



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

Wednesday April 29, 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

Jim Phelan
Treasurer

Committee Members

David Brown
CPA

Mike Salmon
Truckee Donner
Public Utility District

Ramona Cruz
Tahoe City Public
Utility District

Placer County Rep

Erin Casey

NLTRA Staff

Jeff Hentz
CEO

Bonnie Bavetta
CFO

DeWitt Van Siclen
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:

- 3/25/2020 Meeting Minutes [MOTION] Pg. 1

F. Review and Approval of Preliminary March 2020 Financials:

- Review Staff Report of Financial Performance Pg. 2
- NLTRA 3/31/2020 Financials Approval [MOTION] Pg. 5
- NLTRMC 3/31/2020 Financials..... Pg. 24

G. Q3 NLTRA Account Reconciliations Review & Approval [MOTION]

H. Fiscal Year 2019/20 Reforecast Review

I. Items for Committee Review, Discussion/or Recommendations

- TBID Update
- COVID-19 Response Update

J. Supplemental Information

- March 2020 Dashboard ReportPg. 30

K. Approval of CEO Expenses March 2020:

- Approval of CEO Expenses [MOTION].....Pg. 31

L. Agenda Input for Next Finance Committee Meeting

M. Next Meeting Date

N. Committee Member Comments

O. Adjourn



Wednesday March 25, 2020 at 2:50 P.M.

Remote Teleconference

- A. Call to Order – Establish Quorum – Quorum established 2:56 pm (3)
- B. Roll Call:
 - Members via Phone: Jim Phelan – Board Member, 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 3-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve February 26th, 2020 Finance Committee meeting minutes; David Brown/Ramona Cruz approved 3-0-0
- F. Review and Approval of February 29th, 2020 Preliminary Financials
 - Review Staff Report – Preliminary February 29th, 2020 financial results for NLTRA reviewed and discussed.
 - Review NLT Marketing Coop February 29th, 2020 preliminary financials.
 - **MOTION** to approve February 29th, 2020 NLTRA YTD financials; Ramona Cruz/David Brown approved 3-0-0
- G. Items for Committee Review, Discussion and/or Recommendations
 - TBID Update
 - Covid-19 Response Update
 - Finance Committee Schedule
- H. Supplemental Information
 - Review February 2020 Dashboard Report
- I. Approval of CEO and Interim CEO Expenses for February 2020
 - **MOTION** to approve CEO Expenses for February 2020; David Brown/Ramona Cruz, approved 3-0-0
- J. Agenda Input for Next Finance Committee Meeting
 - TBID Update
 - Covid-19 Response Update
 - Balance Sheet Reconciliations
 - NLTRA & NLTMC FY19.20 Budget Reforecasts
- K. Next Meeting Date –April 29th, 2020 at 3:00 PM
- L. Committee Member Comments
 - **NONE**
- M. Adjourn 3:44 PM



north lake tahoe

Chamber | CVB | Resort Association

Date: 04/23/20

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

From: Bonnie Bavetta, CFO

RE: Report for March 2020

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

- Cash balance on March 31, 2020 of \$881,000 was \$222,000 or approximately 34% greater than prior year due primarily to greater year-to-date net income (\$111,000), a decrease in total receivables (\$38,000), an increase in Deferred Revenues – Marketing (\$37,000) and the 18/19 year end increase to the marketing reserve (\$32,000)
- The Accounts Receivable – TOT balance of \$230,000 reflected the County TOT funding for March. Payment was received in April. Balance at this date last year was \$327,000.
- Membership dues and other membership related accounts receivable totaled \$75,000, an increase of \$46,000 over prior year
- Accounts payable of \$42,000 were \$9,000 below prior year due to timing.
- Wages and related liabilities of \$119,000 were \$13,000 or 10% lower than prior year, due primarily to a reduction of Incentive and PTO liability as a result of staff vacancies and lower average tenure of staff, offset partially by a longer payroll accrual period.
- Deferred Revenue–Marketing balance of \$37,000 reflects partner commitments to share Mountain Travel Symposium (MTS) sponsorship expenses. The MTS has been cancelled and these funds will be returned to the partners in April.
- Deferred Revenue-Member Dues of \$81,000 was \$3,000 less than prior year.
- Deferred Revenue–County of \$350,000 reflected the 2019/20 prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow due to the performance based timing of monthly payments from the County.
- Due To/From County of Placer balance of \$19,871 reflected TOT funds received for fiscal year 2018/19 that were due back to the County. Conversations continue with the County regarding use of these fund.
- YTD consolidated net income of \$170,000 at month end March represented Membership's positive net results YTD of \$35,000, and \$135,000 net positive results from TOT funded departments.
- Operating Results YTD – Marketing
 - YTD Revenue from Placer TOT Funding of \$2,166,000 was below budget \$186,000, the result of pay for performance expenditures being below budget. The pay for performance elements are event sponsorships many of which will not take place this year.

- Expenses, before overhead allocation, totaled \$1,831,000 and were \$185,000 or approximately 10% under budget, primarily due to timing of the event sponsorships. Most events for the remainder of this year have been cancelled and we have accounted for this in our reforecast for the year.
- Total net results before overhead allocation of \$336,000 were positive to budget \$1,000.
- The reforecast of Marketing expenditures for the fiscal year indicate a reduction from budget of approximately \$252,000 at year end, due primarily to lower payroll and related expenses, event sponsorships, and opportunistic funding. This reforecast includes a partial reclass of the Director of Public Relations wages out of Membership and into Marketing, pending Board of Directors' and County of Placer's approvals.
- Operating Results YTD – Conference
 - Commission & conference dues revenue of \$45,000 was \$16,000 above budget. TOT revenue of \$280,000 was on budget
 - Expenses of \$218,000 before allocated overhead were under budget \$46,000 due to staff vacancies.
 - Net results before overhead allocation were better than budget by \$62,000
 - The reforecast of Conference activity for the fiscal year indicate below budget expenditures of approximately \$66,000 and commission revenues over budget approximately \$16,000 for net results of \$83,000 better than budget.
- Operating Results YTD – Visitor Center
 - Merchandise sales of \$84,000 were better than budget by \$3,000. TOT revenue of \$300,000 was on budget.
 - Expenses before overhead allocation of \$296,000 were \$28,000 or 9% below budget.
 - Net results of \$88,000 before overhead allocation were \$31,000 better than budget.
 - Visitor Center operations reforecast indicates year end savings of \$50,000 to budget due to prior staffing, and closure of the center post COVID- 19 restrictions.
- Operating Results YTD – TMPI
 - TOT revenue of \$84,000 was on budget.
 - Expenditures of \$114,000 before overhead were \$40,000 over budget.
 - Net loss of \$31,000 before overhead allocation was negative to budget \$40,000.
 - The reforecast of TMPI indicates an over expenditure of \$61,000 relative to budget. Discussions are taking place with the County of Placer and NLTRA Board of Directors to reallocate budgeted funds in Admin to cover this shortfall.
- Operating Results YTD – Membership
 - Membership dues revenue of \$101,000 was \$4,000 over budget. Other Membership revenue of \$17,000 was on budget.
 - Expenses of \$67,000 were \$26,000 below budget due largely to decrease in staffing.
 - Net income of \$50,000 before overhead allocations was \$30,000 favorable to budget.
 - Net income of \$35,000 after overhead allocations was \$21,000 favorable to budget.
 - The reforecast of Membership indicates breakeven results, which would be \$20,000 below budget. The reforecast includes a pending reclass of wages due to the change in responsibilities of the manager of Membership/Director of Public Relations, as well as an anticipated write-off of membership dues receivable of up to \$50,000.
- Operating Results YTD – Administration
 - Total expenses of \$381,000 were \$86,000 below budget due primarily to staff vacancies and professional fees timing.
 - The reforecast of Administration includes a pending budget adjustment reducing budgeted wages and professional fees by approximately \$70,000. After that adjustment, Administration is projected to end the year with expenditures under budget approximately \$27,000.
- Membership cash position as of March 31, 2020
 - Membership activities resulted in a net income \$34,703
 - Deferred revenues of \$81,245 less receivables of \$74,550 contributed an additional \$6,695 in cash
 - A receivable for the Awards Dinner deposit reduced cash by \$20,000
 - Prior years' cumulative negative net results totaled \$17,007
 - Net cash totaled \$4,391, no other funds were required to support Membership activities

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

- Cash balance at month end of \$232,000 was \$364,000 less than prior year due to the reduction of prior fund surpluses in late FY18/19 (\$165,000), lower Accounts Payable (\$278,000), larger Prepaid Expenses (\$28,000) partially offset by higher net operating results (\$106,000).
- Accounts payable of \$86,000 were \$278,000 less than prior year due to timing
- Unrestricted Net Assets Equity of \$25,000 was \$165,000 less than prior year due to approved expenditures exceeding FY18/19 funding by \$165,000
- Net Income of \$178,000 was \$106,000 greater than prior year

- Year-to-date funding from NLTRA and IVCBVB of \$1,938,000 was on budget
- Consumer Marketing expenditures of \$912,000 were \$74,000 or 7% below budget
- Leisure Sales expenditures of \$129,000 were \$51,000 or 28% below budget
- Public Relations expenses of \$202,000 were \$39,000 or 16% below budget
- Conference Sales expenditures of \$93,000 were \$29,000 or 23% below budget
- Trade Show expenditures of \$62,000 were \$30,000 or 30% below budget
- Committed & Administrative expenditures of \$273,000 were \$33,000 or 13% over budget
- Website & Maintenance expenses of \$90,000 were \$14,000 over budget due primarily to higher than anticipated costs associated with upgrading the website
- Net income of \$178,000 was better than budget by \$178,000
- A reforecast for the fiscal year of the NLT Marketing Cooperative is in process. The duration of travel restrictions and the collection of TOT for our IVCBVB partner will impact the year's expenditures and income. Despite a potential reduction in the funding contribution from IVCBVB TOT, which is dependent on actual receipts, the Coop net results will be significantly underspent relative to budget. NLTRA TOT funding from Placer County is not anticipated to be impacted in this fiscal year.

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

March 31, 2020

North Lake Tahoe Resort Association
Balance Sheet
As of March 31, 2020

| | <u>Mar 31, 20</u> | <u>Mar 31, 19</u> | <u>\$ Change</u> | <u>% Change</u> | <u>Jun 30, 19</u> |
|---|-------------------|-------------------|------------------|-----------------|-------------------|
| ASSETS | | | | | |
| Current Assets | | | | | |
| Checking/Savings | | | | | |
| 1001-00 · Petty Cash | 158 | 159 | (1) | (1%) | 116 |
| 1003-00 · Cash - Operations BOTW #6712 | 598,954 | 339,598 | 259,356 | 76% | 332,281 |
| 1007-00 · Cash - Payroll BOTW #7421 | 2,949 | 9,680 | (6,731) | (70%) | 11,572 |
| 1008-00 · Marketing Reserve - Plumas | 50,300 | 50,225 | 75 | 0% | 50,244 |
| 1009-00 · Cash Flow Reserve - Plumas | 100,801 | 100,600 | 201 | 0% | 100,650 |
| 1071-00 · Payroll Reserves BOTW #8163 | 29,582 | 29,582 | 0 | 0% | 29,582 |
| 1080-00 · Special Events BOTW #1626 | 98,395 | 128,553 | (30,158) | (23%) | 138,243 |
| 10950 · Cash in Drawer | 139 | 772 | (633) | (82%) | 1,678 |
| Total Checking/Savings | 881,278 | 659,169 | 222,109 | 34% | 664,366 |
| Accounts Receivable | | | | | |
| 1200-00 · Quickbooks Accounts Receivable | 50,212 | 10,938 | 39,274 | 359% | 24,817 |
| 1290-00 · A/R - TOT | 230,261 | 327,463 | (97,202) | (30%) | 57,504 |
| Total Accounts Receivable | 280,473 | 338,401 | (57,928) | (17%) | 82,321 |
| Other Current Assets | | | | | |
| 1200-99 · AR Other | 726 | 112 | 614 | 548% | 10 |
| 1201-00 · Member Accounts Receivable | | | | | |
| 1201-01 · Member AR - Member Dues | 72,450 | 27,330 | 45,120 | 165% | 2,720 |
| 1201-03 · Member AR - Other | 2,100 | 0 | 2,100 | 100% | 3,745 |
| 1201-00 · Member Accounts Receivable - Other | 0 | 1,465 | (1,465) | (100%) | 0 |
| Total 1201-00 · Member Accounts Receivable | 74,550 | 28,795 | 45,755 | 159% | 6,465 |
| 1201-02 · Allowance for Doubtful Accounts | (2,775) | (2,775) | 0 | 0% | (1,587) |
| 12100 · Inventory Asset | | | | | |
| 25300 · Gift Cards Outstanding | 18 | 0 | 18 | 100% | 15 |
| 12100 · Inventory Asset - Other | 22,880 | 23,007 | (127) | (1%) | 22,015 |
| Total 12100 · Inventory Asset | 22,898 | 23,007 | (109) | (0%) | 22,030 |
| 1299 · Receivable from NLTMC | 0 | 27,025 | (27,025) | (100%) | 15,703 |
| 1490-00 · Security Deposits | 1,150 | 1,610 | (460) | (29%) | 1,250 |
| Total Other Current Assets | 96,549 | 77,774 | 18,775 | 24% | 43,871 |
| Total Current Assets | 1,258,300 | 1,075,344 | 182,956 | 17% | 790,558 |
| Fixed Assets | | | | | |
| 1700-00 · Furniture & Fixtures | 45,289 | 68,768 | (23,479) | (34%) | 45,289 |
| 1701-00 · Accum. Depr. - Furn & Fix | (45,289) | (68,768) | 23,479 | 34% | (45,289) |
| 1740-00 · Computer Equipment | 4,270 | 8,436 | (4,166) | (49%) | 4,270 |
| 1741-00 · Accum. Depr. - Computer Equip | (4,269) | (8,435) | 4,166 | 49% | (4,269) |
| 1750-00 · Computer Software | 20,493 | 21,520 | (1,027) | (5%) | 20,493 |
| 1751-00 · Accum. Amort. - Software | (20,147) | (19,759) | (388) | (2%) | (19,085) |
| 1770-00 · Leasehold Improvements | 24,284 | 24,284 | 0 | 0% | 24,284 |
| 1771-00 · Accum. Amort - Leasehold Impr | (24,284) | (24,284) | 0 | 0% | (24,284) |
| Total Fixed Assets | 347 | 1,762 | (1,415) | (80%) | 1,409 |
| Other Assets | | | | | |
| 1400-00 · Prepaid Expenses | | | | | |
| 1410-00 · Prepaid Insurance | 11,946 | 15,424 | (3,478) | (23%) | 14,312 |
| 1430-00 · Prepaid 1st Class Postage | 100 | 500 | (400) | (80%) | 100 |
| 1400-00 · Prepaid Expenses - Other | 2,992 | 7,030 | (4,038) | (57%) | 3,964 |

