,972</b>	<b>(8,165)</b>	<b>(1%)</b>	<b>295,325</b>
<b>Total Current Liabilities</b>	<b>653,954</b>	<b>660,794</b>	<b>(6,840)</b>	<b>(1%)</b>	<b>368,881</b>
<b>Total Liabilities</b>	<b>653,954</b>	<b>660,794</b>	<b>(6,840)</b>	<b>(1%)</b>	<b>368,881</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(17,007)	(11,669)	(5,338)	(46%)	(11,669)
3300-11 · Designated Marketing Reserve	308,202	275,755	32,447	12%	308,202
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	155,784	35,419	120,365	340%	(5,338)
<b>Total Equity</b>	<b>597,245</b>	<b>449,771</b>	<b>147,474</b>	<b>33%</b>	<b>441,461</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>1,251,202</u></b>	<b><u>1,110,566</u></b>	<b><u>140,636</u></b>	<b><u>13%</u></b>	<b><u>810,343</u></b>

**North Lake Tahoe Resort Association**

**A/R Aging Summary**

As of February 29, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
County of Placer	292,998.98	0.00	0.00	0.00	0.00	292,998.98
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	6,781.10	0.00	1,508.50	0.00	8,289.60
Nevada Division of Tourism	0.00	0.00	5,000.00	0.00	0.00	5,000.00
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	2,050.10	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
<b>TOTAL</b>	<b><u>292,998.98</u></b>	<b><u>6,781.10</u></b>	<b><u>11,581.60</u></b>	<b><u>3,558.60</u></b>	<b><u>3,109.32</u></b>	<b><u>318,029.60</u></b>





# Aging by Revenue Item

As of 2/29/2020

Invoice ID	Invoice Date	Due Date	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
<b>Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable:Member AR - Member Dues)</b>									
101-200	Employees Membership Dues		\$0.00	\$0.00	\$0.00	\$0.00	\$940.00	\$0.00	\$940.00
11-20	Employees Membership Dues		\$345.00	\$0.00	\$0.00	\$0.00	\$335.00	\$335.00	\$1,360.00
1-5	Employees Membership Dues		\$2,360.00	\$855.00	\$570.00	\$285.00	\$285.00	\$2,850.00	\$9,280.00
21-50	Employees Membership Dues		\$3,780.00	\$835.00	\$1,560.00	\$0.00	\$0.00	\$1,040.00	\$7,755.00
50-100	Employees Membership Dues		\$0.00	\$0.00	\$725.00	\$0.00	\$0.00	\$0.00	\$2,225.00
6-10	Employees Membership Dues		\$325.00	\$11,025.00	\$0.00	\$0.00	\$0.00	\$945.00	\$12,610.00
	Financial Institutions Membership		\$0.00	\$2,100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,800.00
	Non-Profit Membership Dues Totals:		\$340.00	\$1,870.00	\$330.00	\$0.00	\$0.00	\$660.00	\$3,200.00
	PUD Membership Dues Totals:		\$0.00	\$830.00	\$0.00	\$0.00	\$0.00	\$0.00	\$830.00
	Ski Resorts Membership Dues Totals:		\$0.00	\$28,315.00	\$0.00	\$0.00	\$0.00	\$0.00	\$28,315.00
	<b>1201-01 Member AR Membership</b>		<b>\$3,910.00</b>	<b>\$52,125.00</b>	<b>\$3,035.00</b>	<b>\$2,855.00</b>	<b>\$1,560.00</b>	<b>\$5,830.00</b>	<b>\$69,315.00</b>
<b>Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable:Member AR - Other)</b>									
	Eblast Totals:		\$710.00	\$175.00	\$0.00	\$0.00	\$0.00	\$175.00	\$1,060.00
	Tahoe LOVE Stickers Totals:		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00	\$200.00
	Tuesday Morning Breakfast Club		\$0.00	\$0.00	\$165.00	\$0.00	\$0.00	\$0.00	\$165.00
	Tuesday Morning Breakfast Club		\$0.00	\$1,130.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,130.00
	<b>1201-03 Member Accounts Receivable</b>		<b>\$710.00</b>	<b>\$1,305.00</b>	<b>\$165.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$375.00</b>	<b>\$2,555.00</b>
	<b>GRAND TOTALS</b>		<b>\$4,620.00</b>	<b>\$53,430.00</b>	<b>\$3,200.00</b>	<b>\$2,855.00</b>	<b>\$1,560.00</b>	<b>\$6,205.00</b>	<b>\$71,870.00</b>

# North Lake Tahoe Resort Association

## A/P Aging Summary

As of February 29, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
About a Boy ...	137.50	0.00	0.00	0.00	0.00	137.50
ADP	476.24	0.00	0.00	0.00	0.00	476.24
AG's Registry of Charitable Trusts	150.00	0.00	0.00	0.00	0.00	150.00
Amber Burke	26.74	0.00	0.00	0.00	0.00	26.74
Anne-Karin Atwood*	53.18	0.00	0.00	0.00	0.00	53.18
Annie's Cleaning Service	700.00	0.00	0.00	0.00	0.00	700.00
Apothecary of Light, LLC	0.00	250.00	0.00	0.00	0.00	250.00
AT & T*	833.45	0.00	0.00	0.00	0.00	833.45
Bank of the West Bank Card Center	20,185.97	0.00	0.00	0.00	0.00	20,185.97
Bonnie L Bavetta	0.00	93.73	0.00	0.00	0.00	93.73
Cintas Corporation #623	234.01	0.00	0.00	0.00	0.00	234.01
David Bunker	650.00	0.00	0.00	0.00	0.00	650.00
Franchise Tax Board	10.00	0.00	0.00	0.00	0.00	10.00
Granlibakken Management Company, Ltd.	0.00	567.00	0.00	0.00	0.00	567.00
IQ Technology Solutions	163.00	0.00	0.00	0.00	0.00	163.00
Jeffrey Hentz	2,493.40	709.80	0.00	0.00	0.00	3,203.20
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
Katie Biggers	29.79	0.00	0.00	0.00	0.00	29.79
Kym Fabel	45.99	0.00	0.00	0.00	0.00	45.99
Liberty Utilities*	0.00	430.99	0.00	0.00	0.00	430.99
Liz Bowling	148.43	0.00	0.00	0.00	0.00	148.43
McClintock Accountancy	3,025.00	0.00	0.00	0.00	0.00	3,025.00
Office Boss	51.29	0.00	0.00	0.00	0.00	51.29
Parks Project	264.00	0.00	0.00	0.00	0.00	264.00
Porter Simon*	100.00	0.00	0.00	0.00	0.00	100.00
Principal Financial Group	0.00	1,800.81	0.00	0.00	0.00	1,800.81
Ray Morgan Company, LLC	133.85	0.00	0.00	0.00	0.00	133.85
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
SDBX Studio, LLC.	125.00	0.00	0.00	0.00	0.00	125.00
SnowFest!	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Southwest Gas Corporation*	208.98	0.00	0.00	0.00	0.00	208.98
Specialty Beads	314.00	0.00	0.00	0.00	0.00	314.00
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Truckee Sierra Disposal*	236.67	0.00	0.00	0.00	0.00	236.67
The Abbi Agency, Inc.	7,142.00	0.00	0.00	0.00	0.00	7,142.00
Van Siclen, DeWitt	13.95	0.00	0.00	0.00	0.00	13.95
Wells Fargo Financial Leasing	365.37	0.00	0.00	0.00	0.00	365.37
Wholesale Resort Accessories, Inc.	105.00	0.00	0.00	0.00	78.00	183.00
<b>TOTAL</b>	<b><u>43,548.56</u></b>	<b><u>6,352.33</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>246.00</u></b>	<b><u>50,146.89</u></b>

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

Accrual Basis

July 2019 through February 2020

	Jul '19 - Feb 20	Jul '18 - Feb 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	2,599,692	2,427,085	172,607	7%
4200-00 · Membership Dues Revenue	89,794	90,144	-351	-0%
4205-00 · Conference Dues	0	5,362	-5,362	-100%
<b>4250-00 · Revenues-Membership Activities</b>				
4250-02 · Chamber Events	0	1,684	-1,684	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
<b>4251-00 · Tues AM Breakfast Club</b>				
4251-01 · Tues AM Breakfast Club Sponsors	3,325	2,000	1,325	66%
4251-00 · Tues AM Breakfast Club - Other	4,005	3,677	328	9%
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>7,330</b>	<b>5,677</b>	<b>1,653</b>	<b>29%</b>
4250-00 · Revenues-Membership Activities - Other	7,376	3,708	3,668	99%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>14,706</b>	<b>13,692</b>	<b>1,014</b>	<b>7%</b>
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%
<b>4600-00 · Commissions</b>				
4601-00 · Commissions - South Shore	10,138	8,417	1,721	21%
4600-00 · Commissions - Other	34,545	30,537	4,009	13%
<b>Total 4600-00 · Commissions</b>	<b>44,684</b>	<b>38,954</b>	<b>5,730</b>	<b>15%</b>
<b>46000 · Merchandise Sales</b>				
4502-00 · Non-Retail VIC income	7,403	2,959	4,443	150%
46000 · Merchandise Sales - Other	73,278	70,458	2,820	4%
<b>Total 46000 · Merchandise Sales</b>	<b>80,681</b>	<b>73,417</b>	<b>7,263</b>	<b>10%</b>
<b>Total Income</b>	<b>2,830,556</b>	<b>2,649,261</b>	<b>181,295</b>	<b>7%</b>
<b>Cost of Goods Sold</b>				
52900 · Purchases - Resale Items	0	0	0	0%
<b>Total COGS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Gross Profit</b>	<b>2,830,556</b>	<b>2,649,261</b>	<b>181,295</b>	<b>7%</b>
<b>Expense</b>				
<b>5000-00 · Salaries &amp; Wages</b>				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	15,520	12,919	2,601	20%
5020-00 · P/R - Tax Expense	49,976	56,334	-6,358	-11%
5030-00 · P/R - Health Insurance Expense	86,270	82,950	3,320	4%
5040-00 · P/R - Workmans Comp	6,507	4,428	2,079	47%
5060-00 · 401 (k)	22,546	23,534	-988	-4%
5070-00 · Other Benefits and Expenses	2,424	2,894	-469	-16%
5000-00 · Salaries & Wages - Other	562,655	700,796	-138,142	-20%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>745,897</b>	<b>883,855</b>	<b>-137,957</b>	<b>-16%</b>
<b>5100-00 · Rent</b>				
5110-00 · Utilities	6,989	8,207	-1,217	-15%
5140-00 · Repairs & Maintenance	5,441	11,948	-6,507	-55%
5150-00 · Office - Cleaning	5,700	4,090	1,610	39%
5100-00 · Rent - Other	104,506	102,332	2,174	2%
<b>Total 5100-00 · Rent</b>	<b>122,636</b>	<b>126,577</b>	<b>-3,940</b>	<b>-3%</b>
<b>5310-00 · Telephone</b>				
5320-00 · Telephone	15,420	18,348	-2,928	-16%
5350-00 · Internet	0	25	-25	-100%
<b>Total 5310-00 · Telephone</b>	<b>15,420</b>	<b>18,373</b>	<b>-2,953</b>	<b>-16%</b>
<b>5420-00 · Mail - USPS</b>				
5480-00 · Mail - Fed Ex	0	84	-84	-100%
5420-00 · Mail - USPS - Other	1,417	1,525	-108	-7%
<b>Total 5420-00 · Mail - USPS</b>	<b>1,417</b>	<b>1,609</b>	<b>-192</b>	<b>-12%</b>
<b>5510-00 · Insurance/Bonding</b>				
5520-00 · Supplies	9,404	4,848	4,556	94%
<b>5520-00 · Supplies</b>				
5525-00 · Supplies- Computer <\$1000	794	4,466	-3,671	-82%
5520-00 · Supplies - Other	22,600	9,683	12,917	133%
<b>Total 5520-00 · Supplies</b>	<b>23,395</b>	<b>14,149</b>	<b>9,246</b>	<b>65%</b>