North Lake Tahoe Resort Association
Balance Sheet
As of March 31, 2020

| | <u>Mar 31, 20</u> | <u>Mar 31, 19</u> | <u>\$ Change</u> | <u>% Change</u> | <u>Jun 30, 19</u> |
|--|-------------------------|-------------------------|-----------------------|-------------------|-----------------------|
| Total 1400-00 · Prepaid Expenses | 15,038 | 22,954 | (7,916) | (34%) | 18,376 |
| Total Other Assets | 15,038 | 22,954 | (7,916) | (34%) | 18,376 |
| TOTAL ASSETS | <u>1,273,685</u> | <u>1,100,060</u> | <u>173,625</u> | <u>16%</u> | <u>810,343</u> |
| LIABILITIES & EQUITY | | | | | |
| Liabilities | | | | | |
| Current Liabilities | | | | | |
| Accounts Payable | | | | | |
| 2000-00 · Accounts Payable | 41,558 | 50,428 | (8,870) | (18%) | 73,556 |
| Total Accounts Payable | 41,558 | 50,428 | (8,870) | (18%) | 73,556 |
| Other Current Liabilities | | | | | |
| 21000 · Salaries/Wages/Payroll Liabilit | | | | | |
| 2100-00 · Salaries / Wages Payable | 15,983 | 10,252 | 5,731 | 56% | 20,922 |
| 2101-00 · Incentive Payable | 49,860 | 66,304 | (16,444) | (25%) | 58,630 |
| 2102-00 · Commissions Payable | 7,286 | 1,941 | 5,345 | 275% | 7,132 |
| 2120-00 · Empl. Federal Tax Payable | 7,204 | 4,604 | 2,600 | 56% | 9,775 |
| 2175-00 · 401 (k) Plan | 2,299 | 2,068 | 231 | 11% | 4,369 |
| 2180-00 · Estimated PTO Liability | 36,333 | 46,667 | (10,334) | (22%) | 52,993 |
| Total 21000 · Salaries/Wages/Payroll Liabilit | 118,965 | 131,836 | (12,871) | (10%) | 153,821 |
| 2190-00 · Sales and Use Tax Payable | | | | | |
| 2195-00 · Use Tax Payable | 10 | 16 | (6) | (38%) | 827 |
| 25500 · *Sales Tax Payable | 1,035 | 771 | 264 | 34% | 2,307 |
| 2190-00 · Sales and Use Tax Payable - Other | 0 | 64 | (64) | (100%) | 0 |
| Total 2190-00 · Sales and Use Tax Payable | 1,045 | 851 | 194 | 23% | 3,134 |
| 2250-00 · Accrued Expenses | 0 | 339 | (339) | (100%) | 59,690 |
| 2300-00 · Marketing Cooperative Liabili | 8,910 | 0 | 8,910 | 100% | 0 |
| 2400-11 · Deferred Revenue - Marketing | 37,000 | 0 | 37,000 | 100% | 0 |
| 2400-60 · Deferred Revenue- Member Dues | 81,245 | 83,942 | (2,697) | (3%) | 57,969 |
| 2500-00 · Deferred Revenue - TMBC | 1,290 | 900 | 390 | 43% | 840 |
| 2650-00 · Deferred Rev - Events | 2,255 | 3,001 | (746) | (25%) | 0 |
| 2651-00 · Deferred Rev - Conference | 0 | 1,100 | (1,100) | (100%) | 0 |
| 2700-00 · Deferred Rev. County | 350,305 | 350,305 | 0 | 0% | 0 |
| 2800-00 · Suspense | 0 | 4,137 | (4,137) | (100%) | 0 |
| 2900-00 · Due To/From County of Placer | 19,871 | 0 | 19,871 | 100% | 19,871 |
| Total Other Current Liabilities | 620,886 | 576,411 | 44,475 | 8% | 295,325 |
| Total Current Liabilities | 662,444 | 626,839 | 35,605 | 6% | 368,881 |
| Total Liabilities | 662,444 | 626,839 | 35,605 | 6% | 368,881 |
| Equity | | | | | |
| 32000 · Unrestricted Net Assets | (17,007) | (11,669) | (5,338) | (46%) | (11,669) |
| 3300-11 · Designated Marketing Reserve | 308,202 | 275,755 | 32,447 | 12% | 308,202 |
| 3301 · Cash Flow Reserve | 100,248 | 100,248 | 0 | 0% | 100,248 |
| 3302 · Marketing Cash Reserve | 50,018 | 50,018 | 0 | 0% | 50,018 |
| Net Income | 169,776 | 58,867 | 110,909 | 188% | (5,338) |
| Total Equity | 611,237 | 473,219 | 138,018 | 29% | 441,461 |
| TOTAL LIABILITIES & EQUITY | <u>1,273,681</u> | <u>1,100,058</u> | <u>173,623</u> | <u>16%</u> | <u>810,342</u> |

North Lake Tahoe Resort Association

A/R Aging Summary

As of March 31, 2020

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> |
|---|--------------------------|-------------------------|--------------------|------------------------|-------------------------|--------------------------|
| County of Placer | 230,260.50 | 0.00 | 0.00 | 0.00 | 0.00 | 230,260.50 |
| Edgewood Tahoe | 0.00 | 5,851.50 | 0.00 | 0.00 | 0.00 | 5,851.50 |
| Hyatt Regency Lake Tahoe Resort, Spa & Ca | 0.00 | 6,619.00 | 0.00 | 0.00 | 0.00 | 6,619.00 |
| Incline Community Business Association | 0.00 | 1,000.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| Nevada Division of Tourism | 0.00 | 0.00 | 0.00 | 5,000.00 | 0.00 | 5,000.00 |
| Ritz-Carlton Lake Tahoe | 0.00 | 0.00 | 0.00 | 0.00 | 2,050.10 | 2,050.10 |
| Squaw Valley Resort | 20,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 20,000.00 |
| The Village at Squaw Valley | 0.00 | 0.00 | 0.00 | 0.00 | 9,690.92 | 9,690.92 |
| TOTAL | <u>250,260.50</u> | <u>13,470.50</u> | <u>0.00</u> | <u>5,000.00</u> | <u>11,741.02</u> | <u>280,472.02</u> |



Aging by Revenue Item

As of 3/31/2020

| Invoice ID | Invoice Date | Due Date | Not Yet Due | 0-30 | 31-60 | 61-90 | 91-120 | 120+ | Total |
|--|------------------------------|-------------------------|-------------|------------|-------------|------------|------------|------------|-------------|
| Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable: Member AR - Member Dues) | | | | | | | | | |
| 101-200 | Employees | Membership Dues | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$940.00 | \$940.00 |
| 11-20 | Employees | Membership Dues | \$1,035.00 | \$345.00 | \$345.00 | \$0.00 | \$0.00 | \$670.00 | \$2,395.00 |
| 1-5 | Employees | Membership Dues | \$2,360.00 | \$2,360.00 | \$2,360.00 | \$855.00 | \$570.00 | \$2,850.00 | \$11,355.00 |
| 21-50 | Employees | Membership Dues | \$540.00 | \$540.00 | \$3,780.00 | \$835.00 | \$1,560.00 | \$1,040.00 | \$8,295.00 |
| 50-100 | Employees | Membership Dues | \$750.00 | \$0.00 | \$0.00 | \$0.00 | \$725.00 | \$0.00 | \$1,475.00 |
| 6-10 | Employees | Membership Dues | \$0.00 | \$325.00 | \$10,050.00 | \$315.00 | \$0.00 | \$945.00 | \$11,635.00 |
| | Financial Institutions | Membership | \$700.00 | \$0.00 | \$2,100.00 | \$700.00 | \$0.00 | \$0.00 | \$3,500.00 |
| | Non-Profit | Membership Dues Totals: | \$680.00 | \$340.00 | \$1,700.00 | \$330.00 | \$0.00 | \$660.00 | \$3,710.00 |
| | PUD | Membership Dues Totals: | \$0.00 | \$0.00 | \$830.00 | \$0.00 | \$0.00 | \$0.00 | \$830.00 |
| | Ski Resorts | Membership Dues Totals: | \$0.00 | \$0.00 | \$28,315.00 | \$0.00 | \$0.00 | \$0.00 | \$28,315.00 |
| 1201-01 | Member AR | Membership Dues | \$6,065.00 | \$3,910.00 | \$49,480.00 | \$3,035.00 | \$2,855.00 | \$7,105.00 | \$72,450.00 |
| Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable: Member AR - Other) | | | | | | | | | |
| | Eblast | Totals: | \$235.00 | \$585.00 | \$175.00 | \$0.00 | \$0.00 | \$175.00 | \$1,170.00 |
| | 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 | \$0.00 | \$165.00 | \$0.00 | \$0.00 | \$165.00 |
| | Tuesday Morning | Breakfast Club | \$0.00 | \$0.00 | \$565.00 | \$0.00 | \$0.00 | \$0.00 | \$565.00 |
| 1201-03 | Member Accounts Receivable - | | \$235.00 | \$585.00 | \$740.00 | \$165.00 | \$0.00 | \$375.00 | \$2,100.00 |
| GRAND TOTALS | | | \$6,300.00 | \$4,495.00 | \$50,220.00 | \$3,200.00 | \$2,855.00 | \$7,480.00 | \$74,550.00 |

North Lake Tahoe Resort Association

A/P Aging Summary

As of March 31, 2020

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> |
|---|-------------------------|-------------------------|--------------------|--------------------|----------------------|-------------------------|
| ADP | 553.07 | 0.00 | 0.00 | 0.00 | 0.00 | 553.07 |
| Alpen Sierra Coffee Roasting Company, Inc | 99.00 | 0.00 | 0.00 | 0.00 | 0.00 | 99.00 |
| Alpenglow Sports, Inc. | 0.00 | 2,500.00 | 0.00 | 0.00 | 0.00 | 2,500.00 |
| Amber Burke | 5.75 | 0.00 | 0.00 | 0.00 | 190.36 | 196.11 |
| Anne-Karin Atwood* | 60.85 | 0.00 | 0.00 | 0.00 | 0.00 | 60.85 |
| Annie's Cleaning Service | 550.00 | 0.00 | 0.00 | 0.00 | 0.00 | 550.00 |
| AT & T* | 830.33 | 0.00 | 0.00 | 0.00 | 0.00 | 830.33 |
| Bank of the West Bank Card Center | 2,149.35 | 0.00 | 0.00 | 0.00 | 0.00 | 2,149.35 |
| Carla Platt | 0.00 | 148.69 | 0.00 | 0.00 | 0.00 | 148.69 |
| Cintas Corporation #623 | 181.82 | 0.00 | 0.00 | 0.00 | 0.00 | 181.82 |
| Civitas | 0.00 | 5,200.00 | 0.00 | 0.00 | 0.00 | 5,200.00 |
| Crux Events | 0.00 | 4,120.00 | 0.00 | 0.00 | 0.00 | 4,120.00 |
| CSG Direct, Inc. | 0.00 | 3,410.98 | 0.00 | 0.00 | 0.00 | 3,410.98 |
| FedEx | 0.00 | 29.11 | 0.00 | 0.00 | 0.00 | 29.11 |
| FP Mailing Solutions | 118.89 | 0.00 | 0.00 | 0.00 | 0.00 | 118.89 |
| InBloom Marketing | 0.00 | 115.00 | 0.00 | 0.00 | 0.00 | 115.00 |
| Johnson Controls Fire Protection LP | 86.75 | 0.00 | 0.00 | 0.00 | 0.00 | 86.75 |
| Kym Fabel | 54.90 | 0.00 | 0.00 | 0.00 | 0.00 | 54.90 |
| Liz Bowling | 16.33 | 0.00 | 0.00 | 0.00 | 0.00 | 16.33 |
| Lonny Reed | 0.00 | 100.00 | 0.00 | 0.00 | 0.00 | 100.00 |
| McClintock Accountancy | 532.00 | 0.00 | 0.00 | 0.00 | 0.00 | 532.00 |
| Office Boss | 0.00 | 148.54 | 0.00 | 0.00 | 0.00 | 148.54 |
| Paige Bechdolt | 0.00 | 0.00 | 0.00 | 0.00 | 8.72 | 8.72 |
| Porter Simon* | 560.00 | 0.00 | 0.00 | 0.00 | 0.00 | 560.00 |
| Principal Financial Group | 0.00 | 1,800.81 | 0.00 | 0.00 | 0.00 | 1,800.81 |
| Ray Morgan Company, LLC | 0.00 | 774.35 | 0.00 | 0.00 | 0.00 | 774.35 |
| Rob Kautz | 7,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 7,000.00 |
| Sarah Winters | 39.00 | 0.00 | 0.00 | 0.00 | 0.00 | 39.00 |
| Sierra Sun* | 0.00 | 236.25 | 0.00 | 0.00 | 0.00 | 236.25 |
| SnowFest! | 492.00 | 0.00 | 0.00 | 0.00 | 0.00 | 492.00 |
| Southwest Gas Corporation* | 186.97 | 0.00 | 0.00 | 0.00 | 0.00 | 186.97 |
| Swigard's True Value Hardware, Inc.* | 0.00 | 52.49 | 0.00 | 0.00 | 0.00 | 52.49 |
| Tahoe House, Inc.* | 48.80 | 0.00 | 0.00 | 0.00 | 0.00 | 48.80 |
| Tahoe Quarterly* | 0.00 | 0.00 | 0.00 | 0.00 | 168.00 | 168.00 |
| Tahoe Toffee Candy Company | 116.00 | 0.00 | 0.00 | 0.00 | 0.00 | 116.00 |
| Tahoe Truckee Sierra Disposal* | 236.67 | 0.00 | 0.00 | 0.00 | 0.00 | 236.67 |
| The Abbi Agency, Inc. | 7,539.69 | 0.00 | 0.00 | 0.00 | 0.00 | 7,539.69 |
| The Paper Trail* | 0.00 | 375.00 | 0.00 | 0.00 | 0.00 | 375.00 |
| The Store...Copies and More | 0.00 | 90.09 | 0.00 | 0.00 | 0.00 | 90.09 |
| Van Siclen, DeWitt | 88.78 | 0.00 | 0.00 | 0.00 | 0.00 | 88.78 |
| Wells Fargo Financial Leasing | 365.37 | 0.00 | 0.00 | 0.00 | 0.00 | 365.37 |
| Wholesale Resort Accessories, Inc. | 0.00 | 0.00 | 0.00 | 0.00 | 78.00 | 78.00 |
| YIG Administration | 99.76 | 0.00 | 0.00 | 0.00 | 0.00 | 99.76 |
| TOTAL | <u>22,012.08</u> | <u>19,101.31</u> | <u>0.00</u> | <u>0.00</u> | <u>445.08</u> | <u>41,558.47</u> |

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through March 2020

| | Jul '19 - Mar 20 | Jul '18 - Mar 19 | \$ Change | % Change |
|---|------------------|------------------|-----------|----------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4050-00 · County of Placer TOT Funding | 2,829,952 | 2,753,562 | 76,391 | 3% |
| 4200-00 · Membership Dues Revenue | 101,115 | 102,085 | -970 | -1% |
| 4205-00 · Conference Dues | 0 | 5,729 | -5,729 | -100% |
| 4250-00 · Revenues-Membership Activities | | | | |
| 4250-01 · Community Awards | | | | |
| 4250-05 · Sponsorships | 1,405 | 0 | 1,405 | 100% |
| Total 4250-01 · Community Awards | 1,405 | 0 | 1,405 | 100% |
| 4250-02 · Chamber Events | 0 | 2,702 | -2,702 | -100% |
| 4250-03 · Summer/Winter Rec Luncheon | 0 | 2,622 | -2,622 | -100% |
| 4251-00 · Tues AM Breakfast Club | | | | |
| 4251-01 · Tues AM Breakfast Club Sponsors | 3,325 | 2,500 | 825 | 33% |
| 4251-00 · Tues AM Breakfast Club - Other | 4,380 | 4,262 | 118 | 3% |
| Total 4251-00 · Tues AM Breakfast Club | 7,705 | 6,762 | 943 | 14% |
| 4250-00 · Revenues-Membership Activities - Other | 7,806 | 3,498 | 4,308 | 123% |
| Total 4250-00 · Revenues-Membership Activities | 16,916 | 15,585 | 1,331 | 9% |
| 4252-00 · Sponsorships | 0 | 600 | -600 | -100% |
| 4253-00 · Revenue- Other | 1,000 | 6 | 994 | 16,567% |
| 4350-00 · Special Events (Marketing) | 0 | 0 | 0 | 0% |
| 4600-00 · Commissions | | | | |
| 4601-00 · Commissions - South Shore | 10,138 | 8,417 | 1,721 | 21% |
| 4600-00 · Commissions - Other | 34,320 | 31,086 | 3,235 | 10% |
| Total 4600-00 · Commissions | 44,459 | 39,503 | 4,956 | 13% |
| 46000 · Merchandise Sales | | | | |
| 4502-00 · Non-Retail VIC income | 9,867 | 2,959 | 6,908 | 233% |
| 46000 · Merchandise Sales - Other | 73,746 | 76,094 | -2,348 | -3% |
| Total 46000 · Merchandise Sales | 83,613 | 79,053 | 4,560 | 6% |
| Total Income | 3,077,055 | 2,996,123 | 80,933 | 3% |
| Cost of Goods Sold | | | | |
| 52900 · Purchases - Resale Items | 0 | 0 | 0 | 0% |
| Total COGS | 0 | 0 | 0 | 0% |
| Gross Profit | 3,077,055 | 2,996,123 | 80,933 | 3% |
| Expense | | | | |
| 5000-00 · Salaries & Wages | | | | |
| 5000-01 · In-Market Administration | 0 | 0 | 0 | 0% |
| 5010-00 · Sales Commissions | 15,512 | 13,205 | 2,307 | 18% |
| 5020-00 · P/R - Tax Expense | 55,344 | 61,573 | -6,228 | -10% |
| 5030-00 · P/R - Health Insurance Expense | 93,438 | 94,350 | -912 | -1% |
| 5040-00 · P/R - Workmans Comp | 7,187 | 5,438 | 1,749 | 32% |
| 5060-00 · 401 (k) | 24,699 | 26,363 | -1,664 | -6% |
| 5070-00 · Other Benefits and Expenses | 2,685 | 3,356 | -671 | -20% |
| 5000-00 · Salaries & Wages - Other | 648,217 | 777,749 | -129,532 | -17% |
| Total 5000-00 · Salaries & Wages | 847,083 | 982,035 | -134,952 | -14% |
| 5100-00 · Rent | | | | |
| 5110-00 · Utilities | 7,862 | 9,159 | -1,297 | -14% |
| 5140-00 · Repairs & Maintenance | 6,459 | 12,507 | -6,048 | -48% |
| 5150-00 · Office - Cleaning | 6,250 | 4,790 | 1,460 | 31% |
| 5100-00 · Rent - Other | 117,585 | 115,112 | 2,473 | 2% |
| Total 5100-00 · Rent | 138,156 | 141,568 | -3,412 | -2% |
| 5310-00 · Telephone | | | | |
| 5320-00 · Telephone | 17,688 | 20,157 | -2,469 | -12% |
| 5350-00 · Internet | 0 | 25 | -25 | -100% |
| Total 5310-00 · Telephone | 17,688 | 20,182 | -2,494 | -12% |
| 5420-00 · Mail - USPS | | | | |
| 5480-00 · Mail - Fed Ex | 0 | 84 | -84 | -100% |
| 5420-00 · Mail - USPS - Other | 1,417 | 2,025 | -608 | -30% |
| Total 5420-00 · Mail - USPS | 1,417 | 2,109 | -692 | -33% |
| 5510-00 · Insurance/Bonding | 9,673 | 5,572 | 4,101 | 74% |
| 5520-00 · Supplies | | | | |

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through March 2020

| | Jul '19 - Mar 20 | Jul '18 - Mar 19 | \$ Change | % Change |
|--|------------------|------------------|----------------|-------------|
| 5525-00 · Supplies- Computer <\$1000 | 794 | 3,940 | -3,146 | -80% |
| 5520-00 · Supplies - Other | 28,610 | 10,966 | 17,644 | 161% |
| Total 5520-00 · Supplies | 29,405 | 14,906 | 14,499 | 97% |
| 5610-00 · Depreciation | 1,062 | 1,279 | -218 | -17% |
| 5700-00 · Equipment Support & Maintenance | 19,422 | 2,686 | 16,736 | 623% |
| 5710-00 · Taxes, Licenses & Fees | 9,482 | 8,183 | 1,300 | 16% |
| 5740-00 · Equipment Rental/Leasing | 6,676 | 11,102 | -4,426 | -40% |
| 5800-00 · Training Seminars | 4,513 | 7,939 | -3,426 | -43% |
| 5850-00 · Artist of Month - Commissions | 9,927 | 2,413 | 7,515 | 312% |
| 5900-00 · Professional Fees | | | | |
| 5910-00 · Professional Fees - Attorneys | 4,320 | 1,000 | 3,320 | 332% |
| 5920-00 · Professional Fees - Accountant | 21,825 | 21,000 | 825 | 4% |
| 5921-00 · Professional Fees - Other | 91,498 | 6,610 | 84,888 | 1,284% |
| Total 5900-00 · Professional Fees | 117,643 | 28,610 | 89,033 | 311% |
| 5941-00 · Research & Planning | 0 | 18,720 | -18,720 | -100% |
| 6020-00 · Programs | | | | |
| 6016-00 · Special Event Partnership | 19,000 | 21,000 | -2,000 | -10% |
| Total 6020-00 · Programs | 19,000 | 21,000 | -2,000 | -10% |
| 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% |
| 6421-05 · No Barriers | 0 | 8,400 | -8,400 | -100% |
| 6421-06 · Spartan | 254,019 | 254,000 | 19 | 0% |
| 6421-07 · Tahoe Lacrosse Tournament | 6,000 | 5,000 | 1,000 | 20% |
| 6421-08 · Tough Mudder | 0 | 0 | 0 | 0% |
| 6421-09 · Wanderlust | 0 | 30,000 | -30,000 | -100% |
| 6421-10 · WinterWonderGrass - Tahoe | 21,120 | 19,447 | 1,673 | 9% |
| 6421-13 · Big Blue Adventure | 0 | 0 | 0 | 0% |
| 6421-16 · Mountain Travel Symposium | 10,078 | 5,000 | 5,078 | 102% |
| Total 6420-01 · Sponsorships | 350,885 | 396,125 | -45,240 | -11% |
| 6421-00 · New Event Development | 0 | 27,500 | -27,500 | -100% |
| 6422-00 · Event Media | 0 | 0 | 0 | 0% |
| 6424-00 · Event Operation Expenses | 1,617 | 2,056 | -439 | -21% |
| Total 6420-00 · Events | 352,502 | 425,681 | -73,180 | -17% |
| 6423-00 · Membership Activities | | | | |
| 6434-00 · Community Awards Dinner | 1,215 | 1,115 | 100 | 9% |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 633 | 3,469 | -2,836 | -82% |
| 6437-00 · Tuesday Morning Breakfast Club | 2,724 | 4,120 | -1,396 | -34% |
| 6441-00 · Membership - Miscellaneous Exp | 0 | 60 | -60 | -100% |
| 6442-00 · Public Relations/Website | 4,179 | 16,191 | -12,012 | -74% |
| 6444-00 · Trades | 0 | 0 | 0 | 0% |
| 6423-00 · Membership Activities - Other | 1,894 | 7,802 | -5,908 | -76% |
| Total 6423-00 · Membership Activities | 10,645 | 32,756 | -22,111 | -68% |
| 6730-00 · Marketing Cooperative/Media | 1,190,611 | 1,094,871 | 95,740 | 9% |
| 6740-00 · Media/Collateral/Production | 413 | 1,278 | -864 | -68% |
| 6742-00 · Non-NLT Co-Op Marketing Program | 9,529 | 19,979 | -10,450 | -52% |
| 6743-00 · BACC Marketing Programs | | | | |
| 6743-01 · Shop Local | 10,557 | 7,349 | 3,208 | 44% |
| 6743-03 · Touch Lake Tahoe | 19,788 | 8,000 | 11,788 | 147% |
| 6743-04 · High Notes | 0 | 0 | 0 | 0% |
| 6743-05 · Peak Your Adventure | -1,000 | 1,000 | -2,000 | -200% |
| Total 6743-00 · BACC Marketing Programs | 29,345 | 16,349 | 12,996 | 80% |
| 7500-00 · Trade Shows/Travel | 3,722 | 372 | 3,350 | 900% |
| 8100-00 · Cost of Goods Sold | | | | |
| 51100 · Freight and Shipping Costs | 885 | 943 | -57 | -6% |
| 52500 · Purchase Discounts | -101 | -40 | -60 | -150% |
| 59900 · POS Inventory Adjustments | 351 | 28 | 323 | 1,148% |
| 8100-00 · Cost of Goods Sold - Other | 39,399 | 41,280 | -1,881 | -5% |
| Total 8100-00 · Cost of Goods Sold | 40,535 | 42,210 | -1,676 | -4% |
| 8200-00 · Associate Relations | 1,042 | 2,185 | -1,143 | -52% |