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

Accrual Basis

July 2019 through February 2020

	Jul '19 - Feb 20	Jul '18 - Feb 19	\$ Change	% Change
5610-00 · Depreciation	944	1,161	-218	-19%
5700-00 · Equipment Support & Maintenance	11,894	2,684	9,210	343%
5710-00 · Taxes, Licenses & Fees	8,649	6,912	1,737	25%
5740-00 · Equipment Rental/Leasing	10,694	9,877	817	8%
5800-00 · Training Seminars	4,513	7,747	-3,234	-42%
5850-00 · Artist of Month - Commissions	9,287	2,413	6,874	285%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,760	960	2,800	292%
5920-00 · Professional Fees - Accountant	21,825	21,000	825	4%
5921-00 · Professional Fees - Other	74,098	6,610	67,488	1,021%
<b>Total 5900-00 · Professional Fees</b>	<b>99,683</b>	<b>28,570</b>	<b>71,113</b>	<b>249%</b>
5941-00 · Research & Planning	0	18,720	-18,720	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	14,000	10,500	3,500	33%
<b>Total 6020-00 · Programs</b>	<b>14,000</b>	<b>10,500</b>	<b>3,500</b>	<b>33%</b>
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,668	34,278	391	1%
6421-01 · 4th of July Fireworks	0	20,000	-20,000	-100%
6421-04 · Broken Arrow Skyrace	25,000	20,000	5,000	25%
6421-06 · Spartan	254,019	254,000	19	0%
6421-07 · Tahoe Lacrosse Tournament	6,000	0	6,000	100%
6421-08 · Tough Mudder	0	8,000	-8,000	-100%
6421-09 · Wanderlust	0	30,000	-30,000	-100%
6421-10 · WinterWonderGrass - Tahoe	17,680	47	17,633	37,145%
6421-16 · Mountain Travel Symposium	5,525	5,000	525	11%
<b>Total 6420-01 · Sponsorships</b>	<b>342,892</b>	<b>371,325</b>	<b>-28,433</b>	<b>-8%</b>
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%
<b>Total 6420-00 · Events</b>	<b>344,729</b>	<b>374,639</b>	<b>-29,910</b>	<b>-8%</b>
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	21,140	0	21,140	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,469	-2,836	-82%
6437-00 · Tuesday Morning Breakfast Club	2,724	2,550	174	7%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	3,798	7,637	-3,839	-50%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,779	5,585	-3,806	-68%
<b>Total 6423-00 · Membership Activities</b>	<b>30,074</b>	<b>19,300</b>	<b>10,773</b>	<b>56%</b>
6730-00 · Marketing Cooperative/Media	1,107,149	973,219	133,930	14%
6740-00 · Media/Collateral/Production	384	1,278	-894	-70%
6742-00 · Non-NLT Co-Op Marketing Program	9,134	22,948	-13,814	-60%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	9,708	7,132	2,576	36%
6743-03 · Touch Lake Tahoe	16,097	4,500	11,597	258%
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	0	1,000	-1,000	-100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>25,805</b>	<b>12,632</b>	<b>13,173</b>	<b>104%</b>
7500-00 · Trade Shows/Travel	3,426	372	3,054	820%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	872	943	-70	-7%
52500 · Purchase Discounts	-1	-40	40	99%
59900 · POS Inventory Adjustments	351	28	323	1,148%
8100-00 · Cost of Goods Sold - Other	37,899	37,986	-87	-0%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>39,121</b>	<b>38,917</b>	<b>205</b>	<b>1%</b>
8200-00 · Associate Relations	1,042	2,093	-1,051	-50%
8300-00 · Board Functions	19,999	6,018	13,982	232%
8500-00 · Credit Card Fees	4,421	4,484	-63	-1%
8700-00 · Automobile Expenses	1,866	3,666	-1,800	-49%
8750-00 · Meals/Meetings	1,548	2,521	-973	-39%
8810-00 · Dues & Subscriptions	5,525	5,673	-149	-3%
8910-00 · Travel	0	3,688	-3,688	-100%

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

Accrual Basis

July 2019 through February 2020

	Jul '19 - Feb 20	Jul '18 - Feb 19	\$ Change	% Change
8920-00 · Bad Debt	2,899	4,583	-1,684	-37%
<b>Total Expense</b>	<b>2,674,957</b>	<b>2,614,026</b>	<b>60,931</b>	<b>2%</b>
<b>Net Ordinary Income</b>	<b>155,599</b>	<b>35,235</b>	<b>120,364</b>	<b>342%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	185	184	1	1%
<b>Total Other Income</b>	<b>185</b>	<b>184</b>	<b>1</b>	<b>1%</b>
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>185</b>	<b>184</b>	<b>1</b>	<b>1%</b>
<b>Net Income</b>	<b>155,784</b>	<b>35,419</b>	<b>120,365</b>	<b>340%</b>

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

Accrual Basis

All Departments

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	292,999	345,242	(52,243)	2,599,692	2,745,597	(145,906)	3,914,430
4200-00 · Membership Dues Revenue	11,349	10,833	516	89,794	86,667	3,127	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	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	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	525	636	(111)	4,005	4,455	(450)	7,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>525</b>	<b>636</b>	<b>(111)</b>	<b>7,330</b>	<b>7,455</b>	<b>(125)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	1,440	100	1,340	7,376	3,300	4,076	4,000
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,965</b>	<b>736</b>	<b>1,229</b>	<b>14,706</b>	<b>14,655</b>	<b>51</b>	<b>69,200</b>
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0			10,138	0	10,138	0
4600-00 · Commissions - Other	0	0	0	34,545	28,276	6,269	28,276
<b>Total 4600-00 · Commissions</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>44,684</b>	<b>28,276</b>	<b>16,408</b>	<b>28,276</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	567	400	167	7,403	3,200	4,203	4,800
46000 · Merchandise Sales - Other	5,703	4,000	1,703	73,278	71,100	2,178	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>6,270</b>	<b>4,400</b>	<b>1,870</b>	<b>80,681</b>	<b>74,300</b>	<b>6,381</b>	<b>112,900</b>
<b>Total Income</b>	<b>312,583</b>	<b>361,211</b>	<b>(48,628)</b>	<b>2,830,556</b>	<b>2,949,494</b>	<b>(118,939)</b>	<b>4,254,806</b>
<b>Gross Profit</b>	<b>312,583</b>	<b>361,211</b>	<b>(48,628)</b>	<b>2,830,556</b>	<b>2,949,494</b>	<b>(118,939)</b>	<b>4,254,806</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	218	800	(582)	15,520	6,400	9,120	9,600
5020-00 · P/R - Tax Expense	6,038	7,281	(1,244)	49,976	57,732	(7,757)	84,163
5030-00 · P/R - Health Insurance Expense	10,482	11,868	(1,386)	86,270	94,944	(8,674)	142,416
5040-00 · P/R - Workmans Comp	677	1,149	(472)	6,507	9,401	(2,894)	13,981
5060-00 · 401 (k)	2,242	3,526	(1,284)	22,546	27,889	(5,343)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	640	(640)	960
5070-00 · Other Benefits and Expenses	316	413	(98)	2,424	3,307	(882)	5,040
5000-00 · Salaries & Wages - Other	77,913	88,142	(10,229)	562,655	697,086	(134,431)	1,049,304
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>97,886</b>	<b>113,260</b>	<b>(15,375)</b>	<b>745,897</b>	<b>897,399</b>	<b>(151,502)</b>	<b>1,347,445</b>
5100-00 · Rent							
5110-00 · Utilities	877	1,360	(484)	6,989	8,613	(1,624)	12,899
5140-00 · Repairs & Maintenance	1,018	3,472	(2,454)	5,441	13,975	(8,534)	21,938
5150-00 · Office - Cleaning	700	698	2	5,700	5,725	(25)	10,362
5100-00 · Rent - Other	13,079	12,850	229	104,506	100,721	3,785	151,529
<b>Total 5100-00 · Rent</b>	<b>15,674</b>	<b>18,380</b>	<b>(2,707)</b>	<b>122,636</b>	<b>129,034</b>	<b>(6,398)</b>	<b>196,728</b>
5310-00 · Telephone							
5320-00 · Telephone	2,115	2,042	73	15,420	16,566	(1,146)	24,134
<b>Total 5310-00 · Telephone</b>	<b>2,115</b>	<b>2,042</b>	<b>73</b>	<b>15,420</b>	<b>16,566</b>	<b>(1,146)</b>	<b>24,134</b>
5420-00 · Mail - USPS	400	213	187	1,417	1,725	(308)	2,578
5510-00 · Insurance/Bonding	269	795	(526)	9,404	6,424	2,980	9,604
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	200	435	(235)	794	7,773	(6,979)	10,442
5520-00 · Supplies - Other	11,757	2,464	9,293	22,600	22,912	(312)	29,248
<b>Total 5520-00 · Supplies</b>	<b>11,956</b>	<b>2,898</b>	<b>9,058</b>	<b>23,395</b>	<b>30,685</b>	<b>(7,291)</b>	<b>39,690</b>
5610-00 · Depreciation	118	158	(40)	944	1,260	(316)	1,656
5700-00 · Equipment Support & Maintenance	175	2,476	(2,301)	11,894	19,928	(8,034)	29,952
5710-00 · Taxes, Licenses & Fees	922	1,062	(140)	8,649	8,648	1	12,895
5740-00 · Equipment Rental/Leasing	2,616	1,241	1,376	10,694	10,141	553	15,104
5800-00 · Training Seminars	2,306	1,420	886	4,513	8,571	(4,059)	12,835
5850-00 · Artist of Month - Commissions	0	360	(360)	9,287	2,880	6,407	4,320
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	100	725	(625)	3,760	5,800	(2,040)	9,000
5920-00 · Professional Fees - Accountant	3,025	0	3,025	21,825	22,400	(575)	24,900
5921-00 · Professional Fees - Other	5,000	1,983	3,017	74,098	70,867	3,231	81,800
<b>Total 5900-00 · Professional Fees</b>	<b>8,125</b>	<b>2,708</b>	<b>5,417</b>	<b>99,683</b>	<b>99,067</b>	<b>616</b>	<b>115,700</b>
5941-00 · Research & Planning	0	1,800	(1,800)	0	14,400	(14,400)	21,600
6020-00 · Programs							
6016-00 · Special Event Partnership	11,500	5,000	6,500	14,000	15,000	(1,000)	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

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Total 6020-00 · Programs</b>	11,500	5,000	6,500	14,000	15,000	(1,000)	80,000
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6023-00 · Autumn Food & Wine	0			34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	20,000	(20,000)	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	25,000	0	25,000	25,000	25,000	0	25,400
6421-06 · Spartan	0			254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	6,000	6,000	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	0	0	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	17,500	(17,500)	17,680	17,900	(220)	21,900
6421-16 · Mountain Travel Symposium	0	25,000	(25,000)	5,525	25,000	(19,475)	75,000
<b>Total 6420-01 · Sponsorships</b>	31,000	68,500	(37,500)	342,892	416,295	(73,403)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	220	20,000	(19,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	5,336	(3,719)	8,000
<b>Total 6420-00 · Events</b>	31,000	71,667	(40,667)	344,729	441,631	(96,902)	515,695
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	15,000	0	15,000	21,140	0	21,140	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	513	545	(32)	2,724	3,818	(1,095)	6,000
6442-00 · Public Relations/Website	334	417	(83)	3,798	3,333	464	5,000
6423-00 · Membership Activities - Other	650	100	550	1,779	4,450	(2,671)	8,500
<b>Total 6423-00 · Membership Activities</b>	16,497	1,062	15,435	30,074	15,101	14,972	52,000
<b>6730-00 · Marketing Cooperative/Media</b>	117,009	117,009	0	1,107,149	1,107,149	0	1,503,362
6740-00 · Media/Collateral/Production	0	0	0	384	1,500	(1,116)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	355	2,000	(1,645)	9,134	17,910	(8,776)	27,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	1,808	217	1,591	9,708	7,349	2,359	20,000
6743-03 · Touch Lake Tahoe	5,763	4,500	1,263	16,097	4,500	11,597	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
<b>Total 6743-00 · BACC Marketing Programs</b>	7,571	4,717	2,854	25,805	12,849	12,956	80,000
<b>7500-00 · Trade Shows/Travel</b>	2,834	0	2,834	3,426	3,000	426	3,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	119	50	69	872	900	(28)	1,190
52500 · Purchase Discounts	0			(1)			
59900 · POS Inventory Adjustments	0			351			
8100-00 · Cost of Goods Sold - Other	3,014	2,000	1,014	37,899	35,550	2,349	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	3,133	2,050	1,083	39,121	36,450	2,671	55,240
<b>8200-00 · Associate Relations</b>	49	648	(599)	1,042	5,184	(4,142)	7,756
<b>8300-00 · Board Functions</b>	2,941	1,000	1,941	19,999	5,000	14,999	5,950
<b>8500-00 · Credit Card Fees</b>	359	336	23	4,421	4,057	364	7,454
<b>8600-00 · Additional Opportunitites</b>	0	3,500	(3,500)	0	18,091	(18,091)	32,091
<b>8700-00 · Automobile Expenses</b>	126	493	(367)	1,866	4,265	(2,399)	6,285
<b>8750-00 · Meals/Meetings</b>	403	461	(58)	1,548	3,691	(2,143)	5,534
<b>8810-00 · Dues &amp; Subscriptions</b>	811	616	195	5,525	5,027	498	7,490
<b>8910-00 · Travel</b>	0	2,100	(2,100)	0	4,900	(4,900)	7,800
<b>8920-00 · Bad Debt</b>	164	0	164	2,899	0	2,899	0
<b>Total Expense</b>	337,313	361,472	(24,159)	2,674,957	2,947,533	(272,576)	4,234,808
<b>Net Ordinary Income</b>	(24,729)	(260)	(24,469)	155,599	1,962	153,638	19,998
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	22			185			
<b>Total Other Income</b>	22			185			
<b>Other Expense</b>							
8990-00 · Allocated	0	1	(1)	0	(1)	1	0
<b>Total Other Expense</b>	0	1	(1)	0	(1)	1	0
<b>Net Other Income</b>	22	(1)	23	185	1	184	0
<b>Net Income</b>	(24,707)	(261)	(24,446)	155,784	1,963	153,822	19,998