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

Accrual Basis

July 2019 through March 2020

| | Jul '19 - Mar 20 | Jul '18 - Mar 19 | \$ Change | % Change |
|---|------------------|------------------|----------------|-------------|
| 8300-00 · Board Functions | 21,334 | 6,178 | 15,155 | 245% |
| 8500-00 · Credit Card Fees | 4,568 | 4,822 | -254 | -5% |
| 8600-00 · Additional Opportunites | 0 | 62 | -62 | -100% |
| 8700-00 · Automobile Expenses | 1,967 | 4,114 | -2,147 | -52% |
| 8750-00 · Meals/Meetings | 1,346 | 3,247 | -1,901 | -59% |
| 8810-00 · Dues & Subscriptions | 5,583 | 6,278 | -695 | -11% |
| 8910-00 · Travel | 0 | 3,654 | -3,654 | -100% |
| 8920-00 · Bad Debt | 3,199 | 5,123 | -1,924 | -38% |
| Total Expense | 2,907,487 | 2,937,463 | -29,976 | -1% |
| Net Ordinary Income | 169,568 | 58,660 | 110,909 | 189% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 4700-00 · Revenues- Interest & Investment | 208 | 207 | 0 | 0% |
| Total Other Income | 208 | 207 | 0 | 0% |
| Other Expense | | | | |
| Balancing Adjustments | 0 | 0 | 0 | 0% |
| 8990-00 · Allocated | 0 | 0 | 0 | 0% |
| Total Other Expense | 0 | 0 | 0 | 0% |
| Net Other Income | 208 | 207 | 0 | 0% |
| Net Income | 169,776 | 58,867 | 110,909 | 188% |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar ... | YTD Budget | \$ Over Budget | Annual Bud... |
|---|----------------|----------------|-----------------|-------------------|------------------|------------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 230,261 | 269,926 | (39,666) | 2,829,952 | 3,015,524 | (185,571) | 3,914,430 |
| 4200-00 · Membership Dues Revenue | 11,321 | 10,833 | 488 | 101,115 | 97,500 | 3,615 | 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 | 1,405 | 0 | 1,405 | 1,405 | 0 | 1,405 | 17,000 |
| 4250-01 · Community Awards - Other | 0 | 0 | 0 | 0 | 0 | 0 | 16,000 |
| Total 4250-01 · Community Awards | 1,405 | 0 | 1,405 | 1,405 | 0 | 1,405 | 50,000 |
| 4250-02 · Chamber Events | | | | | | | |
| 4250-03 · Summer/Winter Rec Luncheon | 0 | 1,300 | (1,300) | 0 | 2,500 | (2,500) | 2,500 |
| 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 | 375 | 636 | (261) | 4,380 | 5,091 | (711) | 7,000 |
| Total 4251-00 · Tues AM Breakfast Club | 375 | 636 | (261) | 7,705 | 8,091 | (386) | 10,000 |
| 4250-00 · Revenues-Membership Activities - Other | | | | | | | |
| 4250-00 · Revenues-Membership Activities - Other | 430 | 100 | 330 | 7,806 | 3,400 | 4,406 | 4,000 |
| Total 4250-00 · Revenues-Membership Activities | 2,210 | 2,036 | 174 | 16,916 | 16,691 | 225 | 69,200 |
| 4253-00 · Revenue- Other | | | | | | | |
| 4253-00 · Revenue- Other | 0 | 0 | 0 | 1,000 | 0 | 1,000 | 0 |
| 4600-00 · Commissions | | | | | | | |
| 4601-00 · Commissions - South Shore | 0 | 0 | 0 | 10,138 | 0 | 10,138 | 0 |
| 4600-00 · Commissions - Other | (225) | 0 | (225) | 34,320 | 28,276 | 6,044 | 28,276 |
| Total 4600-00 · Commissions | (225) | 0 | (225) | 44,459 | 28,276 | 16,183 | 28,276 |
| 46000 · Merchandise Sales | | | | | | | |
| 4502-00 · Non-Retail VIC income | 2,464 | 400 | 2,064 | 9,867 | 3,600 | 6,267 | 4,800 |
| 46000 · Merchandise Sales - Other | 468 | 5,500 | (5,032) | 73,746 | 76,600 | (2,854) | 108,100 |
| Total 46000 · Merchandise Sales | 2,932 | 5,900 | (2,968) | 83,613 | 80,200 | 3,413 | 112,900 |
| Total Income | 246,499 | 288,696 | (42,196) | 3,077,055 | 3,238,190 | (161,135) | 4,254,806 |
| Gross Profit | 246,499 | 288,696 | (42,196) | 3,077,055 | 3,238,190 | (161,135) | 4,254,806 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5010-00 · Sales Commissions | (8) | 800 | (808) | 15,512 | 7,200 | 8,312 | 9,600 |
| 5020-00 · P/R - Tax Expense | 5,369 | 7,281 | (1,913) | 55,344 | 65,014 | (9,669) | 84,163 |
| 5030-00 · P/R - Health Insurance Expense | 7,168 | 11,868 | (4,700) | 93,438 | 106,812 | (13,374) | 142,416 |
| 5040-00 · P/R - Workmans Comp | 680 | 1,149 | (469) | 7,187 | 10,550 | (3,363) | 13,981 |
| 5060-00 · 401 (k) | 2,153 | 3,526 | (1,373) | 24,699 | 31,416 | (6,717) | 41,981 |
| 5061-00 · 401k Profit Sharing | 0 | 80 | (80) | 0 | 720 | (720) | 960 |
| 5070-00 · Other Benefits and Expenses | 261 | 413 | (153) | 2,685 | 3,720 | (1,035) | 5,040 |
| 5000-00 · Salaries & Wages - Other | 85,562 | 88,142 | (2,580) | 648,217 | 785,228 | (137,011) | 1,049,304 |
| Total 5000-00 · Salaries & Wages | 101,186 | 113,260 | (12,075) | 847,083 | 1,010,659 | (163,576) | 1,347,445 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 872 | 1,079 | (207) | 7,862 | 9,693 | (1,831) | 12,899 |
| 5140-00 · Repairs & Maintenance | 1,018 | 1,494 | (476) | 6,459 | 15,469 | (9,010) | 21,938 |
| 5150-00 · Office - Cleaning | 550 | 704 | (154) | 6,250 | 6,429 | (179) | 10,362 |
| 5100-00 · Rent - Other | 13,079 | 13,108 | (29) | 117,585 | 113,829 | 3,756 | 151,529 |
| Total 5100-00 · Rent | 15,519 | 16,385 | (866) | 138,156 | 145,419 | (7,264) | 196,728 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 2,268 | 2,042 | 226 | 17,688 | 18,608 | (920) | 24,134 |
| Total 5310-00 · Telephone | 2,268 | 2,042 | 226 | 17,688 | 18,608 | (920) | 24,134 |
| 5420-00 · Mail - USPS | | | | | | | |
| 5420-00 · Mail - USPS | 0 | 213 | (213) | 1,417 | 1,938 | (521) | 2,578 |
| 5510-00 · Insurance/Bonding | | | | | | | |
| 5520-00 · Supplies | 269 | 795 | (526) | 9,673 | 7,219 | 2,454 | 9,604 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 435 | (435) | 794 | 8,208 | (7,414) | 10,442 |
| 5520-00 · Supplies - Other | 6,010 | 3,230 | 2,780 | 28,610 | 26,141 | 2,469 | 29,248 |
| Total 5520-00 · Supplies | 6,010 | 3,664 | 2,346 | 29,405 | 34,350 | (4,945) | 39,690 |
| 5610-00 · Depreciation | | | | | | | |
| 5610-00 · Depreciation | 118 | 158 | (40) | 1,062 | 1,418 | (356) | 1,656 |
| 5700-00 · Equipment Support & Maintenance | | | | | | | |
| 5710-00 · Taxes, Licenses & Fees | 7,527 | 2,476 | 5,051 | 19,422 | 22,404 | (2,982) | 29,952 |
| 5740-00 · Equipment Rental/Leasing | 920 | 1,062 | (142) | 9,482 | 9,710 | (228) | 12,895 |
| 5740-00 · Equipment Rental/Leasing | (4,018) | 1,241 | (5,258) | 6,676 | 11,382 | (4,705) | 15,104 |
| 5800-00 · Training Seminars | 0 | 502 | (502) | 4,513 | 9,073 | (4,560) | 12,835 |
| 5850-00 · Artist of Month - Commissions | 641 | 360 | 281 | 9,927 | 3,240 | 6,687 | 4,320 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 560 | 725 | (165) | 4,320 | 6,525 | (2,205) | 9,000 |
| 5920-00 · Professional Fees - Accountant | 0 | 0 | 0 | 21,825 | 22,400 | (575) | 24,900 |
| 5921-00 · Professional Fees - Other | 17,400 | 2,983 | 14,417 | 91,498 | 73,850 | 17,648 | 81,800 |
| Total 5900-00 · Professional Fees | 17,960 | 3,708 | 14,252 | 117,643 | 102,775 | 14,868 | 115,700 |
| 5941-00 · Research & Planning | | | | | | | |
| 5941-00 · Research & Planning | 0 | 1,800 | (1,800) | 0 | 16,200 | (16,200) | 21,600 |
| 6020-00 · Programs | | | | | | | |
| 6016-00 · Special Event Partnership | 5,000 | 10,000 | (5,000) | 19,000 | 25,000 | (6,000) | 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

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar ... | YTD Budget | \$ Over Budget | Annual Bud... |
|--|----------|---------|----------------|-------------------|------------|----------------|---------------|
| Total 6020-00 · Programs | 5,000 | 10,000 | (5,000) | 19,000 | 25,000 | (6,000) | 80,000 |
| 6420-00 · Events | | | | | | | |
| 6420-01 · Sponsorships | | | | | | | |
| 6023-00 · Autumn Food & Wine | 0 | 0 | 0 | 34,668 | 37,495 | (2,827) | 37,495 |
| 6421-01 · 4th of July Fireworks | 0 | 0 | 0 | 0 | 20,000 | (20,000) | 20,000 |
| 6421-04 · Broken Arrow Skyrace | 0 | 0 | 0 | 25,000 | 25,000 | 0 | 25,400 |
| 6421-06 · Spartan | 0 | 0 | 0 | 254,019 | 254,400 | (381) | 254,400 |
| 6421-07 · Tahoe Lacrosse Tournament | 0 | 0 | 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 | 3,440 | 0 | 3,440 | 21,120 | 17,900 | 3,220 | 21,900 |
| 6421-16 · Mountain Travel Symposium | 4,553 | 25,000 | (20,447) | 10,078 | 50,000 | (39,922) | 75,000 |
| Total 6420-01 · Sponsorships | 7,993 | 25,000 | (17,007) | 350,885 | 441,295 | (90,410) | 477,695 |
| 6421-00 · New Event Development | (220) | 2,500 | (2,720) | 0 | 22,500 | (22,500) | 30,000 |
| 6424-00 · Event Operation Expenses | 0 | 667 | (667) | 1,617 | 6,003 | (4,386) | 8,000 |
| Total 6420-00 · Events | 7,773 | 28,167 | (20,394) | 352,502 | 469,798 | (117,296) | 515,695 |
| 6423-00 · Membership Activities | | | | | | | |
| 6434-00 · Community Awards Dinner | (19,925) | 0 | (19,925) | 1,215 | 0 | 1,215 | 27,500 |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 0 | 0 | 633 | 3,500 | (2,867) | 5,000 |
| 6437-00 · Tuesday Morning Breakfast Club | 0 | 545 | (545) | 2,724 | 4,364 | (1,640) | 6,000 |
| 6442-00 · Public Relations/Website | 381 | 417 | (36) | 4,179 | 3,750 | 429 | 5,000 |
| 6423-00 · Membership Activities - Other | 115 | 2,500 | (2,385) | 1,894 | 6,950 | (5,056) | 8,500 |
| Total 6423-00 · Membership Activities | (19,428) | 3,462 | (22,891) | 10,645 | 18,564 | (7,919) | 52,000 |
| 6730-00 · Marketing Cooperative/Media | 83,462 | 83,462 | 0 | 1,190,611 | 1,190,611 | 0 | 1,503,362 |
| 6740-00 · Media/Collateral/Production | 29 | 0 | 29 | 413 | 1,500 | (1,087) | 3,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 395 | 2,500 | (2,105) | 9,529 | 20,410 | (10,881) | 27,910 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Shop Local | 849 | 535 | 314 | 10,557 | 7,883 | 2,673 | 20,000 |
| 6743-03 · Touch Lake Tahoe | 3,691 | 3,500 | 191 | 19,788 | 8,000 | 11,788 | 20,000 |
| 6743-04 · High Notes | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6743-05 · Peak Your Adventure | (1,000) | 0 | (1,000) | (1,000) | 1,000 | (2,000) | 20,000 |
| Total 6743-00 · BACC Marketing Programs | 3,540 | 4,035 | (495) | 29,345 | 16,883 | 12,461 | 80,000 |
| 7500-00 · Trade Shows/Travel | 296 | 0 | 296 | 3,722 | 3,000 | 722 | 3,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 13 | 20 | (7) | 885 | 920 | (35) | 1,190 |
| 52500 · Purchase Discounts | (100) | | | (101) | | | |
| 59900 · POS Inventory Adjustments | 0 | | | 351 | | | |
| 8100-00 · Cost of Goods Sold - Other | 1,500 | 2,750 | (1,250) | 39,399 | 38,300 | 1,099 | 54,050 |
| Total 8100-00 · Cost of Goods Sold | 1,413 | 2,770 | (1,357) | 40,535 | 39,220 | 1,315 | 55,240 |
| 8200-00 · Associate Relations | 0 | 648 | (648) | 1,042 | 5,832 | (4,790) | 7,756 |
| 8300-00 · Board Functions | 1,334 | 500 | 834 | 21,334 | 5,500 | 15,834 | 5,950 |
| 8500-00 · Credit Card Fees | 147 | 389 | (242) | 4,568 | 4,445 | 122 | 7,454 |
| 8600-00 · Additional Opportunites | 0 | 3,500 | (3,500) | 0 | 21,591 | (21,591) | 32,091 |
| 8700-00 · Automobile Expenses | 101 | 543 | (442) | 1,967 | 4,808 | (2,840) | 6,285 |
| 8750-00 · Meals/Meetings | (201) | 461 | (662) | 1,346 | 4,152 | (2,805) | 5,534 |
| 8810-00 · Dues & Subscriptions | 59 | 616 | (557) | 5,583 | 5,642 | (59) | 7,490 |
| 8910-00 · Travel | 0 | 1,400 | (1,400) | 0 | 6,300 | (6,300) | 7,800 |
| 8920-00 · Bad Debt | 300 | 0 | 300 | 3,199 | 0 | 3,199 | 0 |
| Total Expense | 232,618 | 290,118 | (57,500) | 2,907,487 | 3,237,650 | (330,163) | 4,234,808 |
| Net Ordinary Income | 13,882 | (1,422) | 15,304 | 169,568 | 540 | 169,028 | 19,998 |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |
| 4700-00 · Revenues- Interest & Investment | 22 | 0 | 22 | 208 | 0 | 208 | 0 |
| Total Other Income | 22 | 0 | 22 | 208 | 0 | 208 | 0 |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 0 | (1) | 1 | 0 | (2) | 2 | 0 |
| Total Other Expense | 0 | (1) | 1 | 0 | (2) | 2 | 0 |
| Net Other Income | 22 | 1 | 21 | 208 | 2 | 206 | 0 |
| Net Income | 13,904 | (1,421) | 15,325 | 169,776 | 542 | 169,234 | 19,998 |