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

Accrual Basis

**11 - Marketing**

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	223,425	275,668	(52,242)	2,005,286	2,151,195	(145,909)	3,044,007
4253-00 · Revenue- Other	0			1,000			
<b>Total Income</b>	<u>223,425</u>	<u>275,668</u>	<u>(52,242)</u>	<u>2,006,286</u>	<u>2,151,195</u>	<u>(144,909)</u>	<u>3,044,007</u>
<b>Gross Profit</b>	223,425	275,668	(52,242)	2,006,286	2,151,195	(144,909)	3,044,007
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5000-01 · In-Market Administration	1,375	1,375	0	11,000	11,000	0	16,500
5020-00 · P/R - Tax Expense	1,826	2,037	(211)	15,399	16,299	(900)	21,537
5030-00 · P/R - Health Insurance Expense	4,819	3,667	1,152	34,400	29,336	5,064	44,004
5040-00 · P/R - Workmans Comp	128	178	(50)	1,107	1,426	(320)	2,139
5060-00 · 401 (k)	811	1,019	(208)	6,906	8,149	(1,243)	12,224
5070-00 · Other Benefits and Expenses	153	160	(7)	918	1,280	(362)	1,920
5000-00 · Salaries & Wages - Other	23,991	25,467	(1,476)	188,272	203,736	(15,464)	305,604
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>33,103</u>	<u>33,903</u>	<u>(801)</u>	<u>258,002</u>	<u>271,226</u>	<u>(13,224)</u>	<u>403,929</u>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	147	258	(111)	1,305	1,223	82	2,001
5140-00 · Repairs & Maintenance	92	2,009	(1,916)	323	2,259	(1,936)	4,367
5150-00 · Office - Cleaning	261	206	55	2,128	1,398	731	2,866
5100-00 · Rent - Other	2,431	2,386	45	19,490	17,080	2,410	24,200
<b>Total 5100-00 · Rent</b>	<u>2,931</u>	<u>4,859</u>	<u>(1,927)</u>	<u>23,246</u>	<u>21,959</u>	<u>1,287</u>	<u>33,434</u>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	592	600	(8)	4,323	4,800	(477)	6,600
<b>Total 5310-00 · Telephone</b>	<u>592</u>	<u>600</u>	<u>(8)</u>	<u>4,323</u>	<u>4,800</u>	<u>(477)</u>	<u>6,600</u>
<b>5420-00 · Mail - USPS</b>	137	50	87	458	400	58	600
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,300	(3,300)	3,700
5520-00 · Supplies - Other	73	1,500	(1,427)	1,054	2,550	(1,496)	4,750
<b>Total 5520-00 · Supplies</b>	<u>73</u>	<u>1,600</u>	<u>(1,527)</u>	<u>1,054</u>	<u>5,850</u>	<u>(4,796)</u>	<u>8,450</u>
<b>5700-00 · Equipment Support &amp; Maintenance</b>	0	120	(120)	0	960	(960)	1,440
5710-00 · Taxes, Licenses & Fees	0			60			
5740-00 · Equipment Rental/Leasing	91	315	(224)	1,575	2,520	(945)	3,780
5800-00 · Training Seminars	2,306	999	1,307	4,424	3,205	1,219	4,785
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	800	(800)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	3,200	(3,200)	4,800
<b>Total 5900-00 · Professional Fees</b>	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>0</u>	<u>4,000</u>	<u>(4,000)</u>	<u>6,300</u>
5941-00 · Research & Planning	0	1,500	(1,500)	0	12,000	(12,000)	18,000
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	11,500	5,000	6,500	14,000	15,000	(1,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	<u>11,500</u>	<u>5,000</u>	<u>6,500</u>	<u>14,000</u>	<u>15,000</u>	<u>(1,000)</u>	<u>80,000</u>
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	20,000	(20,000)	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	25,000	0	25,000	25,000	25,000	0	25,400
6421-06 · Spartan	0			254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	6,000	6,000	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	0	0	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	17,500	(17,500)	17,680	17,900	(220)	21,900
6421-16 · Mountain Travel Symposium	0	25,000	(25,000)	5,525	25,000	(19,475)	75,000
<b>Total 6420-01 · Sponsorships</b>	<u>31,000</u>	<u>68,500</u>	<u>(37,500)</u>	<u>342,892</u>	<u>416,295</u>	<u>(73,403)</u>	<u>477,695</u>
6421-00 · New Event Development	0	2,500	(2,500)	220	20,000	(19,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	5,336	(3,719)	8,000
<b>Total 6420-00 · Events</b>	<u>31,000</u>	<u>71,667</u>	<u>(40,667)</u>	<u>344,729</u>	<u>441,631</u>	<u>(96,902)</u>	<u>515,695</u>
6730-00 · Marketing Cooperative/Media	106,433	106,433	0	1,022,538	1,022,538	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	155	1,000	(845)	4,813	9,910	(5,097)	15,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	1,808	217	1,591	9,708	7,349	2,359	20,000
6743-03 · Touch Lake Tahoe	5,763	4,500	1,263	16,097	4,500	11,597	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
<b>Total 6743-00 · BACC Marketing Programs</b>	<u>7,571</u>	<u>4,717</u>	<u>2,854</u>	<u>25,805</u>	<u>12,849</u>	<u>12,956</u>	<u>80,000</u>
7500-00 · Trade Shows/Travel	1,525			1,525			
8200-00 · Associate Relations	0	140	(140)	191	1,120	(930)	1,660
8500-00 · Credit Card Fees	0			50			
8600-00 · Additional Opportunitites	0	3,000	(3,000)	0	14,091	(14,091)	26,091
8700-00 · Automobile Expenses	44	130	(86)	1,100	1,040	60	1,560



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

Accrual Basis

11 - Marketing

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
8750-00 · Meals/Meetings	14	163	(149)	472	1,300	(828)	1,950
8810-00 · Dues & Subscriptions	126	250	(124)	1,397	2,000	(603)	3,000
8910-00 · Travel	0	2,100	(2,100)	0	4,900	(4,900)	6,300
<b>Total Expense</b>	<b>197,600</b>	<b>239,045</b>	<b>(41,446)</b>	<b>1,709,760</b>	<b>1,853,299</b>	<b>(143,539)</b>	<b>2,595,931</b>
<b>Net Ordinary Income</b>	<b>25,826</b>	<b>36,623</b>	<b>(10,797)</b>	<b>296,526</b>	<b>297,896</b>	<b>(1,370)</b>	<b>448,076</b>
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	22			185			
<b>Total Other Income</b>	<b>22</b>			<b>185</b>			
<b>Other Expense</b>							
8990-00 · Allocated	73,991	36,852	37,139	239,055	298,213	(59,158)	448,076
<b>Total Other Expense</b>	<b>73,991</b>	<b>36,852</b>	<b>37,139</b>	<b>239,055</b>	<b>298,213</b>	<b>(59,158)</b>	<b>448,076</b>
<b>Net Other Income</b>	<b>(73,969)</b>	<b>(36,852)</b>	<b>(37,117)</b>	<b>(238,870)</b>	<b>(298,213)</b>	<b>59,343</b>	<b>(448,076)</b>
<b>Net Income</b>	<b>(48,143)</b>	<b>(230)</b>	<b>(47,913)</b>	<b>57,656</b>	<b>(317)</b>	<b>57,973</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	34,177	34,178	(0)	246,008	246,007	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0			10,138	0	10,138	0
4600-00 · Commissions - Other	0	0	0	34,545	28,276	6,269	28,276
<b>Total 4600-00 · Commissions</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>44,684</u>	<u>28,276</u>	<u>16,408</u>	<u>28,276</u>
<b>Total Income</b>	<u>34,177</u>	<u>34,178</u>	<u>(0)</u>	<u>290,691</u>	<u>274,283</u>	<u>16,409</u>	<u>411,528</u>
<b>Gross Profit</b>	34,177	34,178	(0)	290,691	274,283	16,409	411,528
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	218	800	(582)	15,520	6,400	9,120	9,600
5020-00 · P/R - Tax Expense	342	1,064	(722)	5,531	8,510	(2,978)	12,764
5030-00 · P/R - Health Insurance Expense	1,334	1,754	(420)	17,796	14,032	3,764	21,048
5040-00 · P/R - Workmans Comp	36	88	(52)	520	701	(180)	1,051
5060-00 · 401 (k)	200	501	(301)	2,558	4,004	(1,447)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	640	(640)	960
5070-00 · Other Benefits and Expenses	8			275	0	275	0
5000-00 · Salaries & Wages - Other	4,991	12,514	(7,523)	50,462	100,112	(49,650)	150,168
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>7,127</u>	<u>16,800</u>	<u>(9,672)</u>	<u>92,662</u>	<u>134,399</u>	<u>(41,737)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	72	66	6	637	528	109	792
5140-00 · Repairs & Maintenance	45	45	0	158	360	(203)	540
5150-00 · Office - Cleaning	127	94	33	1,038	752	286	1,128
5100-00 · Rent - Other	1,140	1,025	115	9,144	8,200	944	12,300
<b>Total 5100-00 · Rent</b>	<u>1,384</u>	<u>1,230</u>	<u>154</u>	<u>10,977</u>	<u>9,840</u>	<u>1,137</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	288	300	(12)	2,128	2,400	(272)	3,600
<b>Total 5310-00 · Telephone</b>	<u>288</u>	<u>300</u>	<u>(12)</u>	<u>2,128</u>	<u>2,400</u>	<u>(272)</u>	<u>3,600</u>
5420-00 · Mail - USPS	67	15	52	167	120	47	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	248	(248)	372
5520-00 · Supplies - Other	36	29	6	308	515	(207)	594
<b>Total 5520-00 · Supplies</b>	<u>36</u>	<u>60</u>	<u>(25)</u>	<u>308</u>	<u>763</u>	<u>(455)</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	0	0	0	120	(120)	240
5710-00 · Taxes, Licenses & Fees	0			31	0	31	0
5740-00 · Equipment Rental/Leasing	40	125	(84)	697	997	(300)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	84,611	84,611	0	126,916
8200-00 · Associate Relations	0	80	(80)	54	640	(586)	960
8500-00 · Credit Card Fees	0			90			
8810-00 · Dues & Subscriptions	0	20	(20)	4	160	(156)	240
<b>Total Expense</b>	<u>19,518</u>	<u>29,206</u>	<u>(9,688)</u>	<u>191,729</u>	<u>234,051</u>	<u>(42,321)</u>	<u>350,956</u>
<b>Net Ordinary Income</b>	14,659	4,972	9,687	98,962	40,232	58,730	60,572
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	9,982	4,972	5,010	32,251	40,232	(7,981)	60,572
<b>Total Other Expense</b>	<u>9,982</u>	<u>4,972</u>	<u>5,010</u>	<u>32,251</u>	<u>40,232</u>	<u>(7,981)</u>	<u>60,572</u>
<b>Net Other Income</b>	<u>(9,982)</u>	<u>(4,972)</u>	<u>(5,010)</u>	<u>(32,251)</u>	<u>(40,232)</u>	<u>7,981</u>	<u>(60,572)</u>
<b>Net Income</b>	<u><u>4,677</u></u>	<u><u>0</u></u>	<u><u>4,677</u></u>	<u><u>66,711</u></u>	<u><u>0</u></u>	<u><u>66,711</u></u>	<u><u>0</u></u>

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

### 42 - Visitor Center

Accrual Basis

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	33,689	33,689	(0)	266,426	266,425	1	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	567	400	167	7,403	3,200	4,203	4,800
46000 · Merchandise Sales - Other	5,703	4,000	1,703	73,278	71,100	2,178	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>6,270</b>	<b>4,400</b>	<b>1,870</b>	<b>80,681</b>	<b>74,300</b>	<b>6,381</b>	<b>112,900</b>
<b>Total Income</b>	<b>39,959</b>	<b>38,089</b>	<b>1,870</b>	<b>347,107</b>	<b>340,725</b>	<b>6,382</b>	<b>511,206</b>
<b>Gross Profit</b>	<b>39,959</b>	<b>38,089</b>	<b>1,870</b>	<b>347,107</b>	<b>340,725</b>	<b>6,382</b>	<b>511,206</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	971	1,372	(401)	11,096	11,658	(562)	17,362
5030-00 · P/R - Health Insurance Expense	1,993	2,225	(232)	13,970	17,800	(3,830)	26,700
5040-00 · P/R - Workmans Comp	329	630	(302)	4,051	5,352	(1,301)	7,856
5060-00 · 401 (k)	428	560	(132)	4,325	4,758	(433)	6,984
5070-00 · Other Benefits and Expenses	84	80	4	316	640	(324)	960
5000-00 · Salaries & Wages - Other	11,480	14,000	(2,520)	116,935	118,950	(2,015)	174,600
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>15,284</b>	<b>18,867</b>	<b>(3,583)</b>	<b>150,693</b>	<b>159,158</b>	<b>(8,465)</b>	<b>234,462</b>
5100-00 · Rent							
5110-00 · Utilities	496	750	(254)	3,622	5,200	(1,578)	7,600
5140-00 · Repairs & Maintenance	257	1,000	(744)	1,918	8,000	(6,082)	12,000
5150-00 · Office - Cleaning	25	50	(25)	208	850	(642)	2,500
5100-00 · Rent - Other	6,501	6,500	1	52,009	52,000	9	78,800
<b>Total 5100-00 · Rent</b>	<b>7,279</b>	<b>8,300</b>	<b>(1,021)</b>	<b>57,756</b>	<b>66,050</b>	<b>(8,294)</b>	<b>100,900</b>
5310-00 · Telephone							
5320-00 · Telephone	244	242	2	1,830	1,936	(106)	2,904
<b>Total 5310-00 · Telephone</b>	<b>244</b>	<b>242</b>	<b>2</b>	<b>1,830</b>	<b>1,936</b>	<b>(106)</b>	<b>2,904</b>
5420-00 · Mail - USPS	47	50	(3)	117	400	(283)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	332	(332)	1,310
5520-00 · Supplies - Other	311	226	85	2,663	3,670	(1,007)	4,894
<b>Total 5520-00 · Supplies</b>	<b>311</b>	<b>238</b>	<b>73</b>	<b>2,663</b>	<b>4,002</b>	<b>(1,339)</b>	<b>6,204</b>
5610-00 · Depreciation	118	118	(0)	944	944	(0)	1,180
5700-00 · Equipment Support & Maintenance	41	100	(59)	41	800	(759)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	73	235	(162)	1,203	1,880	(677)	2,820
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	0	360	(360)	9,287	2,880	6,407	4,320
6740-00 · Media/Collateral/Production	0	0	0	384	1,500	(1,116)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,600	8,000	(6,400)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	119	50	69	872	900	(28)	1,190
52500 · Purchase Discounts	0	0	0	(1)	0	1	0
59900 · POS Inventory Adjustments	0	0	0	351	0	351	0
8100-00 · Cost of Goods Sold - Other	3,014	2,000	1,014	37,899	35,550	2,349	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>3,133</b>	<b>2,050</b>	<b>1,083</b>	<b>39,121</b>	<b>36,450</b>	<b>2,671</b>	<b>55,240</b>
8200-00 · Associate Relations	0	58	(58)	176	464	(288)	696
8500-00 · Credit Card Fees	284	154	130	2,920	2,602	318	3,954
8700-00 · Automobile Expenses	48	50	(2)	308	700	(392)	950
8750-00 · Meals/Meetings	14	65	(52)	214	520	(306)	780
8810-00 · Dues & Subscriptions	55	0	55	55	100	(45)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
<b>Total Expense</b>	<b>27,129</b>	<b>31,887</b>	<b>(4,758)</b>	<b>269,331</b>	<b>290,541</b>	<b>(21,210)</b>	<b>435,965</b>
<b>Net Ordinary Income</b>	<b>12,830</b>	<b>6,202</b>	<b>6,628</b>	<b>77,776</b>	<b>50,184</b>	<b>27,592</b>	<b>75,241</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	12,452	6,202	6,250	40,230	50,186	(9,956)	75,243
<b>Total Other Expense</b>	<b>12,452</b>	<b>6,202</b>	<b>6,250</b>	<b>40,230</b>	<b>50,186</b>	<b>(9,956)</b>	<b>75,243</b>
<b>Net Other Income</b>	<b>(12,452)</b>	<b>(6,202)</b>	<b>(6,250)</b>	<b>(40,230)</b>	<b>(50,186)</b>	<b>9,956</b>	<b>(75,243)</b>
<b>Net Income</b>	<b>378</b>	<b>0</b>	<b>378</b>	<b>37,545</b>	<b>(2)</b>	<b>37,547</b>	<b>(2)</b>

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

Accrual Basis

51 - TMPI

	Feb 20	Budget	\$ Over Bu...	Jul '19 - Fe...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	1,707	1,707	0	81,972	81,971	1	88,866
<b>Total Income</b>	1,707	1,707	0	81,972	81,971	1	88,866
<b>Gross Profit</b>	1,707	1,707	0	81,972	81,971	1	88,866
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	62	33	29	84	264	(180)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	32	(32)	48
5040-00 · P/R - Workmans Comp	4	4	(1)	4	32	(28)	48
5060-00 · 401 (k)	0	23	(23)	0	184	(184)	276
5000-00 · Salaries & Wages - Other	762	567	195	948	4,536	(3,588)	6,804
<b>Total 5000-00 · Salaries &amp; Wages</b>	828	631	197	1,036	5,048	(4,012)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	0	0	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	0	72	(72)	0	504	(504)	504
<b>Total 5100-00 · Rent</b>	0	72	(72)	0	587	(587)	587
5310-00 · Telephone							
5320-00 · Telephone	3	0	3	3	230	(228)	230
<b>Total 5310-00 · Telephone</b>	3	0	3	3	230	(228)	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	10,256	0	10,256	14,342	10,510	3,832	10,510
<b>Total 5520-00 · Supplies</b>	10,256	0	10,256	14,342	12,070	2,272	12,070
5740-00 · Equipment Rental/Leasing	0	0	0	0	216	(216)	216
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	100			1,720			
5921-00 · Professional Fees - Other	5,000			74,097	55,000	19,097	55,000
<b>Total 5900-00 · Professional Fees</b>	5,100			75,817	55,000	20,817	55,000
8700-00 · Automobile Expenses	0			4	25	(21)	25
8750-00 · Meals/Meetings	1			1	4	(3)	4
8810-00 · Dues & Subscriptions	4			4	0	4	0
<b>Total Expense</b>	16,191	703	15,488	91,206	73,262	17,944	75,786
<b>Net Ordinary Income</b>	(14,483)	1,004	(15,487)	(9,234)	8,709	(17,943)	13,080
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	2,161	1,076	1,085	6,982	8,709	(1,727)	13,080
<b>Total Other Expense</b>	2,161	1,076	1,085	6,982	8,709	(1,727)	13,080
<b>Net Other Income</b>	(2,161)	(1,076)	(1,085)	(6,982)	(8,709)	1,727	(13,080)
<b>Net Income</b>	<u>(16,644)</u>	<u>(72)</u>	<u>(16,572)</u>	<u>(16,216)</u>	<u>0</u>	<u>(16,216)</u>	<u>0</u>

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

Accrual Basis

60 - Membership

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,349	10,833	516	89,794	86,667	3,127	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	1,200	(1,200)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	525	636	(111)	4,005	4,455	(450)	7,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>525</b>	<b>636</b>	<b>(111)</b>	<b>7,330</b>	<b>7,455</b>	<b>(125)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	1,440	100	1,340	7,376	3,300	4,076	4,000
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,965</b>	<b>736</b>	<b>1,229</b>	<b>14,706</b>	<b>14,655</b>	<b>51</b>	<b>69,200</b>
<b>Total Income</b>	<b>13,314</b>	<b>11,570</b>	<b>1,744</b>	<b>104,500</b>	<b>101,321</b>	<b>3,179</b>	<b>199,200</b>
<b>Gross Profit</b>	<b>13,314</b>	<b>11,570</b>	<b>1,744</b>	<b>104,500</b>	<b>101,321</b>	<b>3,179</b>	<b>199,200</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(11,000)	(11,000)	0	(16,500)
5020-00 · P/R - Tax Expense	259	434	(175)	3,884	3,474	410	5,211
5030-00 · P/R - Health Insurance Expense	489	849	(360)	5,484	6,792	(1,308)	10,188
5040-00 · P/R - Workmans Comp	26	44	(18)	268	355	(87)	532
5060-00 · 401 (k)	139	253	(114)	2,095	2,025	69	3,038
5070-00 · Other Benefits and Expenses	53	13	40	69	107	(38)	160
5000-00 · Salaries & Wages - Other	4,644	6,329	(1,685)	34,201	50,632	(16,431)	75,948
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>4,235</b>	<b>6,548</b>	<b>(2,314)</b>	<b>35,000</b>	<b>52,385</b>	<b>(17,385)</b>	<b>78,577</b>
5100-00 · Rent							
5110-00 · Utilities	34	36	(2)	302	287	16	430
5140-00 · Repairs & Maintenance	21	44	(22)	75	350	(275)	525
5150-00 · Office - Cleaning	60	98	(38)	493	785	(292)	1,177
5100-00 · Rent - Other	635	497	138	5,088	3,977	1,111	5,965
<b>Total 5100-00 · Rent</b>	<b>751</b>	<b>675</b>	<b>76</b>	<b>5,958</b>	<b>5,398</b>	<b>560</b>	<b>8,097</b>
5310-00 · Telephone							
5320-00 · Telephone	129	150	(21)	929	1,200	(272)	1,800
<b>Total 5310-00 · Telephone</b>	<b>129</b>	<b>150</b>	<b>(21)</b>	<b>929</b>	<b>1,200</b>	<b>(272)</b>	<b>1,800</b>
5420-00 · Mail - USPS	32	8	23	79	67	13	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	333	(333)	500
5520-00 · Supplies - Other	23	83	(60)	211	667	(456)	1,000
<b>Total 5520-00 · Supplies</b>	<b>23</b>	<b>125</b>	<b>(102)</b>	<b>211</b>	<b>1,000</b>	<b>(789)</b>	<b>1,500</b>
5610-00 · Depreciation	0	8	(8)	0	64	(64)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	448	(448)	672
5710-00 · Taxes, Licenses & Fees	0	17	(17)	14	133	(120)	200
5740-00 · Equipment Rental/Leasing	55	225	(170)	915	1,800	(885)	2,700
5800-00 · Training Seminars	0	21	(21)	0	167	(167)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	667	(667)	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>83</b>	<b>(83)</b>	<b>0</b>	<b>667</b>	<b>(667)</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	15,000	0	15,000	21,140	0	21,140	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	513	545	(32)	2,724	3,818	(1,095)	6,000
6442-00 · Public Relations/Website	334	417	(83)	3,798	3,333	464	5,000
6423-00 · Membership Activities - Other	650	100	550	1,779	4,450	(2,671)	8,500
<b>Total 6423-00 · Membership Activities</b>	<b>16,497</b>	<b>1,062</b>	<b>15,435</b>	<b>30,074</b>	<b>15,101</b>	<b>14,972</b>	<b>52,000</b>
6742-00 · Non-NLT Co-Op Marketing Program	0			2,350			
8200-00 · Associate Relations	0	25	(25)	190	200	(10)	300
8500-00 · Credit Card Fees	75	182	(106)	1,187	1,455	(268)	3,500
8700-00 · Automobile Expenses	34	63	(29)	253	500	(247)	750
8750-00 · Meals/Meetings	73	83	(10)	345	667	(321)	1,000
8810-00 · Dues & Subscriptions	4	46	(42)	74	367	(293)	550
8920-00 · Bad Debt	164	0	164	2,899	0	2,899	0
<b>Total Expense</b>	<b>22,071</b>	<b>9,377</b>	<b>12,694</b>	<b>80,477</b>	<b>81,617</b>	<b>(1,140)</b>	<b>153,092</b>
<b>Net Ordinary Income</b>	<b>(8,757)</b>	<b>2,193</b>	<b>(10,950)</b>	<b>24,022</b>	<b>19,704</b>	<b>4,319</b>	<b>46,108</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							

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

Accrual Basis

60 - Membership

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	4,322	2,153	2,169	13,964	17,422	(3,458)	26,107
Total Other Expense	4,322	2,153	2,169	13,964	17,422	(3,458)	26,107
Net Other Income	(4,322)	(2,153)	(2,169)	(13,964)	(17,422)	3,458	(26,107)
Net Income	<u>(13,079)</u>	<u>40</u>	<u>(13,119)</u>	<u>10,058</u>	<u>2,282</u>	<u>7,776</u>	<u>20,001</u>

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

**70 - Administration**

Accrual Basis

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,577	2,341	236	13,981	17,528	(3,547)	26,892
5030-00 · P/R - Health Insurance Expense	1,849	3,369	(1,520)	14,621	26,952	(12,331)	40,428
5040-00 · P/R - Workmans Comp	156	205	(49)	557	1,535	(978)	2,355
5060-00 · 401 (k)	665	1,171	(506)	6,662	8,768	(2,106)	13,452
5070-00 · Other Benefits and Expenses	17	160	(143)	847	1,280	(433)	2,000
5000-00 · Salaries & Wages - Other	32,046	29,265	2,781	171,836	219,120	(47,284)	336,180
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>37,309</b>	<b>36,511</b>	<b>798</b>	<b>208,504</b>	<b>275,183</b>	<b>(66,679)</b>	<b>421,307</b>
5100-00 · Rent							
5110-00 · Utilities	127	250	(123)	1,124	1,340	(216)	2,040
5140-00 · Repairs & Maintenance	603	375	228	2,968	3,000	(32)	4,500
5150-00 · Office - Cleaning	226	250	(24)	1,833	1,900	(67)	2,650
5100-00 · Rent - Other	2,372	2,370	2	18,775	18,960	(185)	29,760
<b>Total 5100-00 · Rent</b>	<b>3,329</b>	<b>3,245</b>	<b>84</b>	<b>24,700</b>	<b>25,200</b>	<b>(500)</b>	<b>38,950</b>
5310-00 · Telephone							
5320-00 · Telephone	860	750	110	6,208	6,000	208	9,000
<b>Total 5310-00 · Telephone</b>	<b>860</b>	<b>750</b>	<b>110</b>	<b>6,208</b>	<b>6,000</b>	<b>208</b>	<b>9,000</b>
5420-00 · Mail - USPS	118	90	28	596	720	(124)	1,080
5510-00 · Insurance/Bonding	269	795	(526)	9,404	6,360	3,044	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	200	250	(50)	794	2,000	(1,206)	3,000
5520-00 · Supplies - Other	1,058	625	433	4,022	5,000	(978)	7,500
<b>Total 5520-00 · Supplies</b>	<b>1,258</b>	<b>875</b>	<b>383</b>	<b>4,817</b>	<b>7,000</b>	<b>(2,183)</b>	<b>10,500</b>
5610-00 · Depreciation	0	32	(32)	0	252	(252)	380
5700-00 · Equipment Support & Maintenance	134	2,200	(2,066)	11,854	17,600	(5,746)	26,400
5710-00 · Taxes, Licenses & Fees	922	1,045	(123)	8,524	8,360	164	12,540
5740-00 · Equipment Rental/Leasing	2,357	341	2,016	6,305	2,728	3,577	4,092
5800-00 · Training Seminars	0	400	(400)	89	3,200	(3,111)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	2,040	5,000	(2,960)	7,500
5920-00 · Professional Fees - Accountant	3,025	0	3,025	21,825	22,400	(575)	24,900
5921-00 · Professional Fees - Other	0	1,500	(1,500)	1	12,000	(11,999)	21,000
<b>Total 5900-00 · Professional Fees</b>	<b>3,025</b>	<b>2,125</b>	<b>900</b>	<b>23,866</b>	<b>39,400</b>	<b>(15,534)</b>	<b>53,400</b>
5941-00 · Research & Planning	0	300	(300)	0	2,400	(2,400)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	371	0	371	0
7500-00 · Trade Shows/Travel	1,309	0	1,309	1,901	3,000	(1,099)	3,000
8200-00 · Associate Relations	49	345	(296)	432	2,760	(2,328)	4,140
8300-00 · Board Functions	2,941	1,000	1,941	19,999	5,000	14,999	5,950
8500-00 · Credit Card Fees	0	0	0	175	0	175	0
8600-00 · Additional Opportunites	0	500	(500)	0	4,000	(4,000)	6,000
8700-00 · Automobile Expenses	0	250	(250)	201	2,000	(1,799)	3,000
8750-00 · Meals/Meetings	302	150	152	515	1,200	(685)	1,800
8810-00 · Dues & Subscriptions	623	300	323	3,992	2,400	1,592	3,600
<b>Total Expense</b>	<b>54,804</b>	<b>51,254</b>	<b>3,550</b>	<b>332,453</b>	<b>414,763</b>	<b>(82,310)</b>	<b>623,079</b>
<b>Net Ordinary Income</b>	<b>(54,804)</b>	<b>(51,254)</b>	<b>(3,550)</b>	<b>(332,453)</b>	<b>(414,763)</b>	<b>82,310</b>	<b>(623,079)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(102,908)	(51,254)	(51,654)	(332,483)	(414,763)	82,280	(623,078)
<b>Total Other Expense</b>	<b>(102,908)</b>	<b>(51,254)</b>	<b>(51,654)</b>	<b>(332,483)</b>	<b>(414,763)</b>	<b>82,280</b>	<b>(623,078)</b>
<b>Net Other Income</b>	<b>102,908</b>	<b>51,254</b>	<b>51,654</b>	<b>332,483</b>	<b>414,763</b>	<b>(82,280)</b>	<b>623,078</b>
<b>Net Income</b>	<b>48,104</b>	<b>0</b>	<b>48,104</b>	<b>30</b>	<b>0</b>	<b>30</b>	<b>(1)</b>