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

Accrual Basis

11 - Marketing

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar 20 | YTD Budget | \$ Over Budget | Annual Budget |
|--|----------------|----------------|-----------------|------------------|------------------|------------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 160,574 | 200,240 | (39,667) | 2,165,860 | 2,351,435 | (185,576) | 3,044,007 |
| 4253-00 · Revenue- Other | 0 | 0 | 0 | 1,000 | 0 | 1,000 | 0 |
| Total Income | <u>160,574</u> | <u>200,240</u> | <u>(39,667)</u> | <u>2,166,860</u> | <u>2,351,435</u> | <u>(184,576)</u> | <u>3,044,007</u> |
| Gross Profit | 160,574 | 200,240 | (39,667) | 2,166,860 | 2,351,435 | (184,576) | 3,044,007 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5000-01 · In-Market Administration | 1,375 | 1,375 | 0 | 12,375 | 12,375 | 0 | 16,500 |
| 5020-00 · P/R - Tax Expense | 1,635 | 2,037 | (403) | 17,034 | 18,336 | (1,303) | 21,537 |
| 5030-00 · P/R - Health Insurance Expense | 4,187 | 3,667 | 520 | 38,587 | 33,003 | 5,584 | 44,004 |
| 5040-00 · P/R - Workmans Comp | 127 | 178 | (51) | 1,233 | 1,604 | (371) | 2,139 |
| 5060-00 · 401 (k) | 783 | 1,019 | (235) | 7,690 | 9,168 | (1,478) | 12,224 |
| 5070-00 · Other Benefits and Expenses | 128 | 160 | (32) | 1,046 | 1,440 | (394) | 1,920 |
| 5000-00 · Salaries & Wages - Other | 20,537 | 25,467 | (4,930) | 208,809 | 229,203 | (20,394) | 305,604 |
| Total 5000-00 · Salaries & Wages | <u>28,772</u> | <u>33,903</u> | <u>(5,131)</u> | <u>286,774</u> | <u>305,130</u> | <u>(18,356)</u> | <u>403,929</u> |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 142 | 178 | (35) | 1,447 | 1,400 | 47 | 2,001 |
| 5140-00 · Repairs & Maintenance | 92 | 30 | 62 | 415 | 2,289 | (1,874) | 4,367 |
| 5150-00 · Office - Cleaning | 205 | 262 | (57) | 2,333 | 1,660 | 673 | 2,866 |
| 5100-00 · Rent - Other | 2,431 | 2,386 | 45 | 21,921 | 19,466 | 2,455 | 24,200 |
| Total 5100-00 · Rent | <u>2,870</u> | <u>2,855</u> | <u>15</u> | <u>26,117</u> | <u>24,815</u> | <u>1,302</u> | <u>33,434</u> |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 634 | 600 | 34 | 4,958 | 5,400 | (442) | 6,600 |
| Total 5310-00 · Telephone | <u>634</u> | <u>600</u> | <u>34</u> | <u>4,958</u> | <u>5,400</u> | <u>(442)</u> | <u>6,600</u> |
| 5420-00 · Mail - USPS | 0 | 50 | (50) | 458 | 450 | 8 | 600 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 100 | (100) | 0 | 3,400 | (3,400) | 3,700 |
| 5520-00 · Supplies - Other | 70 | 1,500 | (1,430) | 1,124 | 4,050 | (2,926) | 4,750 |
| Total 5520-00 · Supplies | <u>70</u> | <u>1,600</u> | <u>(1,530)</u> | <u>1,124</u> | <u>7,450</u> | <u>(6,326)</u> | <u>8,450</u> |
| 5700-00 · Equipment Support & Maintenance | 0 | 120 | (120) | 0 | 1,080 | (1,080) | 1,440 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 60 | 0 | 60 | 0 |
| 5740-00 · Equipment Rental/Leasing | 132 | 315 | (183) | 1,707 | 2,835 | (1,128) | 3,780 |
| 5800-00 · Training Seminars | 0 | 81 | (81) | 4,424 | 3,285 | 1,138 | 4,785 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 100 | (100) | 0 | 900 | (900) | 1,500 |
| 5921-00 · Professional Fees - Other | 0 | 400 | (400) | 0 | 3,600 | (3,600) | 4,800 |
| Total 5900-00 · Professional Fees | <u>0</u> | <u>500</u> | <u>(500)</u> | <u>0</u> | <u>4,500</u> | <u>(4,500)</u> | <u>6,300</u> |
| 5941-00 · Research & Planning | 0 | 1,500 | (1,500) | 0 | 13,500 | (13,500) | 18,000 |
| 6020-00 · Programs | | | | | | | |
| 6016-00 · Special Event Partnership | 5,000 | 10,000 | (5,000) | 19,000 | 25,000 | (6,000) | 50,000 |
| 6018-00 · Business Assoc. Grants | 0 | 0 | 0 | 0 | 0 | 0 | 30,000 |
| Total 6020-00 · Programs | <u>5,000</u> | <u>10,000</u> | <u>(5,000)</u> | <u>19,000</u> | <u>25,000</u> | <u>(6,000)</u> | <u>80,000</u> |
| 6420-00 · Events | | | | | | | |
| 6420-01 · Sponsorships | | | | | | | |
| 6023-00 · Autumn Food & Wine | 0 | 0 | 0 | 34,668 | 37,495 | (2,827) | 37,495 |
| 6421-01 · 4th of July Fireworks | 0 | 0 | 0 | 0 | 20,000 | (20,000) | 20,000 |
| 6421-04 · Broken Arrow Skyrace | 0 | 0 | 0 | 25,000 | 25,000 | 0 | 25,400 |
| 6421-06 · Spartan | 0 | 0 | 0 | 254,019 | 254,400 | (381) | 254,400 |
| 6421-07 · Tahoe Lacrosse Tournament | 0 | 0 | 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 | 3,440 | 0 | 3,440 | 21,120 | 17,900 | 3,220 | 21,900 |
| 6421-16 · Mountain Travel Symposium | 4,553 | 25,000 | (20,447) | 10,078 | 50,000 | (39,922) | 75,000 |
| Total 6420-01 · Sponsorships | <u>7,993</u> | <u>25,000</u> | <u>(17,007)</u> | <u>350,885</u> | <u>441,295</u> | <u>(90,410)</u> | <u>477,695</u> |
| 6421-00 · New Event Development | (220) | 2,500 | (2,720) | 0 | 22,500 | (22,500) | 30,000 |
| 6424-00 · Event Operation Expenses | 0 | 667 | (667) | 1,617 | 6,003 | (4,386) | 8,000 |
| Total 6420-00 · Events | <u>7,773</u> | <u>28,167</u> | <u>(20,394)</u> | <u>352,502</u> | <u>469,798</u> | <u>(117,296)</u> | <u>515,695</u> |
| 6730-00 · Marketing Cooperative/Media | 72,886 | 72,886 | 0 | 1,095,424 | 1,095,424 | 0 | 1,376,446 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 195 | 1,500 | (1,305) | 5,008 | 11,410 | (6,402) | 15,910 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Shop Local | 849 | 535 | 314 | 10,557 | 7,883 | 2,673 | 20,000 |
| 6743-03 · Touch Lake Tahoe | 3,691 | 3,500 | 191 | 19,788 | 8,000 | 11,788 | 20,000 |
| 6743-04 · High Notes | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6743-05 · Peak Your Adventure | (1,000) | 0 | (1,000) | (1,000) | 1,000 | (2,000) | 20,000 |
| Total 6743-00 · BACC Marketing Programs | <u>3,540</u> | <u>4,035</u> | <u>(495)</u> | <u>29,345</u> | <u>16,883</u> | <u>12,461</u> | <u>80,000</u> |
| 7500-00 · Trade Shows/Travel | 0 | | | 1,525 | | | |
| 8200-00 · Associate Relations | 0 | 140 | (140) | 191 | 1,260 | (1,070) | 1,660 |
| 8500-00 · Credit Card Fees | 0 | | | 50 | | | |
| 8600-00 · Additional Opportunitites | 0 | 3,000 | (3,000) | 0 | 17,091 | (17,091) | 26,091 |
| 8700-00 · Automobile Expenses | 56 | 130 | (74) | 1,156 | 1,170 | (14) | 1,560 |

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

Accrual Basis

11 - Marketing

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|-----------------|-----------------|------------------|------------------|------------------|------------------|
| 8750-00 · Meals/Meetings | (220) | 163 | (383) | 252 | 1,463 | (1,210) | 1,950 |
| 8810-00 · Dues & Subscriptions | (374) | 250 | (624) | 1,023 | 2,250 | (1,227) | 3,000 |
| 8910-00 · Travel | 0 | 1,400 | (1,400) | 0 | 6,300 | (6,300) | 6,300 |
| Total Expense | 121,334 | 163,194 | (41,861) | 1,831,094 | 2,016,493 | (185,400) | 2,595,931 |
| Net Ordinary Income | 39,240 | 37,046 | 2,194 | 335,766 | 334,942 | 824 | 448,076 |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |
| 4700-00 · Revenues- Interest & Investment | 22 | 0 | 22 | 208 | 0 | 208 | 0 |
| Total Other Income | 22 | 0 | 22 | 208 | 0 | 208 | 0 |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 34,863 | 37,376 | (2,513) | 273,918 | 335,589 | (61,671) | 448,076 |
| Total Other Expense | 34,863 | 37,376 | (2,513) | 273,918 | 335,589 | (61,671) | 448,076 |
| Net Other Income | (34,841) | (37,376) | 2,535 | (273,711) | (335,589) | 61,878 | (448,076) |
| Net Income | 4,400 | (330) | 4,730 | 62,055 | (647) | 62,702 | 0 |

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

Accrual Basis

30 - Conference

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|---------------------|-----------------|---------------------|----------------------|-----------------|----------------------|-----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 34,252 | 34,252 | 0 | 280,260 | 280,258 | 1 | 383,252 |
| 4600-00 · Commissions | | | | | | | |
| 4601-00 · Commissions - South Shore | 0 | 0 | 0 | 10,138 | 0 | 10,138 | 0 |
| 4600-00 · Commissions - Other | (225) | 0 | (225) | 34,320 | 28,276 | 6,044 | 28,276 |
| Total 4600-00 · Commissions | <u>(225)</u> | <u>0</u> | <u>(225)</u> | <u>44,459</u> | <u>28,276</u> | <u>16,183</u> | <u>28,276</u> |
| Total Income | <u>34,027</u> | <u>34,252</u> | <u>(224)</u> | <u>324,719</u> | <u>308,534</u> | <u>16,184</u> | <u>411,528</u> |
| Gross Profit | 34,027 | 34,252 | (224) | 324,719 | 308,534 | 16,184 | 411,528 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5010-00 · Sales Commissions | (8) | 800 | (808) | 15,512 | 7,200 | 8,312 | 9,600 |
| 5020-00 · P/R - Tax Expense | 376 | 1,064 | (688) | 5,907 | 9,573 | (3,666) | 12,764 |
| 5030-00 · P/R - Health Insurance Expense | 1,281 | 1,754 | (473) | 19,076 | 15,786 | 3,290 | 21,048 |
| 5040-00 · P/R - Workmans Comp | 36 | 88 | (52) | 556 | 788 | (232) | 1,051 |
| 5060-00 · 401 (k) | 220 | 501 | (281) | 2,777 | 4,505 | (1,728) | 6,007 |
| 5061-00 · 401k Profit Sharing | 0 | 80 | (80) | 0 | 720 | (720) | 960 |
| 5070-00 · Other Benefits and Expenses | 17 | 0 | 17 | 292 | 0 | 292 | 0 |
| 5000-00 · Salaries & Wages - Other | 11,593 | 12,514 | (921) | 62,055 | 112,626 | (50,571) | 150,168 |
| Total 5000-00 · Salaries & Wages | <u>13,514</u> | <u>16,800</u> | <u>(3,286)</u> | <u>106,176</u> | <u>151,199</u> | <u>(45,023)</u> | <u>201,598</u> |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 69 | 66 | 3 | 706 | 594 | 112 | 792 |
| 5140-00 · Repairs & Maintenance | 45 | 45 | 0 | 203 | 405 | (203) | 540 |
| 5150-00 · Office - Cleaning | 100 | 94 | 6 | 1,138 | 846 | 292 | 1,128 |
| 5100-00 · Rent - Other | 1,140 | 1,025 | 115 | 10,285 | 9,225 | 1,060 | 12,300 |
| Total 5100-00 · Rent | <u>1,355</u> | <u>1,230</u> | <u>125</u> | <u>12,331</u> | <u>11,070</u> | <u>1,261</u> | <u>14,760</u> |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 309 | 300 | 9 | 2,437 | 2,700 | (263) | 3,600 |
| Total 5310-00 · Telephone | <u>309</u> | <u>300</u> | <u>9</u> | <u>2,437</u> | <u>2,700</u> | <u>(263)</u> | <u>3,600</u> |
| 5420-00 · Mail - USPS | 0 | 15 | (15) | 167 | 135 | 32 | 180 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 31 | (31) | 0 | 279 | (279) | 372 |
| 5520-00 · Supplies - Other | 34 | 33 | 1 | 343 | 548 | (206) | 594 |
| Total 5520-00 · Supplies | <u>34</u> | <u>64</u> | <u>(30)</u> | <u>343</u> | <u>827</u> | <u>(485)</u> | <u>966</u> |
| 5700-00 · Equipment Support & Maintenance | 0 | 0 | 0 | 0 | 120 | (120) | 240 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 31 | 0 | 31 | 0 |
| 5740-00 · Equipment Rental/Leasing | 60 | 125 | (65) | 757 | 1,122 | (365) | 1,496 |
| 6730-00 · Marketing Cooperative/Media | 10,576 | 10,576 | 0 | 95,187 | 95,187 | 0 | 126,916 |
| 8200-00 · Associate Relations | 0 | 80 | (80) | 54 | 720 | (666) | 960 |
| 8500-00 · Credit Card Fees | 0 | 0 | 0 | 90 | 0 | 90 | 0 |
| 8810-00 · Dues & Subscriptions | 0 | 20 | (20) | 4 | 180 | (176) | 240 |
| Total Expense | <u>25,848</u> | <u>29,210</u> | <u>(3,362)</u> | <u>217,577</u> | <u>263,260</u> | <u>(45,683)</u> | <u>350,956</u> |
| Net Ordinary Income | 8,180 | 5,042 | 3,138 | 107,141 | 45,274 | 61,867 | 60,572 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 4,703 | 5,042 | (339) | 36,954 | 45,274 | (8,320) | 60,572 |
| Total Other Expense | <u>4,703</u> | <u>5,042</u> | <u>(339)</u> | <u>36,954</u> | <u>45,274</u> | <u>(8,320)</u> | <u>60,572</u> |
| Net Other Income | <u>(4,703)</u> | <u>(5,042)</u> | <u>339</u> | <u>(36,954)</u> | <u>(45,274)</u> | <u>8,320</u> | <u>(60,572)</u> |
| Net Income | <u><u>3,476</u></u> | <u><u>0</u></u> | <u><u>3,476</u></u> | <u><u>70,187</u></u> | <u><u>0</u></u> | <u><u>70,187</u></u> | <u><u>0</u></u> |

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

42 - Visitor Center

Accrual Basis

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|----------------|----------------|----------------|------------------|-----------------|-----------------|-----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 33,712 | 33,711 | 1 | 300,138 | 300,136 | 2 | 398,306 |
| 46000 · Merchandise Sales | | | | | | | |
| 4502-00 · Non-Retail VIC income | 2,464 | 400 | 2,064 | 9,867 | 3,600 | 6,267 | 4,800 |
| 46000 · Merchandise Sales - Other | 468 | 5,500 | (5,032) | 73,746 | 76,600 | (2,854) | 108,100 |
| Total 46000 · Merchandise Sales | 2,932 | 5,900 | (2,968) | 83,613 | 80,200 | 3,413 | 112,900 |
| Total Income | 36,644 | 39,611 | (2,967) | 383,751 | 380,336 | 3,415 | 511,206 |
| Gross Profit | 36,644 | 39,611 | (2,967) | 383,751 | 380,336 | 3,415 | 511,206 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 936 | 1,372 | (436) | 12,032 | 13,030 | (998) | 17,362 |
| 5030-00 · P/R - Health Insurance Expense | 1,810 | 2,225 | (415) | 15,781 | 20,025 | (4,244) | 26,700 |
| 5040-00 · P/R - Workmans Comp | 333 | 630 | (297) | 4,383 | 5,982 | (1,599) | 7,856 |
| 5060-00 · 401 (k) | 383 | 560 | (177) | 4,708 | 5,318 | (610) | 6,984 |
| 5070-00 · Other Benefits and Expenses | 69 | 80 | (11) | 385 | 720 | (335) | 960 |
| 5000-00 · Salaries & Wages - Other | 12,710 | 14,000 | (1,290) | 129,645 | 132,950 | (3,305) | 174,600 |
| Total 5000-00 · Salaries & Wages | 16,241 | 18,867 | (2,626) | 166,933 | 178,025 | (11,092) | 234,462 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 505 | 600 | (95) | 4,126 | 5,800 | (1,674) | 7,600 |
| 5140-00 · Repairs & Maintenance | 257 | 1,000 | (744) | 2,174 | 9,000 | (6,826) | 12,000 |
| 5150-00 · Office - Cleaning | 20 | 50 | (30) | 228 | 900 | (672) | 2,500 |
| 5100-00 · Rent - Other | 6,501 | 6,500 | 1 | 58,509 | 58,500 | 9 | 78,800 |
| Total 5100-00 · Rent | 7,282 | 8,150 | (868) | 65,038 | 74,200 | (9,162) | 100,900 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 242 | 242 | 0 | 2,072 | 2,178 | (106) | 2,904 |
| Total 5310-00 · Telephone | 242 | 242 | 0 | 2,072 | 2,178 | (106) | 2,904 |
| 5420-00 · Mail - USPS | 0 | 50 | (50) | 117 | 450 | (333) | 600 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 12 | (12) | 0 | 344 | (344) | 1,310 |
| 5520-00 · Supplies - Other | 485 | 988 | (503) | 3,148 | 4,658 | (1,510) | 4,894 |
| Total 5520-00 · Supplies | 485 | 1,000 | (515) | 3,148 | 5,002 | (1,854) | 6,204 |
| 5610-00 · Depreciation | 118 | 118 | (0) | 1,062 | 1,062 | (0) | 1,180 |
| 5700-00 · Equipment Support & Maintenance | 0 | 100 | (100) | 41 | 900 | (859) | 1,200 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 20 | 155 | (135) | 155 |
| 5740-00 · Equipment Rental/Leasing | 87 | 235 | (148) | 1,290 | 2,115 | (825) | 2,820 |
| 5800-00 · Training Seminars | 0 | 0 | 0 | 0 | 2,000 | (2,000) | 3,000 |
| 5850-00 · Artist of Month - Commissions | 641 | 360 | 281 | 9,927 | 3,240 | 6,687 | 4,320 |
| 6740-00 · Media/Collateral/Production | 29 | 0 | 29 | 413 | 1,500 | (1,087) | 3,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 200 | 1,000 | (800) | 1,800 | 9,000 | (7,200) | 12,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 13 | 20 | (7) | 885 | 920 | (35) | 1,190 |
| 52500 · Purchase Discounts | (100) | | | (101) | | | |
| 59900 · POS Inventory Adjustments | 0 | | | 351 | | | |
| 8100-00 · Cost of Goods Sold - Other | 1,500 | 2,750 | (1,250) | 39,399 | 38,300 | 1,099 | 54,050 |
| Total 8100-00 · Cost of Goods Sold | 1,413 | 2,770 | (1,357) | 40,535 | 39,220 | 1,315 | 55,240 |
| 8200-00 · Associate Relations | 0 | 58 | (58) | 176 | 522 | (346) | 696 |
| 8500-00 · Credit Card Fees | 88 | 207 | (119) | 3,008 | 2,809 | 199 | 3,954 |
| 8700-00 · Automobile Expenses | 36 | 100 | (64) | 344 | 800 | (456) | 950 |
| 8750-00 · Meals/Meetings | 0 | 65 | (65) | 214 | 585 | (371) | 780 |
| 8810-00 · Dues & Subscriptions | 0 | 0 | 0 | 55 | 100 | (45) | 100 |
| 8910-00 · Travel | 0 | 0 | 0 | 0 | 0 | 0 | 1,500 |
| Total Expense | 26,862 | 33,322 | (6,460) | 296,193 | 323,863 | (27,670) | 435,965 |
| Net Ordinary Income | 9,782 | 6,289 | 3,493 | 87,558 | 56,473 | 31,085 | 75,241 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 5,867 | 6,290 | (423) | 46,098 | 56,476 | (10,379) | 75,243 |
| Total Other Expense | 5,867 | 6,290 | (423) | 46,098 | 56,476 | (10,379) | 75,243 |
| Net Other Income | (5,867) | (6,290) | 423 | (46,098) | (56,476) | 10,379 | (75,243) |
| Net Income | 3,915 | (1) | 3,916 | 41,460 | (3) | 41,463 | (2) |