# **North Lake Tahoe Marketing Cooperative**

Preliminary

Financial Statements for the Period Ending

February 29, 2020



# North Lake Tahoe Marketing Cooperative

## Balance Sheet

As of February 29, 2020

Accrual Basis

	Feb 29, 20	Feb 28, 19	\$ Change	% Change	Jun 30, 19
<b>ASSETS</b>					
<b>Current Assets</b>					
Checking/Savings					
1000-00 · Cash	283,992	430,243	(146,251)	(34%)	363,031
<b>Total Checking/Savings</b>	<b>283,992</b>	<b>430,243</b>	<b>(146,251)</b>	<b>(34%)</b>	<b>363,031</b>
Accounts Receivable					
1200-00 · Accounts Receivable	6,285	10,696	(4,411)	(41%)	10,196
<b>Total Accounts Receivable</b>	<b>6,285</b>	<b>10,696</b>	<b>(4,411)</b>	<b>(41%)</b>	<b>10,196</b>
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
<b>Total Other Current Assets</b>	<b>8,825</b>	<b>1,084</b>	<b>7,741</b>	<b>714%</b>	<b>4,462</b>
<b>Total Current Assets</b>	<b>299,102</b>	<b>442,023</b>	<b>(142,921)</b>	<b>(32%)</b>	<b>377,689</b>
Other Assets					
1400-00 · Prepaid Expenses	49,690	27,923	21,767	78%	12,340
<b>Total Other Assets</b>	<b>49,690</b>	<b>27,923</b>	<b>21,767</b>	<b>78%</b>	<b>12,340</b>
<b>TOTAL ASSETS</b>	<b><u>348,792</u></b>	<b><u>469,946</u></b>	<b><u>(121,154)</u></b>	<b><u>(26%)</u></b>	<b><u>390,029</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable					
2000-00 · Accounts Payable	214,619	220,084	(5,465)	(2%)	365,187
<b>Total Accounts Payable</b>	<b>214,619</b>	<b>220,084</b>	<b>(5,465)</b>	<b>(2%)</b>	<b>365,187</b>
<b>Total Current Liabilities</b>	<b>214,619</b>	<b>220,084</b>	<b>(5,465)</b>	<b>(2%)</b>	<b>365,187</b>
<b>Total Liabilities</b>	<b>214,619</b>	<b>220,084</b>	<b>(5,465)</b>	<b>(2%)</b>	<b>365,187</b>
Equity					
32000 · Unrestricted Net Assets	24,842	189,433	(164,591)	(87%)	189,433
Net Income	109,331	60,429	48,902	81%	(164,591)
<b>Total Equity</b>	<b>134,173</b>	<b>249,862</b>	<b>(115,689)</b>	<b>(46%)</b>	<b>24,842</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>348,792</u></b>	<b><u>469,946</u></b>	<b><u>(121,154)</u></b>	<b><u>(26%)</u></b>	<b><u>390,029</u></b>

# North Lake Tahoe Marketing Cooperative

## A/R Aging Summary

As of February 29, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Augustine Ideas*	0.00	0.00	0.00	0.00	390.00	390.00
Mourelatos Lakeshore Resort	0.00	500.00	0.00	0.00	0.00	500.00
Northstar California	0.00	0.00	0.00	0.00	945.30	945.30
PlumpJack Squaw Valley Inn*	0.00	500.00	0.00	0.00	0.00	500.00
Resort at Squaw Creek*	0.00	500.00	0.00	0.00	0.00	500.00
RSCVA	0.00	1,000.00	0.00	0.00	0.00	1,000.00
Squaw Valley   Alpine Meadows	0.00	0.00	1,200.00	0.00	0.00	1,200.00
Sunnyside Resort	0.00	250.00	0.00	0.00	0.00	250.00
Tahoe Mountain Lodging	500.00	0.00	0.00	0.00	0.00	500.00
The Village at Squaw Valley	0.00	500.00	0.00	0.00	0.00	500.00
<b>TOTAL</b>	<b><u>500.00</u></b>	<b><u>3,250.00</u></b>	<b><u>1,200.00</u></b>	<b><u>0.00</u></b>	<b><u>1,335.30</u></b>	<b><u>6,285.30</u></b>

**North Lake Tahoe Marketing Cooperative**  
**A/P Aging Summary**  
As of February 29, 2020

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	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Augustineldeas	23,789.32	1,006.25	0.00	0.00	0.00	24,795.57
Cvent, Inc.	0.00	122.95	0.00	0.00	0.00	122.95
Destination Media Solutions	2,124.00	0.00	0.00	0.00	0.00	2,124.00
FedEx	25.63	0.00	0.00	0.00	0.00	25.63
IVCB Visitors Bureau	5,072.06	0.00	0.00	0.00	0.00	5,072.06
Jeff Dow Photography	3,825.00	0.00	0.00	0.00	0.00	3,825.00
Marketing Services International	660.73	0.00	0.00	0.00	0.00	660.73
NLTRA	12,142.18	5,345.58	0.00	0.00	0.00	17,487.76
Regional Air Service Corporation	0.00	25,000.00	0.00	0.00	0.00	25,000.00
Richter7	85,720.14	0.00	0.00	0.00	0.00	85,720.14
Sarah Winters	158.03	0.00	0.00	0.00	0.00	158.03
Smith & Jones, Inc.	3,150.00	2,205.00	0.00	0.00	0.00	5,355.00
Sterling Valley Systems, Inc.	0.00	25,012.50	0.00	0.00	0.00	25,012.50
The Abbi Agency, Inc	19,260.00	0.00	0.00	0.00	0.00	19,260.00
<b>TOTAL</b>	<b><u>155,927.09</u></b>	<b><u>58,692.28</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>214,619.37</u></b>

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

Accrual Basis

February 2020

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb ...	YTD Budget	\$ Over Budget	Annual Budget
<b>Income</b>							
4000-00 · LTIVCBVB Funding	76,000	76,000	0	648,057	648,057	0	942,000
4001-00 · NLTRA Funding	117,009	117,009	0	1,107,149	1,107,149	0	1,503,362
4004-00 · IVCBVB Entertainment	0	0	0	4,000	4,000	0	8,000
<b>Total Income</b>	<b>193,009</b>	<b>193,009</b>	<b>0</b>	<b>1,759,206</b>	<b>1,759,206</b>	<b>0</b>	<b>2,453,362</b>
<b>Gross Profit</b>	<b>193,009</b>	<b>193,009</b>	<b>0</b>	<b>1,759,206</b>	<b>1,759,206</b>	<b>0</b>	<b>2,453,362</b>
<b>Expense</b>							
<b>5000-00 · CONSUMER MARKETING</b>							
5001-00 · Broadcast / Radio - High Notes	0	0	0	5,104	10,320	(5,216)	16,720
5002-01 · Native Display	0	7,000	(7,000)	9,250	48,000	(38,750)	68,000
5004-00 · Trip Advisor	13,879	8,333	5,546	63,686	66,664	(2,978)	100,000
5005-00 · Paid Social	15,892	19,797	(3,905)	104,650	115,629	(10,979)	139,000
5005-01 · Digital Display	18,354	9,000	9,354	144,771	60,000	84,771	85,000
5005-02 · Retargeting Video	0	2,500	(2,500)	12,473	20,000	(7,527)	30,000
5007-00 · Creative Production	19,254	13,250	6,004	146,523	106,000	40,523	158,219
5010-00 · Account Strategy & Management	7,000	7,000	0	56,000	56,000	0	84,000
5010-01 · Digital Management & Reporting	2,000	2,000	0	16,000	16,000	0	24,000
5010-02 · Website Strategy & Analysis	1,200	1,200	0	9,600	9,600	0	14,400
5013-00 · Outdoor	0	0	0	115,000	115,000	0	115,000
5015-00 · Video	0	5,000	(5,000)	4,373	27,500	(23,127)	35,000
5017-00 · Rich Media	800	12,500	(11,700)	34,988	50,000	(15,012)	50,000
5018-00 · Media Commission	11,017	10,291	726	73,818	74,694	(876)	103,607
5018-01 · Digital Ad Serving	827	504	323	2,060	4,034	(1,974)	6,050
5020-00 · Search Engine Marketing	6,398	5,000	1,398	42,481	40,000	2,481	60,000
5022-00 · Email	13,734	3,500	10,234	36,460	28,000	8,460	35,000
5025-00 · Expedia	0	0	0	0	0	0	20,000
5026-00 · Consumer Research	0	0	0	0	750	(750)	750
5027-00 · Consumer Retargeting Video	0	1,250	(1,250)	0	10,000	(10,000)	15,000
5028-00 · High Impact Media	0	5,000	(5,000)	0	32,000	(32,000)	45,000
<b>Total 5000-00 · CONSUMER MARKETING</b>	<b>110,355</b>	<b>113,125</b>	<b>(2,770)</b>	<b>877,236</b>	<b>890,191</b>	<b>(12,955)</b>	<b>1,204,746</b>
<b>5110-00 · LEISURE SALES</b>							
5107-00 · Creative Production	210	0	210	2,775	4,000	(1,225)	6,000
5112-00 · Training / Sales Calls	299	3,000	(2,701)	6,882	5,500	1,382	6,500
5113-00 · Additional Opportunities	50	0	50	2,996	3,500	(504)	7,000
5115-00 · Travel Agent Incentive Program	0	0	0	0	0	0	1,500
5120-00 · Domestic - Trade Shows	2,682	1,500	1,182	5,066	6,450	(1,384)	6,450
5131-00 · FAMS -Intl - Travel Trade	(1,000)	1,000	(2,000)	1,684	3,000	(1,316)	10,500
5132-00 · FAMS -Intl - Media	0	0	0	35	0	35	0
5133-00 · Ski-Tops	0	0	0	0	845	(845)	845
5134-00 · Intl Marketing - Additional Opp	0	0	0	4,527	5,500	(973)	11,000
5136-00 · Tour Operator Brochure Support	0	0	0	2,000	2,000	0	2,000
5137-00 · Co-op Opportunities	3,340	0	3,340	6,266	10,000	(3,734)	15,000
5141-00 · Australian Sales Mission	0	0	0	0	0	0	6,550
5142-00 · UK Sales Mission	0	0	0	2,177	3,000	(823)	3,000
5143-00 · Mountain Travel Symposium	25	0	25	535	0	535	1,500
5144-00 · IPW - POW WOW	(789)	2,000	(2,789)	325	12,000	(11,675)	11,000
5145-00 · TIA Annual Dues	0	0	0	2,695	2,650	45	2,650
5146-00 · UK / Black Diamond	2,500	0	2,500	20,000	23,250	(3,250)	31,000
5147-00 · AUS / Gate 7	0	0	0	23,775	23,775	0	31,700
5149-00 · Mexico Program	0	0	0	2,491	6,500	(4,009)	6,500
5150-00 · China Program	0	0	0	154	3,500	(3,346)	3,500
5154-00 · Canada							
5154-01 · Canada Sales Mission	0	0	0	6,409	6,000	409	6,000
5154-00 · Canada - Other	0	0	0	16,860	19,750	(2,890)	26,000
<b>Total 5154-00 · Canada</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>23,269</b>	<b>25,750</b>	<b>(2,481)</b>	<b>32,000</b>
5155-00 · California Star Program	292	0	292	1,167	3,500	(2,333)	3,500
5156-00 · German Trade Representation	804	0	804	10,060	16,250	(6,190)	23,000
<b>Total 5110-00 · LEISURE SALES</b>	<b>8,413</b>	<b>7,500</b>	<b>913</b>	<b>118,879</b>	<b>160,970</b>	<b>(42,091)</b>	<b>222,695</b>
<b>5200-00 · PUBLIC RELATIONS</b>							
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	0	17,600	17,600	0	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	0	40,000	40,000	0	60,000
5202-00 · PR Program/ Content Dev - Blogs	2,000	2,000	0	16,000	16,000	0	24,000
5202-01 · Rich Content Development	0	0	0	4,975	16,500	(11,525)	22,000
5204-00 · Media Mission(s)	0	5,300	(5,300)	8,144	10,600	(2,456)	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	0	4,000	4,000	0	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	0	2,400	2,400	0	3,600
5208-00 · International Travel Media FAMS	907	0	907	3,856	8,500	(4,644)	13,600
5208-01 · Int'l FAM Hard Cost	360	0	360	1,941	7,500	(5,559)	12,000
5208-02 · Int'l Media Retainer	300	300	0	2,400	2,400	0	3,600
5209-00 · Domestic Travel Media FAMS	28	3,500	(3,472)	13,666	28,000	(14,334)	38,500
5210-00 · Content Dev - Newsletters	1,800	1,800	0	14,400	14,400	0	21,600
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	0	32,000	32,000	0	48,000
5212-00 · Social Giveaways & Contests	1,100	1,100	0	6,154	5,700	454	9,200
5213-00 · Facebook Live	0	1,620	(1,620)	2,500	4,860	(2,360)	6,480
5214-00 · Social Takeover	0	0	0	7,952	8,000	(48)	16,000
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>18,495</b>	<b>27,620</b>	<b>(9,125)</b>	<b>177,988</b>	<b>218,460</b>	<b>(40,472)</b>	<b>321,580</b>
<b>6000-00 · CONFERENCE SALES</b>							
6002-00 · Destination Print	4,520	0	4,520	17,260	23,850	(6,590)	23,850

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

Accrual Basis

February 2020

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb ...	YTD Budget	\$ Over Budget	Annual Budget
6003-00 · Geo-Fence Targeting	0			0	2,500	(2,500)	2,500
6004-00 · Email	850	850	0	2,550	4,250	(1,700)	7,650
6005-00 · Paid Media	1,281	833	448	6,072	6,664	(592)	10,000
6006-00 · CVENT	123			11,290	13,500	(2,210)	13,500
6007-00 · Creative Production	1,910	1,500	410	14,536	23,500	(8,964)	30,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	0	8,000	8,000	0	12,000
6016-00 · MCC Search Engine Marketing	0			3,402			
6018-00 · MCC Media Commission	920	330	590	5,737	7,540	(1,803)	8,861
6018-01 · MCC Digital Ad Serving	1			1			
6019-00 · Conference Direct Partnership	0			0	5,000	(5,000)	5,000
6128-00 · HelmsBriscoe Strategic Partner	583			4,583	6,000	(1,417)	6,000
6152-00 · Client Events / Opportunities	568	0	568	10,789	9,000	1,789	15,000
6153-00 · Chicago Sales Rep Support	(1,185)	0	(1,185)	7,054	1,500	5,554	10,000
<b>Total 6000-00 · CONFERENCE SALES</b>	<b>10,570</b>	<b>4,513</b>	<b>6,057</b>	<b>91,275</b>	<b>111,304</b>	<b>(20,029)</b>	<b>144,361</b>
<b>6100-00 · TRADE SHOWS</b>							
6111-00 · Site Inspections	213	500	(287)	2,103	4,850	(2,747)	7,000
6116-00 · CalSAE Seasonal Spectacular	0	(3,500)	3,500	1,936	4,250	(2,314)	4,250
6118-00 · ASAE Annual	0			6,036	6,000	36	6,000
6120-00 · AFW Client Event	200			200	2,500	(2,300)	2,500
6120-01 · Sac River Cats Client Event	0			2,392	2,500	(108)	2,500
6127-00 · CalSAE Annual	0	0	0	6,022	5,000	1,022	6,700
6143-00 · Connect Marketplace	0			3,815	11,000	(7,185)	11,000
6144-00 · ASAE XDP	0	0	0	0	2,500	(2,500)	4,000
6151-00 · Destination CA	0	0	0	0	0	0	1,500
6154-00 · HelmsBriscoe ABC	5,317	4,500	817	5,317	4,500	817	6,500
6156-00 · Connect California	281	0	281	281	3,750	(3,469)	5,250
6156-02 · Connect Chicago	0	500	(500)	0	4,250	(4,250)	4,250
6156-04 · Connect Georgia	0			5,733	5,250	483	5,250
6157-00 · HPN Partner Conference	0			4,299	3,195	1,104	3,195
6160-00 · AllThingsMeetings Silicon Valley	0			511	1,000	(489)	1,000
6160-01 · AllThingsMeetings East Bay	0			0	1,625	(1,625)	1,625
6161-00 · Connect Southwest	0			5,057	5,250	(193)	5,250
6162-00 · Connect Tech & Medical	0			4,749	5,250	(501)	5,250
6163-00 · Connect Financial	7,961	1,500	6,461	7,961	5,250	2,711	5,250
6164-00 · Connect Mountain Incentive	0	0	0	0	3,750	(3,750)	5,250
6165-00 · Bay Area Client Appreciation	2,250	0	2,250	5,000	0	5,000	5,000
6167-00 · Nor Cal DMO	0			489	0	489	0
6168-00 · Sacramento/Roseville TopGolf	(106)			(106)	2,500	(2,606)	2,500
6169-00 · Prestige Meetings SF	0			0	2,395	(2,395)	2,395
6171-00 · Outdoor Retailer	105	0	105	105	600	(495)	600
6172-00 · Prestige Meetings Seattle	0	0	0	0	1,095	(1,095)	2,595
6173-00 · Connect NYC	325			325			
<b>Total 6100-00 · TRADE SHOWS</b>	<b>16,546</b>	<b>3,500</b>	<b>13,046</b>	<b>62,227</b>	<b>88,260</b>	<b>(26,033)</b>	<b>106,610</b>
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>							
5008-00 · Cooperative Programs	5,355	0	5,355	30,227	25,000	5,227	50,000
5009-00 · Fulfillment / Mail	524	1,000	(476)	8,796	8,000	796	12,000
5021-00 · RASC-Reno Air Service Corp	25,000	0	25,000	75,000	75,000	0	100,000
5122-00 · SSMC Shipping - Sierra Ski Mkt	0			5			
5123-00 · HSVC - High Sierra Visitors	167			1,333	2,000	(667)	2,000
7001-00 · Miscellaneous	0			253	0	253	0
7002-00 · CRM Subscription	833	833	0	6,667	6,664	3	9,996
7003-00 · IVCBVB Entertainment Fund	111	0	111	2,211	4,000	(1,789)	8,000
7004-00 · Research	0	0	0	26,530	0	26,530	24,000
7005-00 · Film Festival	0			15,000	15,000	0	15,000
7006-00 · Special Events	0	0	0	0	0	0	30,000
7007-00 · Destimetrics / DMX	25,013	0	25,013	25,013	25,014	(2)	33,352
7008-00 · Opportunistic Funds	1,828	25,000	(23,172)	37,395	50,000	(12,605)	50,000
7009-00 · Tahoe Cam Usage	2,124	177	1,947	2,124	1,416	708	2,124
7010-00 · Photo Management & Storage	0	592	(592)	0	4,736	(4,736)	7,104
7011-00 · TrendKite PR Software	357	333	24	2,500	2,664	(164)	3,996
8700-00 · Automobile Expense*	318	400	(82)	3,390	3,200	190	4,800
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0			160			
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	<b>61,630</b>	<b>28,335</b>	<b>33,295</b>	<b>236,603</b>	<b>222,694</b>	<b>13,909</b>	<b>352,372</b>
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>							
8002-00 · Content Manager Contractor	4,250	4,250	0	34,000	34,000	0	51,000
8003-00 · Website Hosting Maintenance	0	4,166	(4,166)	51,668	33,328	18,340	50,000
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>	<b>4,250</b>	<b>8,416</b>	<b>(4,166)</b>	<b>85,668</b>	<b>67,328</b>	<b>18,340</b>	<b>101,000</b>
<b>Total Expense</b>	<b>230,259</b>	<b>193,009</b>	<b>37,250</b>	<b>1,649,875</b>	<b>1,759,207</b>	<b>(109,332)</b>	<b>2,453,364</b>
<b>Net Income</b>	<b>(37,250)</b>	<b>0</b>	<b>(37,250)</b>	<b>109,331</b>	<b>(1)</b>	<b>109,332</b>	<b>(2)</b>

KEY METRICS FOR February 29, 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 Feb 2020)					
Referrals -	2016-2017	2017-2018	2018-2019	2019-2020	YOY % Change
Tahoe City:					
Walk In	27498	30845	28430	34601	21.71%
Phone	2466	2209	276	2165	7.60%
Email	249	257	276	312	13.04%
Kings Beach (Walk In)	3455	7883	11439	8322	-27.25%
NET - Event Traffic	4,195	3127	3295	2913	-11.59%
<b>Total</b>	<b>37,863</b>	<b>44,321.00</b>	<b>45,452.00</b>	<b>48,313.00</b>	<b>6.29%</b>

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)					
Quarter	2016	2017	2018	2019	YOY % Change
First (Jan - Mar)	\$ 699,157	\$ 820,233	\$ 762,370	\$ 874,230	14.67%
Second (Apr - June)	\$ 558,566	\$ 716,779	\$ 627,831	\$ 672,108	7.05%
Third (Jul - Sept)	\$ 943,574	\$ 1,001,144	\$ 1,018,271		
Fourth (Oct - Dec)	\$ 629,807	\$ 641,261	\$ 671,770		
<b>Total</b>	<b>\$ 2,831,104</b>	<b>\$ 3,179,417</b>	<b>\$ 3,080,242</b>		

Unemployment Rates - EDD		Jan 2020
California (pop. 38,332,521)		3.9%
Placer County (367,309)		3.3%
Dollar Point (1,215)		2.3%
Kings Beach (3,893)		1.2%
Sunnyside/Tahoe City (1,557)		5.2%
Tahoe Vista (1,433)		0.7%

Destimetrics Reservations Activity		FYTD 18/19	FYTD 19/20	YOY % Change
Occupancy		64.7%	61.9%	-4.3%
ADR (Average Daily Rate)	\$ 411	\$ 435		5.9%
RevPAR (Rev per Available Room)	\$ 266	\$ 269		1.3%
Occupancy 1 Mth Forecast		44.0%	38.8%	-11.9%
ADR 1 Mth Forecast	\$ 338	\$ 362		6.9%
RevPAR 1 Mth Forecast	\$ 149	\$ 140		-5.8%
Occupancy (prior 6 months)		52.0%	48.9%	-5.9%
ADR (prior 6 months)	\$ 350	\$ 375		6.9%
RevPAR (prior 6 months)	\$ 182	\$ 183		0.6%
Occupancy (next 6 months)		23.8%	26.5%	11.7%
ADR (next 6 months)	\$ 366	\$ 394		7.7%
RevPAR (next 6 months)	\$ 87	\$ 105		20.3%

Total Chamber Membership	
June 2015	474
June 2016	508
June 2017	424
June 2018	378
June 2019	371


Conference Revenue Statistics Comparison FYTD 18/19 vs. FYTD 19/20 at 2/29/2020						
FORWARD LOOKING	2018-19		2019-20		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$2,890,990	\$ 2,851,350	\$ 3,527,414	\$ 3,527,414	23.71%	
Commission for this Revenue	\$ 79,949	\$ 75,322	\$ 51,238	\$ 51,238	-31.97%	
Number of Room Nights	14,165	15,136	15,988	15,988	5.63%	
Number of Bookings	72	64	63	63	-1.56%	
Conference Revenue And Percentage by County:						
	18-19	19-20				
Placer	66%	79%	\$ 1,850,907	\$ 1,871,342	\$ 2,776,577	48.37%
Washoe	10%	16%	\$ 314,610	\$ 287,833	\$ 580,641	101.73%
South Lake	24%	5%	\$ 725,473	\$ 692,175	\$ 170,196	-75.41%
Nevada County	0%	0%				
<b>Total Conference Revenue</b>	<b>100%</b>	<b>100%</b>	<b>\$ 2,890,990</b>	<b>\$ 2,851,350</b>	<b>\$ 3,527,414</b>	<b>23.71%</b>
<b>CURRENT</b>						
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%

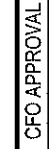
# NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

## Employee Expense Report

Month/Yr February 2020  
 Employee Hentz, Jeff

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
02.04.2020	A	Bank of the West		Rush card delivery fee	\$20.00		5710-00/70
02.06.2020	B	West Shore Market & Deli	542268	Staff Meeting Andy Chapman, Bonnie Bavetta, Jeff Hentz	\$51.70		8750-00/70
02.07.2020	C	Staples	1953990	Office Supplies	\$16.00		5520-00/70
02.10.2020	D	McDonald's	34248	Food during VisitCA Outlook Forum travel	\$7.88		7500-00/70
02.11.2020	E	Lyft	N/A	Taxi during VisitCA Outlook Forum	\$8.55		7500-00/70
02.12.2020	F	Marriott	77737	Food during VisitCA Outlook Forum travel	\$14.06		7500-00/70
02.11.2020	G	Visit California	47393544	VisitCA Outlook Forum Registration	\$999.00		7500-00/70
02.11.2020	H	Reno-Tahoe Airport	7068/0609/609	Parking during VisitCA Outlook Forum	\$24.00		7500-00/70
02.12.2020	I	Marriott	721360279	Lodging during VisitCA Outlook Forum	\$239.14		7500-00/70
02.12.2020	J	Lyft	N/A	Taxi during VisitCA Outlook Forum	\$15.88		7500-00/70
02.18.2020	K	Microsoft Store	N/A	Microsoft Office 365	\$69.99		8810-00/Alloc
02.21.2020	L	Moe's Original BBQ	66277	Meeting with Liz, Kylee, & Alyssa (NTBA & TCDA)	\$68.28		8750-00/70
02.21.2020	M	Ternigo Mexican Kitchen	73763	Meeting with Christy Beck	\$20.97		8750-00/70
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
<b>MILEAGE REIMBURSEMENT</b>							
	Attach 1	Mileage		See Attached Mileage Report		\$0.00	8700-00-70
<b>TOTAL - CREDIT CARD EXPENSES</b>							
<b>TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)</b>						<b>\$1,555.45</b>	
						<b>\$0.00</b>	