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

Accrual Basis

51 - TMPI

| | Mar 20 | Budget | \$ Over Bu... | Jul '19 - M... | YTD Budget | \$ Over Bu... | Annual Bu... |
|---|-----------------|----------|-----------------|-----------------|------------|-----------------|--------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 1,723 | 1,723 | (0) | 83,695 | 83,694 | 1 | 88,866 |
| Total Income | 1,723 | 1,723 | (0) | 83,695 | 83,694 | 1 | 88,866 |
| Gross Profit | 1,723 | 1,723 | (0) | 83,695 | 83,694 | 1 | 88,866 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 50 | 33 | 17 | 135 | 297 | (162) | 396 |
| 5030-00 · P/R - Health Insurance Expense | 0 | 4 | (4) | 0 | 36 | (36) | 48 |
| 5040-00 · P/R - Workmans Comp | 4 | 4 | (1) | 8 | 36 | (28) | 48 |
| 5060-00 · 401 (k) | 0 | 23 | (23) | 0 | 207 | (207) | 276 |
| 5000-00 · Salaries & Wages - Other | 824 | 567 | 257 | 1,771 | 5,103 | (3,332) | 6,804 |
| Total 5000-00 · Salaries & Wages | 877 | 631 | 246 | 1,914 | 5,679 | (3,765) | 7,572 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 0 | 0 | 0 | 0 | 36 | (36) | 36 |
| 5140-00 · Repairs & Maintenance | 0 | 0 | 0 | 0 | 6 | (6) | 6 |
| 5150-00 · Office - Cleaning | 0 | 0 | 0 | 0 | 41 | (41) | 41 |
| 5100-00 · Rent - Other | 0 | 0 | 0 | 0 | 504 | (504) | 504 |
| Total 5100-00 · Rent | 0 | 0 | 0 | 0 | 587 | (587) | 587 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 0 | 0 | 0 | 3 | 230 | (228) | 230 |
| Total 5310-00 · Telephone | 0 | 0 | 0 | 3 | 230 | (228) | 230 |
| 5420-00 · Mail - USPS | 0 | 0 | 0 | 0 | 18 | (18) | 18 |
| 5510-00 · Insurance/Bonding | 0 | 0 | 0 | 0 | 64 | (64) | 64 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 0 | 0 | 0 | 1,560 | (1,560) | 1,560 |
| 5520-00 · Supplies - Other | 4,959 | 0 | 4,959 | 19,300 | 10,510 | 8,790 | 10,510 |
| Total 5520-00 · Supplies | 4,959 | 0 | 4,959 | 19,300 | 12,070 | 7,230 | 12,070 |
| 5740-00 · Equipment Rental/Leasing | 0 | 0 | 0 | 0 | 216 | (216) | 216 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 0 | 0 | 1,720 | 0 | 1,720 | 0 |
| 5921-00 · Professional Fees - Other | 17,400 | 0 | 17,400 | 91,497 | 55,000 | 36,497 | 55,000 |
| Total 5900-00 · Professional Fees | 17,400 | 0 | 17,400 | 93,217 | 55,000 | 38,217 | 55,000 |
| 8700-00 · Automobile Expenses | 0 | | | 4 | 25 | (21) | 25 |
| 8750-00 · Meals/Meetings | 0 | | | 1 | 4 | (3) | 4 |
| 8810-00 · Dues & Subscriptions | 0 | | | 4 | 0 | 4 | 0 |
| Total Expense | 23,236 | 631 | 22,605 | 114,442 | 73,893 | 40,549 | 75,786 |
| Net Ordinary Income | (21,513) | 1,092 | (22,605) | (30,747) | 9,801 | (40,548) | 13,080 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 1,018 | 1,092 | (74) | 8,000 | 9,801 | (1,801) | 13,080 |
| Total Other Expense | 1,018 | 1,092 | (74) | 8,000 | 9,801 | (1,801) | 13,080 |
| Net Other Income | (1,018) | (1,092) | 74 | (8,000) | (9,801) | 1,801 | (13,080) |
| Net Income | (22,532) | 0 | (22,532) | (38,747) | 0 | (38,747) | 0 |

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

Accrual Basis

60 - Membership

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|---------------|-----------------|------------------|----------------|-----------------|----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4200-00 · Membership Dues Revenue | 11,321 | 10,833 | 488 | 101,115 | 97,500 | 3,615 | 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 | 1,405 | 0 | 1,405 | 1,405 | 0 | 1,405 | 17,000 |
| 4250-01 · Community Awards - Other | 0 | 0 | 0 | 0 | 0 | 0 | 16,000 |
| Total 4250-01 · Community Awards | 1,405 | 0 | 1,405 | 1,405 | 0 | 1,405 | 50,000 |
| 4250-02 · Chamber Events | 0 | 1,300 | (1,300) | 0 | 2,500 | (2,500) | 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 | 375 | 636 | (261) | 4,380 | 5,091 | (711) | 7,000 |
| Total 4251-00 · Tues AM Breakfast Club | 375 | 636 | (261) | 7,705 | 8,091 | (386) | 10,000 |
| 4250-00 · Revenues-Membership Activities - Other | 430 | 100 | 330 | 7,806 | 3,400 | 4,406 | 4,000 |
| Total 4250-00 · Revenues-Membership Activities | 2,210 | 2,036 | 174 | 16,916 | 16,691 | 225 | 69,200 |
| Total Income | 13,531 | 12,870 | 662 | 118,031 | 114,191 | 3,840 | 199,200 |
| Gross Profit | 13,531 | 12,870 | 662 | 118,031 | 114,191 | 3,840 | 199,200 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5000-01 · In-Market Administration | (1,375) | (1,375) | 0 | (12,375) | (12,375) | 0 | (16,500) |
| 5020-00 · P/R - Tax Expense | 291 | 434 | (143) | 4,175 | 3,908 | 267 | 5,211 |
| 5030-00 · P/R - Health Insurance Expense | 914 | 849 | 65 | 6,398 | 7,641 | (1,243) | 10,188 |
| 5040-00 · P/R - Workmans Comp | 26 | 44 | (18) | 294 | 399 | (105) | 532 |
| 5060-00 · 401 (k) | 35 | 253 | (218) | 2,129 | 2,279 | (149) | 3,038 |
| 5070-00 · Other Benefits and Expenses | 13 | 13 | (1) | 81 | 120 | (39) | 160 |
| 5000-00 · Salaries & Wages - Other | 5,052 | 6,329 | (1,277) | 39,253 | 56,961 | (17,708) | 75,948 |
| Total 5000-00 · Salaries & Wages | 4,956 | 6,548 | (1,592) | 39,956 | 58,933 | (18,976) | 78,577 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 33 | 36 | (3) | 335 | 323 | 13 | 430 |
| 5140-00 · Repairs & Maintenance | 21 | 44 | (22) | 96 | 394 | (298) | 525 |
| 5150-00 · Office - Cleaning | 48 | 98 | (51) | 541 | 883 | (342) | 1,177 |
| 5100-00 · Rent - Other | 635 | 497 | 138 | 5,722 | 4,474 | 1,249 | 5,965 |
| Total 5100-00 · Rent | 737 | 675 | 62 | 6,695 | 6,073 | 622 | 8,097 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 139 | 150 | (11) | 1,067 | 1,350 | (283) | 1,800 |
| Total 5310-00 · Telephone | 139 | 150 | (11) | 1,067 | 1,350 | (283) | 1,800 |
| 5420-00 · Mail - USPS | 0 | 8 | (8) | 79 | 75 | 4 | 100 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 42 | (42) | 0 | 375 | (375) | 500 |
| 5520-00 · Supplies - Other | 16 | 83 | (67) | 227 | 750 | (523) | 1,000 |
| Total 5520-00 · Supplies | 16 | 125 | (109) | 227 | 1,125 | (898) | 1,500 |
| 5610-00 · Depreciation | 0 | 8 | (8) | 0 | 72 | (72) | 96 |
| 5700-00 · Equipment Support & Maintenance | 0 | 56 | (56) | 0 | 504 | (504) | 672 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 17 | (17) | 14 | 150 | (136) | 200 |
| 5740-00 · Equipment Rental/Leasing | 64 | 225 | (161) | 979 | 2,025 | (1,046) | 2,700 |
| 5800-00 · Training Seminars | 0 | 21 | (21) | 0 | 187 | (187) | 250 |
| 5900-00 · Professional Fees | | | | | | | |
| 5921-00 · Professional Fees - Other | 0 | 83 | (83) | 0 | 750 | (750) | 1,000 |
| Total 5900-00 · Professional Fees | 0 | 83 | (83) | 0 | 750 | (750) | 1,000 |
| 6423-00 · Membership Activities | | | | | | | |
| 6434-00 · Community Awards Dinner | (19,925) | 0 | (19,925) | 1,215 | 0 | 1,215 | 27,500 |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 0 | 0 | 633 | 3,500 | (2,867) | 5,000 |
| 6437-00 · Tuesday Morning Breakfast Club | 0 | 545 | (545) | 2,724 | 4,364 | (1,640) | 6,000 |
| 6442-00 · Public Relations/Website | 381 | 417 | (36) | 4,179 | 3,750 | 429 | 5,000 |
| 6423-00 · Membership Activities - Other | 115 | 2,500 | (2,385) | 1,894 | 6,950 | (5,056) | 8,500 |
| Total 6423-00 · Membership Activities | (19,428) | 3,462 | (22,891) | 10,645 | 18,564 | (7,919) | 52,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 0 | | | 2,350 | | | |
| 8200-00 · Associate Relations | 0 | 25 | (25) | 190 | 225 | (35) | 300 |
| 8500-00 · Credit Card Fees | 58 | 182 | (124) | 1,245 | 1,636 | (391) | 3,500 |
| 8700-00 · Automobile Expenses | 8 | 63 | (54) | 262 | 563 | (301) | 750 |
| 8750-00 · Meals/Meetings | 0 | 83 | (83) | 345 | 750 | (405) | 1,000 |
| 8810-00 · Dues & Subscriptions | 0 | 46 | (46) | 74 | 412 | (339) | 550 |
| 8920-00 · Bad Debt | 300 | 0 | 300 | 3,199 | 0 | 3,199 | 0 |
| Total Expense | (13,150) | 11,777 | (24,927) | 67,327 | 93,394 | (26,067) | 153,092 |
| Net Ordinary Income | 26,681 | 1,093 | 25,588 | 50,704 | 20,797 | 29,907 | 46,108 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |

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

Accrual Basis

60 - Membership

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---------------------|---------------|----------------|----------------|------------------|--------------|----------------|---------------|
| 8990-00 - Allocated | 2,037 | 2,183 | (146) | 16,001 | 19,605 | (3,604) | 26,107 |
| Total Other Expense | 2,037 | 2,183 | (146) | 16,001 | 19,605 | (3,604) | 26,107 |
| Net Other Income | (2,037) | (2,183) | 146 | (16,001) | (19,605) | 3,604 | (26,107) |
| Net Income | 24,645 | (1,090) | 25,735 | 34,703 | 1,192 | 33,511 | 20,001 |

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

70 - Administration

Accrual Basis

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|-----------------|----------------|------------------|------------------|-----------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 2,080 | 2,341 | (261) | 16,061 | 19,869 | (3,808) | 26,892 |
| 5030-00 · P/R - Health Insurance Expense | (1,024) | 3,369 | (4,393) | 13,596 | 30,321 | (16,725) | 40,428 |
| 5040-00 · P/R - Workmans Comp | 156 | 205 | (49) | 713 | 1,740 | (1,027) | 2,355 |
| 5060-00 · 401 (k) | 733 | 1,171 | (438) | 7,395 | 9,939 | (2,544) | 13,452 |
| 5070-00 · Other Benefits and Expenses | 34 | 160 | (126) | 881 | 1,440 | (559) | 2,000 |
| 5000-00 · Salaries & Wages - Other | 34,847 | 29,265 | 5,582 | 206,683 | 248,385 | (41,702) | 336,180 |
| Total 5000-00 · Salaries & Wages | 36,825 | 36,511 | 314 | 245,329 | 311,694 | (66,365) | 421,307 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 123 | 200 | (77) | 1,247 | 1,540 | (293) | 2,040 |
| 5140-00 · Repairs & Maintenance | 603 | 375 | 228 | 3,571 | 3,375 | 196 | 4,500 |
| 5150-00 · Office - Cleaning | 178 | 200 | (23) | 2,010 | 2,100 | (90) | 2,650 |
| 5100-00 · Rent - Other | 2,372 | 2,700 | (328) | 21,147 | 21,660 | (513) | 29,760 |
| Total 5100-00 · Rent | 3,276 | 3,475 | (199) | 27,975 | 28,675 | (700) | 38,950 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 944 | 750 | 194 | 7,151 | 6,750 | 401 | 9,000 |
| Total 5310-00 · Telephone | 944 | 750 | 194 | 7,151 | 6,750 | 401 | 9,000 |
| 5420-00 · Mail - USPS | 0 | 90 | (90) | 596 | 810 | (214) | 1,080 |
| 5510-00 · Insurance/Bonding | 269 | 795 | (526) | 9,673 | 7,155 | 2,518 | 9,540 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 250 | (250) | 794 | 2,250 | (1,456) | 3,000 |
| 5520-00 · Supplies - Other | 446 | 625 | (179) | 4,468 | 5,625 | (1,157) | 7,500 |
| Total 5520-00 · Supplies | 446 | 875 | (429) | 5,263 | 7,875 | (2,612) | 10,500 |
| 5610-00 · Depreciation | 0 | 32 | (32) | 0 | 284 | (284) | 380 |
| 5700-00 · Equipment Support & Maintenance | 7,527 | 2,200 | 5,327 | 19,381 | 19,800 | (419) | 26,400 |
| 5710-00 · Taxes, Licenses & Fees | 920 | 1,045 | (125) | 9,357 | 9,405 | (48) | 12,540 |
| 5740-00 · Equipment Rental/Leasing | (4,361) | 341 | (4,702) | 1,944 | 3,069 | (1,125) | 4,092 |
| 5800-00 · Training Seminars | 0 | 400 | (400) | 89 | 3,600 | (3,511) | 4,800 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 560 | 625 | (65) | 2,600 | 5,625 | (3,025) | 7,500 |
| 5920-00 · Professional Fees - Accountant | 0 | 0 | 0 | 21,825 | 22,400 | (575) | 24,900 |
| 5921-00 · Professional Fees - Other | 0 | 2,500 | (2,500) | 1 | 14,500 | (14,499) | 21,000 |
| Total 5900-00 · Professional Fees | 560 | 3,125 | (2,565) | 24,426 | 42,525 | (18,099) | 53,400 |
| 5941-00 · Research & Planning | 0 | 300 | (300) | 0 | 2,700 | (2,700) | 3,600 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 0 | 0 | 0 | 371 | 0 | 371 | 0 |
| 7500-00 · Trade Shows/Travel | 296 | 0 | 296 | 2,197 | 3,000 | (803) | 3,000 |
| 8200-00 · Associate Relations | 0 | 345 | (345) | 432 | 3,105 | (2,673) | 4,140 |
| 8300-00 · Board Functions | 1,334 | 500 | 834 | 21,334 | 5,500 | 15,834 | 5,950 |
| 8500-00 · Credit Card Fees | 0 | 0 | 0 | 175 | 0 | 175 | 0 |
| 8600-00 · Additional Opportunites | 0 | 500 | (500) | 0 | 4,500 | (4,500) | 6,000 |
| 8700-00 · Automobile Expenses | 0 | 250 | (250) | 201 | 2,250 | (2,049) | 3,000 |
| 8750-00 · Meals/Meetings | 19 | 150 | (131) | 534 | 1,350 | (816) | 1,800 |
| 8810-00 · Dues & Subscriptions | 433 | 300 | 133 | 4,425 | 2,700 | 1,725 | 3,600 |
| Total Expense | 48,488 | 51,984 | (3,496) | 380,854 | 466,747 | (85,893) | 623,079 |
| Net Ordinary Income | (48,488) | (51,984) | 3,496 | (380,854) | (466,747) | 85,893 | (623,079) |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | (48,488) | (51,984) | 3,496 | (380,971) | (466,747) | 85,776 | (623,078) |
| Total Other Expense | (48,488) | (51,984) | 3,496 | (380,971) | (466,747) | 85,776 | (623,078) |
| Net Other Income | 48,488 | 51,984 | (3,496) | 380,971 | 466,747 | (85,776) | 623,078 |
| Net Income | 0 | 0 | 0 | 117 | 0 | 117 | (1) |

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

March 31, 2020

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of March 31, 2020

Accrual Basis

| | <u>Mar 31, 20</u> | <u>Mar 31, 19</u> | <u>\$ Change</u> | <u>% Change</u> | <u>Jun 30, 19</u> |
|---------------------------------------|-----------------------|-----------------------|-------------------------|---------------------|-----------------------|
| ASSETS | | | | | |
| Current Assets | | | | | |
| Checking/Savings | | | | | |
| 1000-00 · Cash | 232,378 | 596,054 | (363,676) | (61%) | 363,031 |
| Total Checking/Savings | <u>232,378</u> | <u>596,054</u> | <u>(363,676)</u> | <u>(61%)</u> | <u>363,031</u> |
| Accounts Receivable | | | | | |
| 1200-00 · Accounts Receivable | 5,285 | 13,946 | (8,661) | (62%) | 10,196 |
| Total Accounts Receivable | <u>5,285</u> | <u>13,946</u> | <u>(8,661)</u> | <u>(62%)</u> | <u>10,196</u> |
| Other Current Assets | | | | | |
| 1300 · Reimbursements Receivable | 5,500 | 1,150 | 4,350 | 378% | 4,362 |
| 1350-00 · Security Deposits | 3,325 | 100 | 3,225 | 3,225% | 100 |
| Total Other Current Assets | <u>8,825</u> | <u>1,250</u> | <u>7,575</u> | <u>606%</u> | <u>4,462</u> |
| Total Current Assets | <u>246,488</u> | <u>611,250</u> | <u>(364,762)</u> | <u>(60%)</u> | <u>377,689</u> |
| Other Assets | | | | | |
| 1400-00 · Prepaid Expenses | 42,490 | 14,687 | 27,803 | 189% | 12,340 |
| Total Other Assets | <u>42,490</u> | <u>14,687</u> | <u>27,803</u> | <u>189%</u> | <u>12,340</u> |
| TOTAL ASSETS | <u><u>288,978</u></u> | <u><u>625,937</u></u> | <u><u>(336,959)</u></u> | <u><u>(54%)</u></u> | <u><u>390,029</u></u> |
| LIABILITIES & EQUITY | | | | | |
| Liabilities | | | | | |
| Current Liabilities | | | | | |
| Accounts Payable | | | | | |
| 2000-00 · Accounts Payable | 86,002 | 363,922 | (277,920) | (76%) | 365,187 |
| Total Accounts Payable | <u>86,002</u> | <u>363,922</u> | <u>(277,920)</u> | <u>(76%)</u> | <u>365,187</u> |
| Total Current Liabilities | <u>86,002</u> | <u>363,922</u> | <u>(277,920)</u> | <u>(76%)</u> | <u>365,187</u> |
| Total Liabilities | <u>86,002</u> | <u>363,922</u> | <u>(277,920)</u> | <u>(76%)</u> | <u>365,187</u> |
| Equity | | | | | |
| 32000 · Unrestricted Net Assets | 24,842 | 189,433 | (164,591) | (87%) | 189,433 |
| Net Income | 178,135 | 72,583 | 105,552 | 145% | (164,591) |
| Total Equity | <u>202,977</u> | <u>262,016</u> | <u>(59,039)</u> | <u>(23%)</u> | <u>24,842</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>288,978</u></u> | <u><u>625,937</u></u> | <u><u>(336,959)</u></u> | <u><u>(54%)</u></u> | <u><u>390,029</u></u> |

North Lake Tahoe Marketing Cooperative

A/R Aging Summary

As of March 31, 2020

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> |
|-------------------------------|--------------------|--------------------|------------------------|------------------------|------------------------|------------------------|
| Augustine Ideas* | 0.00 | 0.00 | 0.00 | 0.00 | 390.00 | 390.00 |
| Mourelatos Lakeshore Resort | 0.00 | 0.00 | 500.00 | 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 | 0.00 | 250.00 | 0.00 | 0.00 | 250.00 |
| Resort at Squaw Creek* | 0.00 | 0.00 | 500.00 | 0.00 | 0.00 | 500.00 |
| RSCVA | 0.00 | 0.00 | 1,000.00 | 0.00 | 0.00 | 1,000.00 |
| Squaw Valley Alpine Meadows | 0.00 | 0.00 | 0.00 | 1,200.00 | 0.00 | 1,200.00 |
| The Village at Squaw Valley | 0.00 | 0.00 | 500.00 | 0.00 | 0.00 | 500.00 |
| TOTAL | <u><u>0.00</u></u> | <u><u>0.00</u></u> | <u><u>2,750.00</u></u> | <u><u>1,200.00</u></u> | <u><u>1,335.30</u></u> | <u><u>5,285.30</u></u> |

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

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> |
|-------------------------|-------------------------|--------------------|--------------------|--------------------|--------------------|-------------------------|
| Augustineldeas | 2,667.87 | 0.00 | 0.00 | 0.00 | 0.00 | 2,667.87 |
| Big Blue Adventure, LLC | 30,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 30,000.00 |
| Gate 7 Pty Ltd* | 2,694.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,694.00 |
| NLTRA | -1,008.70 | 0.00 | 0.00 | 0.00 | 0.00 | -1,008.70 |
| Resort at Squaw Creek | 1,244.10 | 0.00 | 0.00 | 0.00 | 0.00 | 1,244.10 |
| Richter7 | 23,579.77 | 0.00 | 0.00 | 0.00 | 0.00 | 23,579.77 |
| Smith & Jones, Inc. | 3,332.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,332.00 |
| The Abbi Agency, Inc | 23,492.77 | 0.00 | 0.00 | 0.00 | 0.00 | 23,492.77 |
| TOTAL | <u>86,001.81</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>86,001.81</u> |

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

Accrual Basis

March 2020

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar ... | YTD Budget | \$ Over Budget | Annual Budget |
|---|----------------|----------------|-----------------|-------------------|------------------|-----------------|------------------|
| Income | | | | | | | |
| 4000-00 · LTIVCBVB Funding | 93,000 | 93,000 | 0 | 741,057 | 741,057 | 0 | 942,000 |
| 4001-00 · NLTRA Funding | 83,462 | 83,462 | 0 | 1,190,611 | 1,190,611 | 0 | 1,503,362 |
| 4004-00 · IVCBVB Entertainment | 2,000 | 2,000 | 0 | 6,000 | 6,000 | 0 | 8,000 |
| Total Income | 178,462 | 178,462 | 0 | 1,937,668 | 1,937,668 | 0 | 2,453,362 |
| Gross Profit | 178,462 | 178,462 | 0 | 1,937,668 | 1,937,668 | 0 | 2,453,362 |
| Expense | | | | | | | |
| 5000-00 · CONSUMER MARKETING | | | | | | | |
| 5001-00 · Broadcast / Radio - High Notes | 0 | 0 | 0 | 5,104 | 10,320 | (5,216) | 16,720 |
| 5002-01 · Native Display | 0 | 5,250 | (5,250) | 9,250 | 53,250 | (44,000) | 68,000 |
| 5004-00 · Trip Advisor | 2,715 | 8,333 | (5,618) | 66,401 | 74,997 | (8,596) | 100,000 |
| 5005-00 · Paid Social | (2,700) | 7,583 | (10,283) | 101,950 | 123,212 | (21,262) | 139,000 |
| 5005-01 · Digital Display | 11,007 | 6,750 | 4,257 | 155,778 | 66,750 | 89,028 | 85,000 |
| 5005-02 · Retargeting Video | 2,499 | 2,500 | (1) | 14,972 | 22,500 | (7,528) | 30,000 |
| 5007-00 · Creative Production | 128 | 13,250 | (13,123) | 146,650 | 119,250 | 27,400 | 158,219 |
| 5010-00 · Account Strategy & Management | 7,000 | 7,000 | 0 | 63,000 | 63,000 | 0 | 84,000 |
| 5010-01 · Digital Management & Reporting | 2,000 | 2,000 | 0 | 18,000 | 18,000 | 0 | 24,000 |
| 5010-02 · Website Strategy & Analysis | 1,200 | 1,200 | 0 | 10,800 | 10,800 | 0 | 14,400 |
| 5013-00 · Outdoor | 0 | 0 | 0 | 115,000 | 115,000 | 0 | 115,000 |
| 5015-00 · Video | 15,803 | 0 | 15,803 | 20,176 | 27,500 | (7,324) | 35,000 |
| 5017-00 · Rich Media | 0 | 0 | 0 | 34,988 | 50,000 | (15,012) | 50,000 |
| 5018-00 · Media Commission | 3,282 | 7,929 | (4,647) | 77,100 | 82,623 | (5,523) | 103,607 |
| 5018-01 · Digital Ad Serving | 135 | 504 | (369) | 2,194 | 4,538 | (2,344) | 6,050 |
| 5020-00 · Search Engine Marketing | 1,367 | 5,000 | (3,633) | 43,848 | 45,000 | (1,152) | 60,000 |
| 5022-00 · Email | (9,984) | 3,500 | (13,484) | 26,477 | 31,500 | (5,023) | 35,000 |
| 5025-00 · Expedia | 0 | 20,000 | (20,000) | 0 | 20,000 | (20,000) | 20,000 |
| 5026-00 · Consumer Research | 0 | 0 | 0 | 0 | 750 | (750) | 750 |
| 5027-00 · Consumer Retargeting Video | 0 | 1,250 | (1,250) | 0 | 11,250 | (11,250) | 15,000 |
| 5028-00 · High Impact Media | 0 | 3,750 | (3,750) | 0 | 35,750 | (35,750) | 45,000 |
| Total 5000-00 · CONSUMER MARKETING | 34,452 | 95,799 | (61,347) | 911,688 | 985,990 | (74,302) | 1,204,746 |
| 5110-00 · LEISURE SALES | | | | | | | |
| 5107-00 · Creative Production | 1,169 | 1,000 | 169 | 3,944 | 5,000 | (1,056) | 6,000 |
| 5112-00 · Training / Sales Calls | 0 | 1,000 | (1,000) | 6,882 | 6,500 | 382 | 6,500 |
| 5113-00 · Additional Opportunities | 0 | 1,750 | (1,750) | 2,996 | 5,250 | (2,254) | 7,000 |
| 5115-00 · Travel Agent Incentive Program | 1,500 | 0 | 1,500 | 1,500 | 0 | 1,500 | 1,500 |
| 5120-00 · Domestic - Trade Shows | 0 | 0 | 0 | 5,066 | 6,450 | (1,384) | 6,450 |
| 5131-00 · FAMS -Intl - Travel Trade | 0 | 5,000 | (5,000) | 1,684 | 8,000 | (6,316) | 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 | 2,750 | (2,750) | 4,527 | 8,250 | (3,723) | 11,000 |
| 5136-00 · Tour Operator Brochure Support | 0 | 0 | 0 | 2,000 | 2,000 | 0 | 2,000 |
| 5137-00 · Co-op Opportunities | 2,000 | 5,000 | (3,000) | 8,266 | 15,000 | (6,734) | 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 | (497) | 1,500 | (1,997) | 38 | 1,500 | (1,462) | 1,500 |
| 5144-00 · IPW - POW WOW | 0 | 0 | 0 | 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 | 22,500 | 23,250 | (750) | 31,000 |
| 5147-00 · AUS / Gate 7 | 2,694 | 0 | 2,694 | 26,469 | 23,775 | 2,694 | 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 |
| Total 5154-00 · Canada | 0 | 0 | 0 | 23,269 | 25,750 | (2,481) | 32,000 |
| 5155-00 · California Star Program | 292 | 0 | 292 | 1,458 | 3,500 | (2,042) | 3,500 |
| 5156-00 · German Trade Representation | 0 | 1,000 | (1,000) | 10,060 | 17,250 | (7,190) | 23,000 |
| Total 5110-00 · LEISURE SALES | 9,658 | 19,000 | (9,342) | 128,537 | 179,970 | (51,433) | 222,695 |
| 5200-00 · PUBLIC RELATIONS | | | | | | | |
| 5200-01 · Strategy, Reporting, Mgmt, Etc. | 2,200 | 2,200 | 0 | 19,800 | 19,800 | 0 | 26,400 |
| 5201-00 · National, Regional, & Local PR | 5,000 | 5,000 | 0 | 45,000 | 45,000 | 0 | 60,000 |
| 5202-00 · PR Program/ Content Dev - Blogs | 2,000 | 2,000 | 0 | 18,000 | 18,000 | 0 | 24,000 |
| 5202-01 · Rich Content Development | 0 | 0 | 0 | 4,975 | 16,500 | (11,525) | 22,000 |
| 5204-00 · Media Mission(s) | 679 | 0 | 679 | 8,823 | 10,600 | (1,777) | 10,600 |
| 5206-00 · Digital Buy/ Social Media Boost | 86 | 500 | (414) | 4,086 | 4,500 | (414) | 6,000 |
| 5207-00 · Content Campaigns/Tools-My Emma | 300 | 300 | 0 | 2,700 | 2,700 | 0 | 3,600 |
| 5208-00 · International Travel Media FAMS | 1,350 | 1,700 | (350) | 5,206 | 10,200 | (4,994) | 13,600 |
| 5208-01 · Int'l FAM Hard Cost | 167 | 1,500 | (1,333) | 2,108 | 9,000 | (6,892) | 12,000 |
| 5208-02 · Int'l Media Retainer | 250 | 300 | (50) | 2,650 | 2,700 | (50) | 3,600 |
| 5209-00 · Domestic Travel Media FAMS | 6,107 | 3,500 | 2,607 | 19,773 | 31,500 | (11,727) | 38,500 |
| 5210-00 · Content Dev - Newsletters | 1,800 | 1,800 | 0 | 16,200 | 16,200 | 0 | 21,600 |
| 5211-00 · Social Media Strategy & Mgmt | 4,000 | 4,000 | 0 | 36,000 | 36,000 | 0 | 48,000 |
| 5212-00 · Social Giveaways & Contests | 0 | 0 | 0 | 6,154 | 5,700 | 454 | 9,200 |
| 5213-00 · Facebook Live | 0 | 0 | 0 | 2,500 | 4,860 | (2,360) | 6,480 |
| 5214-00 · Social Takeover | 0 | 0 | 0 | 7,952 | 8,000 | (48) | 16,000 |
| Total 5200-00 · PUBLIC RELATIONS | 23,939 | 22,800 | 1,139 | 201,927 | 241,260 | (39,333) | 321,580 |
| 6000-00 · CONFERENCE SALES | | | | | | | |
| 6002-00 · Destination Print | 0 | 0 | 0 | 17,260 | 23,850 | (6,590) | 23,850 |