Signed By:  Approved By: \_\_\_\_\_  
 Date: 3-13-20 Date: \_\_\_\_\_

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
			<u>3/13/20</u>



**BANK OF THE WEST**  
BNP PARIBAS

BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

**MEMO STATEMENT**

Account Number	XXXX-XXXX-0150-4616
Statement Date	FEB 28, 2020
Total Activity	\$1,555.45

**\*\* MEMO STATEMENT ONLY \*\***  
**DO NOT REMIT PAYMENT**

JEFFREY HENTZ  
N LAKE TAHOE RESORT  
PO BOX 5459  
TAHOE CITY CA 96145-5459

ACCOUNT SUMMARY							
JEFFREY HENTZ XXXX-XXXX-0150-4616	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$1,555.45		\$0.00		\$0.00		\$1,555.45

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
02-04	02-04		RUSH CARD DELIVERY FEE	ok 20.00 (A)
02-06	02-05	55500360037837000245638	WEST SHORE MARKET & DE TAHOE CITY CA Tax ID: 471441305 Mer Ref: 00024563 Mer Zip: 96145 Origin Zip: 96145 Dest Ctry: USA	51.70 (B)
02-07	02-06	05410190038105001751317	STAPLES 00114702 RENO NV Tran: 000175131 Tax ID: 042896127 Mer Ref: 000175131 Mer Zip: 89503 Dest Zip: 89503 Dest Ctry: USA Tax: 1.22 Product Code: 077914056928 Desc: BOSTITCH DYNAMO FULL ASTD Qty: 1 Unit: ST Disc: N Ext Item Amt: 12.49 Product Code: 718103316637 Desc: TR HL TANK GRIP AST 2PK Qty: 1 Unit: ST Disc: N Ext Item Amt: 2.29	✓ 16.00 (C)
02-10	02-09	05140480040720215568071	MCDONALD'S F36256 RENO NV Tax ID: 812169269 Mer Zip: 89502	✓ 7.88 (D)
02-11	02-10	55500360041400962678496	LYFT *RIDE MON 3PM 855-865-9553 CA Tran: 13704095514132885 Tax ID: 208809830 Mer Ref: DewUUr6Rx0 Mer Zip: 94107 Origin Zip: 94107 Dest Ctry: USA Tax: 0.10	✓ 8.55 (E)
02-12	02-10	55432860042200825246940	MARRIOTT 337J8 SD MARI 866-435-7627 CA Arrival Date: 02/10/20 Departure Date: 02/10/20 Invoice Number: M04353 Tax ID: 521953953 Mer Ref: 083176 Mer Zip: 92101	✓ 14.06 (F)

For Customer Service, Call:  1-866-432-8161	Account Number	XXXX-XXXX-0150-4616	Account Summary	
	Statement Date	FEB 28, 2020	Purchases & Other Charges	\$1,535.45
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit	\$10,000	Cash Advances	\$0.00
	Disputed Amount	\$0.00	Fees	\$20.00
			Credits	\$0.00
	Total Activity	\$1,555.45	Payments	\$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.





BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0150-4616  
Statement Date FEB 28, 2020  
Total Activity \$1,555.45

**\*\* MEMO STATEMENT ONLY \*\*  
DO NOT REMIT PAYMENT**

JEFFREY HENTZ  
N LAKE TAHOE RESORT  
PO BOX 5459  
TAHOE CITY CA 96145-5459

ACCOUNT SUMMARY							
JEFFREY HENTZ XXXX-XXXX-0150-4616	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$1,555.45		\$0.00		\$0.00		\$1,555.45

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
02-04	02-04		RUSH CARD DELIVERY FEE	ok 20.00 (A)
02-06	02-05	55500360037837000245638	WEST SHORE MARKET & DE TAHOE CITY CA Tax ID: 471441305 Mer Ref: 00024563 Mer Zip: 96145 Origin Zip: 96145 Dest Ctry: USA	51.70 (B)
02-07	02-06	05410190038105001751317	STAPLES 00114702 RENO NV Tran: 000175131 Tax ID: 042896127 Mer Ref: 000175131 Mer Zip: 89503 Dest Zip: 89503 Dest Ctry: USA Tax: 1.22 Product Code: 077914056928 Desc: BOSTITCH DYNAMO FULL ASTD Qty: 1 Unit: ST Disc: N Ext Item Amt: 12.49 Product Code: 718103316637 Desc: TR HL TANK GRIP AST 2PK Qty: 1 Unit: ST Disc: N Ext Item Amt: 2.29	✓ 16.00 (C)
02-10	02-09	05140480040720215568071	MCDONALD'S F36256 RENO NV Tax ID: 812169269 Mer Zip: 89502	✓ 7.88 (D)
02-11	02-10	55500360041400962678496	LYFT *RIDE MON 3PM 855-865-9553 CA Tran: 13704095514132885 Tax ID: 208809830 Mer Ref: DewUUr6Rx0 Mer Zip: 94107 Origin Zip: 94107 Dest Ctry: USA Tax: 0.10	(8.55) (E)
02-12	02-10	55432860042200825246940	MARRIOTT 337J8 SD MARI 866-435-7627 CA Arrival Date: 02/10/20 Departure Date: 02/10/20 Invoice Number: M04353 Tax ID: 521953953 Mer Ref: 083176 Mer Zip: 92101	✓ 14.06 (F)

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0150-4616	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	FEB 28, 2020	Fees	\$20.00
	Credit Limit	Credits	\$0.00
	\$10,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$1,555.45
	\$0.00		

Statement Date	FEB 28, 2020	Total Activity	\$1,555.45
Credit Limit	\$10,000	Single Purchase Limit	\$5,000.00
JEFFREY HENTZ			
XXXX-XXXX-0150-4616			

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
02-11	02-10	55432860041200546896081	SQ *VISIT CALIFORNIA San Diego CA Tran: 00023058430127505 Tax ID: 800429876 Mer Ref: 00023058430127505 Mer Zip: 92101 Origin Zip: 92101 Dest Zip: 92101 Dest Ctry: USA Product Code: 099 Desc: Cultural Attraction Item15813641222 Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 999.00	999.00
02-11	02-10	55480770042091593000367	RENO-TAHOE AIRPORT AUT RENO NV Tax ID: 880156921 Mer Ref: 59300036 Mer Zip: 89502 Origin Zip: 89502 Dest Ctry: USA	✓ 24.00
02-12	02-11	55432860042200825176998	MARRIOTT GASLAMP QUART SAN DIEGO CA Arrival Date: 02/09/20 Departure Date: 02/11/20 Invoice Number: 002708 Tax ID: 330853328 Mer Ref: 003878 Mer Zip: 92101	239.14
02-12	02-11	55500360042400963988042	LYFT *RIDE MON 4PM 855-865-9553 CA Tran: 13704185332099722 Tax ID: 208809830 Mer Ref: DgfuKYNSPC Mer Zip: 94107 Origin Zip: 94107 Dest Ctry: USA Tax: 3.60	✓ 15.88
02-18	02-17	55131580048400559014488	MICROSOFT*STORE MSBILL.INFO WA Tran: Z312U24DH1RC Tax ID: 911144442 Mer Ref: Z312U24DH1RC Mer Zip: 98052 Dest Ctry: USA	69.99
02-21	02-19	25247800051002027549556	MOES ORIGINAL BBQ TAHO TAHOE CITY CA Tax ID: 272243351 Mer Zip: 96145	✓ 68.28
02-21	02-20	02306630052000576348005	TREMIGO MEXICAN KITCHE OLYMPIC VALLECA Tax ID: 842696515 Mer Zip: 96146 Origin Zip: 96146	✓ 20.97

(G)  
 (H)  
 (I)  
 (J)  
 (K) - office NOC  
 (L) ITEMIZED?  
 (M) → N+BA  
 TCDA

Store : HQ WEST SHORE MARKET & DELI  
 Cashier : 200 : Alexandra (All) Start : 02/05/2020 12:03:54 PM End : 02/05/2020 12:05:55 PM  
 Terminal : 2 : POS2 Customer Number :  
 Receipt Number : 542268 Invoice Number : HQ02542268 Customer Name :  
 Customer Association Method : None

Store : HQ WEST SHORE MARKET & DELI  
 Cashier : 200 : Alexandra (All) Start : 02/05/2020 12:03:54 PM End : 02/05/2020 12:05:55 PM  
 Terminal : 2 : POS2 Customer Number :  
 Receipt Number : 542268 Invoice Number : HQ02542268 Customer Name :  
 Customer Association Method : None

Item ID	Receipt Alias	Quantity Sold	Unit Price	Extended Price
361	CLUB	1.000	\$12.00	\$12.00
	Name: BONNIE			
	--: NO CHEESE			
FOUNTAIN	PEPSI 24 OZ SODA	1.000	\$2.50	\$2.50
083791520018	Sea Salt Potato Chlps	1.000	\$1.50	\$1.50
364	TUNA MELT	1.000	\$11.00	\$11.00
360	BUILD YOUR OWN SANDO \$10	1.000	\$10.00	\$10.00
390	-ADD PROTEIN	1.000	\$4.00	\$4.00
00391	-ADD SPROUTS	1.000	\$0.50	\$0.50
01215908	AQUAFINA	1.000	\$1.69	\$1.69
	CRV \$.05 (CRV05)	1.000	\$0.05	\$0.05
	Tipping via Pinpad			\$6.74
	Credit Card			\$51.70
	Fountain Soda+Chips Combo			(\$1.00)
	SUBTOTAL			\$48.98
	Sales Tax 7.25%			\$2.72
	TOTAL			\$51.70
	TOTAL TENDERED			\$51.70
	Change			\$0.00
	--- Card Information ---			
	HENTZ/JEFFREY			
	Card Type: Mastc Insert			
	Account #: XXXXXXXXXXXXX4616			
	Exp Date : 0623			
	Amount: 51.70			
	Approval #: 057682			
	Date: 2/5/20 12:05:53 PM PST			
	Reference #: 000542268001			
	Signature Captured			

(B)

# Staples

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

SALE 1953990 1 001 75131  
 1470 02/06/20 09:16

QTY	SKU	PRICE
1	BOSTITCH DYNAMO FU 077914056928	12.49
1	TR III TANK GRIP AS 718100316637	2.29
SUBTOTAL		14.78
Standard Tax 8.2650%		1.22
TOTAL		\$16.00

MASTERCARD USD\$16.00  
 Card No.: XXXXXXXXXXXX4616 [C]  
 Chip Read  
 Auth No.: 059680  
 ATD.: A0000000041010

TOTAL ITEMS 2

TRU RED  
 Business essentials designed  
 thoughtfully to work beautifully.

Shop Smarter. Get Rewarded.  
 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!



383

America's Best First Job!  
 APPLY ONLINE [mcdonalds.com/careers](http://mcdonalds.com/careers)  
 Survey Code:  
 36256-03830-20920-11453-00078-8

McDonald's Restaurant #36256  
 E PLUMB LANE  
 RENO, NV 89502  
 TEL# 1(775)324-7756

KS# 3                          02/09/2020 11:45 AM  
 Side1    Order 83

1 Sausage Egg McMuffin	4.39
NO American Cheese	
1 S Non Fat Hot Choc	2.89
Subtotal	7.28
Tax	0.60
Take-Out Total	7.88
Cashless	7.88
Change	0.00

MER# 330499  
 CARD ISSUER                  ACCOUNT#  
 Master SALE                  \*\*\*\*\*4616  
 TRANSACTION AMOUNT                  7.88  
 CHIP READ  
 AUTHORIZATION CODE - 034248  
 SEQ# 211147  
 AID: A0000000041010

Complete the Survey and receive  
 A FREE CONE or APPLE PIE!  
 Go to [www.mcdvoice.com](http://www.mcdvoice.com) within 7 days  
 and tell us about your visit.  
 Validation Code: \_\_\_\_\_



**DeWitt Van Siclen**

---

**From:** Jeffrey Hentz <jeff@gotahoenorth.com> on behalf of Jeffrey Hentz  
**Sent:** Thursday, March 12, 2020 5:25 PM  
**To:** dewitt@gotahoenorth.com  
**Subject:** FW: Your ride with Talat on February 10

**Jeffrey Hentz**  
Chief Executive Officer  
Phone: 530.581.8739  
Cell: 407.466.1320

[Jeff@GoTahoeNorth.com](mailto:Jeff@GoTahoeNorth.com)  
[www.GoTahoeNorth.com](http://www.GoTahoeNorth.com)  
[www.nltra.org](http://www.nltra.org)

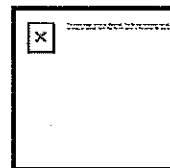


**From:** Lyft Ride Receipt <no-reply@lyftmail.com>  
**Date:** Monday, February 10, 2020 at 4:05 PM  
**To:** "jeff@gotahoenorth.com" <jeff@gotahoenorth.com>  
**Subject:** Your ride with Talat on February 10



FEBRUARY 10, 2020 AT 3:32 PM

**Thanks for riding with Talat!**



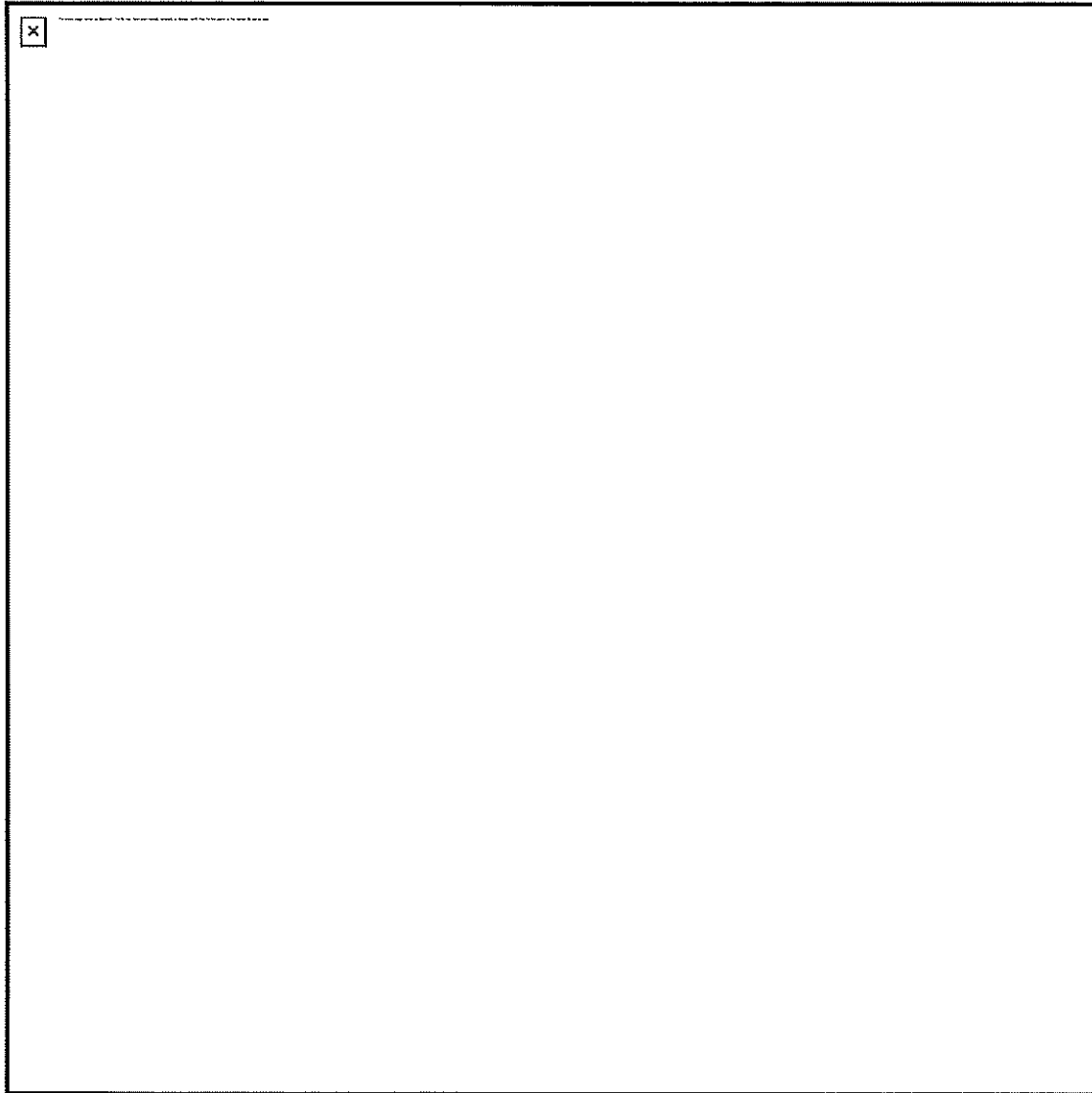
100% of tips go to drivers. [Add a tip](#)

Lyft fare (0.55mi, 4m 25s)	\$6.16
Tip	\$3.00
 10% off Mon. - Fri.	-\$0.61



 MasterCard \*4616

**\$8.55**



**Pickup 3:32 PM**  
109 W Harbor Dr, San Diego, CA

**Drop-off 3:37 PM**  
315 7th Ave, San Diego, CA

**FAVORITE DRIVER**



**TIP DRIVER**

**FIND LOST ITEM**

**REQUEST REVIEW**

Review price in the Lyft app help tab

Help Center

Receipt #1370409551413288536

We never share your address with your driver after a ride.  
[Learn more](#) about our commitment to safety.

[© Mapbox](#) [© OpenStreetMap](#) [Improve this map](#)

© 2020 Lyft, Inc.  
548 Market St., P.O. Box 68514  
San Francisco, CA 94104  
CPUC ID No. TCP0032513 - P

Work at Lyft  
Become a Driver



& & 502 & &  
San Diego Marriott  
Marquis & Marina  
\*\*\*\* Starbucks \*\*\*\*

/7737 KARLA

-----  
**CHK 8161**  
10 Feb'20 8:37 AM  
-----

1 GRND COFFEE	3.20
1 GRND CARM MACCHIATO	5.35
1 BLUEBERRY SCONE	3.75
1 ADD SOY	0.75

SUBTOTAL	\$13.05
TAX	\$1.01
<b>PAYMENT</b>	<b>\$14.06</b>
<b>Change Due</b>	<b>\$0.00</b>
MASTERCARD	\$14.06
*****4616	

----- Check Closed -----  
10 Feb'20 8:39 AM

(F)

2020 VISIT CALIFORNIA  
**Outlook**  
 FORUM

Receipt

**Reference Number** 47393544

**Date Registered** Monday, February 10th, 2020

**Statement Date** Monday, February 10th, 2020

**Event** 2020 Visit California Outlook Forum

**Event Details** Marriott Marquis San Diego Marina  
 333 West Harbor Drive  
 San Diego California 92101

**Event Date** Monday, February 10th - Tuesday, February 11th, 2020

<b>Selection</b>	<b>Cost</b>
Industry Attendee: Jeffrey Hentz	\$999.00
DMO	
<b>Sub Total:</b>	<b>\$999.00</b>
<b>Total</b>	<b>\$999.00</b>

Billed To

**Billing Company** North Lake Tahoe

**Name** Jeffrey Hentz

**Email Address** JEFF@GOTAHOENORTH.COM

<b>Date</b>	<b>Transaction Type</b>	
Monday, February 10th, 2020	Transaction Amount	\$999.00
Monday, February 10th, 2020	Credit Card Payment	-\$999.00
	<b>Balance</b>	<b>\$0.00</b>

**Cancellation Policy**

**Cancellation Policy**

All cancellations must be in writing and are subject to a \$10 cancellation fee.

- More than 60 days prior to event: full refund, minus cancellation fee
- 31-60 days prior to event: 50% of registration, minus cancellation fee
- 0-30 days prior to event: no refund



R E C E I P T

Reno-Tahoe Intl Airpt

PO BOX 12490  
. Reno NV 89510  
775-328-6566

Receipt 7068/0609/609 02/10/20 20:34:54

010100 Pay Parking Ticket\$ 24.00  
02/09/20 11:24 - 02/10/20 20:34  
Length of stay: 1 Days, 09:10  
02991867851011020040410450??

Total Amount \$ 24.00

Credit Mastercard \$ 24.00  
Tax 0.00 \$ 0.00

.....  
AID MASTERCARD  
A0000000041010  
APP LABEL MASTERCARD  
CARD \*\*\*\*\*4616  
PAN SEQ Number 01  
AUTHORIZATION 025119  
TOTAL USD\$24.00

APPROVED  
UID 4753  
TRAN 000000b625faf09

\*\*\*\*\*  
\*\* Thank you \*\*  
\*\* Open 24 hours \*\*  
\*\*\*\*\*

(H)



MARRIOTT

SAN DIEGO MARRIOTT GASLAMP QTR

GUEST FOLIO

2101 HENTZ/JEFFREY 212.00 02/10/20 DUPLICATE 9:38 2708  
 ROOM NAME RATE DEPART TIME ACCT#  
 CKA 100 N. LAKE BLVD 02/09/20  
 TYPE TAHOE CITY CA ARRIVE TIME  
 96145  
 ROOM MCXXXXXXXXXXXX4616 MB#: 721360279  
 CLERK ADDRESS PAYMENT

DATE	REFERENCES	CHARGES	CREDITS	BALANCES DUE
02/09	BASEHSIA	FREEHSIA		
02/09	ROOM	2101, 1	.00	
02/09	ROOM TAX	2101, 1	212.00	
02/09	SD TMDA	2101, 1	22.26	
02/09	CA FEE	2101, 1	4.24	
02/10	CCARD-MC	2101, 1	.64	
	MCXXXXXXXXXXXX4616		239.14	
				.00



MARRIOTT

SAN DIEGO MARRIOTT GASLAMP QTR  
 660 K STREET  
 SAN DIEGO CA 92101  
 619-696-0234



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This statement is your only receipt. You have agreed to pay in cash or by approved personal check or to authorize us to charge your credit card for all amounts charged to you. The amounts shown in the credit column opposite any credit card only in the reference column above will be charged to the credit card number set forth above. (The credit card company will bill in the usual manner.) If for any reason the credit card company does not make payment on this account, you will owe us such amount. If you are direct billed, in the event payment is not made within 25 days after check-out, you will owe us interest from the check-out date on any unpaid amount at the rate of 1.5% per month (ANNUAL RATE 18%), or the maximum allowed by law, plus the reasonable cost of collection, including attorney fees.

Signature X

**Subject:** Your ride with Eduardo on February 10  
**Date:** Tuesday, February 11, 2020 at 4:20:33 PM Pacific Standard Time  
**From:** Lyft Ride Receipt  
**To:** jeff@gotahoenorth.com

lyft

FEBRUARY 10, 2020 AT 4:05 PM

**Thanks for riding with  
Eduardo!**

Lyft fare (3.64mi, 14m 35s)	\$12.88
Tip	\$3.00

MasterCard \*4616

**\$15.88**

Ride Map

- Pickup** 4:05 PM  
644 K St, San Diego, CA
- Drop-off** 4:19 PM  
San Diego Int'l Airport, San Diego, CA



**Subject:** Your purchase of Office 365 Personal  
**Date:** Monday, February 17, 2020 at 7:01:17 PM Pacific Standard Time  
**From:** Microsoft Store  
**To:** jeff@gotahoenorth.com  
**Attachments:** OrderQuickResponseCode.gif

Thanks for subscribing!

Microsoft logo

# Hi Jeffrey,

Thanks for subscribing to Office 365 Personal. We're happy you're here.

We've charged \$69.99 to MasterCard \*\*4616 for your year of Office 365 Personal. For a full breakdown of charges, see your [order details](#).

You'll be billed every year at \$69.99 plus applicable taxes. We'll email you ahead of time if that price ever changes.

[Manage your subscription](#) to review the latest info, change how you pay, or cancel at any time to stop future charges. Enjoy!

Discover benefits

Install Office



Need to make a return? See our [Return policy](#) to learn more.

Microsoft respects your privacy. To learn more please read our [Privacy Statement](#).

Account questions? Visit [Customer Support](#).

[View the Store Terms of Sale](#).

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

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



NFBA / TCDA  
LE

Moe's Original BBQ - Tahoe City  
120 Grove St  
Tahoe City, CA 96145  
ph (530) 583-4227

Thank You for Visiting

-----  
TABLE: Kyle - 1 Guest  
Your Server was Milenka  
2/19/2020 12:23:20 PM - ID #: 0362521  
Subtotal \$59.00  
Total Taxes \$4.28  
-----  
Grand Total \$63.28

Credit Purchase

Name: HENTZ, JEFFREY  
CC Type: MasterCard  
CC Num: xxxx xxxx xxxx 4616  
Reference: 005038782481  
Approval: 066277  
Server: Milenka  
Ticket Name: Kyle

Payment Amount: \$63.28

Tip: 5

Total: 68.28

9  
-----  
15% 20% 25%  
19.49 \$12.66 \$15.82

CUSTOMER COPY

I agree to pay the amount shown above.

-----  
Please Come Back!  
www.moesoriginalbbq.com  
-----

Christy Beck

8

Split

Tremigo Mexican Kitchen  
1850 Village South Rd #52  
Squaw Valley, Ca 96146  
(530) 584-6021

Tremigo Mexican Kitchen  
1850 Village South Rd #52  
Squaw Valley, Ca 96146  
(530) 584-6021

Server: Jacqui DOB: 02/20/2020  
01:17 PM 02/20/2020  
Table 4/1 3/30006

SALE

HC 3145734  
Card #XXXXXXXXXX4616  
Magnetic card present: HENTZ  
JEFFREY  
Card Entry Method: S

Approval: 073763

Amount: \$16.97

+ Tip: 4

= Total: 20.97

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

== Suggested Tips ==

18%= 5.58

20%= 6.20

25%= 7.75

Tremigo thanks you!  
We look forward to  
your next visit!  
www.tremigotahoe.com

>Rest Copy-Please Sign<

Server: Jacqui 02/20/2020  
Table 4/1 12:56 PM  
Guests: 2

#30006

Guesadilla Ap 12.00  
Chicken 3.00  
Taco Board 16.00

Subtotal 31.00  
Tax 2.47  
Village Fee 0.47

Total 33.94

Balance Due 33.94

== Suggested Tips ==

18%= 5.58

20%= 6.20

25%= 7.75

Tremigo thanks you!  
We look forward to  
your next visit!  
www.tremigotahoe.com

M