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

March 2020

Accrual Basis

| | Mar 20 | Budget | \$ Over Budget | Jul '19 - Mar ... | YTD Budget | \$ Over Budget | Annual Budget |
|--|----------------|----------------|-----------------|-------------------|------------------|------------------|------------------|
| 6003-00 · Geo-Fence Targeting | 0 | | | 0 | 2,500 | (2,500) | 2,500 |
| 6004-00 · Email | 0 | 850 | (850) | 2,550 | 5,100 | (2,550) | 7,650 |
| 6005-00 · Paid Media | 204 | 833 | (629) | 6,276 | 7,497 | (1,221) | 10,000 |
| 6006-00 · CVENT | 0 | | | 11,290 | 13,500 | (2,210) | 13,500 |
| 6007-00 · Creative Production | 0 | 1,500 | (1,500) | 14,536 | 25,000 | (10,464) | 30,000 |
| 6008-00 · Conference PR / Social Outreach | 400 | 1,000 | (600) | 8,400 | 9,000 | (600) | 12,000 |
| 6016-00 · MCC Search Engine Marketing | 7 | | | 3,408 | | | |
| 6018-00 · MCC Media Commission | 102 | 330 | (228) | 5,839 | 7,870 | (2,031) | 8,861 |
| 6018-01 · MCC Digital Ad Serving | 0 | | | 1 | | | |
| 6019-00 · Conference Direct Partnership | 0 | | | 0 | 5,000 | (5,000) | 5,000 |
| 6128-00 · HelmsBriscoe Strategic Partner | 583 | | | 5,167 | 6,000 | (833) | 6,000 |
| 6152-00 · Client Events / Opportunities | 0 | 0 | 0 | 10,789 | 9,000 | 1,789 | 15,000 |
| 6153-00 · Chicago Sales Rep Support | 147 | 6,400 | (6,253) | 7,201 | 7,900 | (699) | 10,000 |
| Total 6000-00 · CONFERENCE SALES | 1,443 | 10,913 | (9,470) | 92,718 | 122,217 | (29,499) | 144,361 |
| 6100-00 · TRADE SHOWS | | | | | | | |
| 6111-00 · Site Inspections | 226 | 500 | (274) | 2,329 | 5,350 | (3,021) | 7,000 |
| 6116-00 · CalSAE Seasonal Spectacular | 0 | 0 | 0 | 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 | 968 | | | 1,168 | 2,500 | (1,332) | 2,500 |
| 6120-01 · Sac River Cats Client Event | 0 | | | 2,392 | 2,500 | (108) | 2,500 |
| 6127-00 · CalSAE Annual | 0 | 1,700 | (1,700) | 6,022 | 6,700 | (678) | 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 | 0 | 0 | 0 | 5,317 | 4,500 | 817 | 6,500 |
| 6156-00 · Connect California | 0 | 0 | 0 | 281 | 3,750 | (3,469) | 5,250 |
| 6156-02 · Connect Chicago | 0 | 0 | 0 | 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 | 0 | 0 | 0 | 7,961 | 5,250 | 2,711 | 5,250 |
| 6164-00 · Connect Mountain Incentive | 0 | 1,500 | (1,500) | 0 | 5,250 | (5,250) | 5,250 |
| 6165-00 · Bay Area Client Appreciation | (1,750) | 0 | (1,750) | 3,250 | 0 | 3,250 | 5,000 |
| 6167-00 · Nor Cal DMO | 0 | | | 489 | 0 | 489 | 0 |
| 6168-00 · Sacramento/Roseville TopGolf | 0 | | | (106) | 2,500 | (2,606) | 2,500 |
| 6169-00 · Prestige Meetings SF | 0 | | | 0 | 2,395 | (2,395) | 2,395 |
| 6171-00 · Outdoor Retailer | 0 | 0 | 0 | 105 | 600 | (495) | 600 |
| 6172-00 · Prestige Meetings Seattle | 0 | 0 | 0 | 0 | 1,095 | (1,095) | 2,595 |
| 6173-00 · Connect NYC | 0 | | | 325 | | | |
| Total 6100-00 · TRADE SHOWS | (556) | 3,700 | (4,256) | 61,671 | 91,960 | (30,289) | 106,610 |
| 7000-00 · COMMITTED & ADMIN EXPENSES | | | | | | | |
| 5008-00 · Cooperative Programs | 3,332 | 12,500 | (9,168) | 33,559 | 37,500 | (3,941) | 50,000 |
| 5009-00 · Fulfillment / Mail | 0 | 1,000 | (1,000) | 8,796 | 9,000 | (204) | 12,000 |
| 5021-00 · RASC-Reno Air Service Corp | 0 | 0 | 0 | 75,000 | 75,000 | 0 | 100,000 |
| 5122-00 · SSMC Shipping - Sierra Ski Mkt | 0 | | | 5 | | | |
| 5123-00 · HSVC - High Sierra Visitors | 167 | | | 1,500 | 2,000 | (500) | 2,000 |
| 7001-00 · Miscellaneous | 0 | | | 253 | 0 | 253 | 0 |
| 7002-00 · CRM Subscription | 833 | 833 | 0 | 7,500 | 7,497 | 3 | 9,996 |
| 7003-00 · IVCBVB Entertainment Fund | 48 | 2,000 | (1,952) | 2,258 | 6,000 | (3,742) | 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 | 30,000 | 0 | 30,000 | 30,000 | 0 | 30,000 | 30,000 |
| 7007-00 · Destimetrics / DMX | 0 | 0 | 0 | 25,013 | 25,014 | (2) | 33,352 |
| 7008-00 · Opportunistic Funds | (3,021) | 0 | (3,021) | 34,373 | 50,000 | (15,627) | 50,000 |
| 7009-00 · Tahoe Cam Usage | 0 | 177 | (177) | 2,124 | 1,593 | 531 | 2,124 |
| 7010-00 · Photo Management & Storage | 4,949 | 592 | 4,357 | 4,949 | 5,328 | (379) | 7,104 |
| 7011-00 · TrendKite PR Software | 0 | 333 | (333) | 2,500 | 2,997 | (497) | 3,996 |
| 8700-00 · Automobile Expense* | 0 | 400 | (400) | 3,390 | 3,600 | (210) | 4,800 |
| 7000-00 · COMMITTED & ADMIN EXPENSES - Other | 165 | | | 325 | | | |
| Total 7000-00 · COMMITTED & ADMIN EXPENSES | 36,472 | 17,835 | 18,637 | 273,075 | 240,529 | 32,546 | 352,372 |
| 8000-00 · WEBSITE CONTENT & MAINTENANCE | | | | | | | |
| 8002-00 · Content Manager Contractor | 4,250 | 4,250 | 0 | 38,250 | 38,250 | 0 | 51,000 |
| 8003-00 · Website Hosting Maintenance | 0 | 4,166 | (4,166) | 51,668 | 37,494 | 14,174 | 50,000 |
| Total 8000-00 · WEBSITE CONTENT & MAINTENANCE | 4,250 | 8,416 | (4,166) | 89,918 | 75,744 | 14,174 | 101,000 |
| Total Expense | 109,658 | 178,463 | (68,805) | 1,759,533 | 1,937,670 | (178,137) | 2,453,364 |
| Net Income | 68,804 | (1) | 68,805 | 178,135 | (2) | 178,137 | (2) |

KEY METRICS FOR March 31, 2020 FINANCIAL STATEMENTS

| Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru March 2020) | | | | | |
|---|----------------|----------------|----------------|----------------|---------------|
| 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 | 6,141,161 | 3,359,626 | \$ 18,324,583 |
| 2017 - 2018 | 6,281,807 | 3,455,332 | 5,640,608 | 3,198,834 | \$ 18,576,581 |
| 2018 - 2019 | 7,070,973 | 4,035,182 | 6,988,430 | 3,560,348 | \$ 21,654,933 |
| 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 |
| Tahoe City: | | | | |
| Walk In | 29419 | 32320 | 30546 | 36049 |
| Phone | 2648 | 2418 | 2185 | 2335 |
| Email | 273 | 290 | 311 | 361 |
| Kings Beach (Walk In) | 3455 | 7883 | 11439 | 8322 |
| MT - Event Traffic | 4,820 | 4310 | 3295 | 3243 |
| Total | 40,615 | 47,221.00 | 47,776.00 | 50,310.00 |
| | | | | YOY % Change |
| | | | | 18.02% |
| | | | | 6.86% |
| | | | | 16.08% |
| | | | | -27.25% |
| | | | | -1.58% |
| | | | | 5.30% |

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

| Unemployment Rates - EDD | | March 2020 |
|------------------------------|--|------------|
| California (pop. 38,332,521) | | 5.3% |
| Placer County (367,309) | | 4.0% |
| Dollar Point (1,215) | | 2.7% |
| Kings Beach (3,893) | | 1.5% |
| Sunnyside/Tahoe City (1,557) | | 6.2% |
| Tahoe Vista (1,433) | | 0.9% |

| Destimetrics Reservations Activity | FYTD 18/19 | FYTD 19/20 | YOY % Change |
|------------------------------------|------------|------------|--------------|
| Occupancy | 56.7% | 32.2% | -43.2% |
| ADR (Average Daily Rate) | \$ 376 | \$ 355 | -5.7% |
| RevPAR (Rev per Available Room) | \$ 213 | \$ 114 | -46.5% |
| Occupancy 1 Mth Forecast | 28.7% | 0.7% | -97.6% |
| ADR 1 Mth Forecast | \$ 259 | \$ 321 | 23.9% |
| RevPAR 1 Mth Forecast | \$ 74 | \$ 2 | -97.0% |
| Occupancy (prior 6 months) | 52.1% | 46.1% | -11.5% |
| ADR (prior 6 months) | \$ 365 | \$ 387 | 6.2% |
| RevPAR (prior 6 months) | \$ 190 | \$ 179 | -6.0% |
| Occupancy (next 6 months) | 26.5% | 18.5% | -30.0% |
| ADR (next 6 months) | \$ 345 | \$ 446 | 29.3% |
| RevPAR (next 6 months) | \$ 91 | \$ 83 | -160.5% |

| 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 3/31/2020 | | | | |
|---|-------------|--------------|---------------------|---------------------|
| | 2018-19 | | 2019-20 | |
| | Actuals | Forecasted | Actuals | Forecasted |
| FORWARD LOOKING | | | | |
| Total Revenue Booked | \$2,890,990 | \$ 2,851,161 | \$ 2,859,379 | \$ 2,859,379 |
| Commission for this Revenue | \$ 79,949 | \$ 75,322 | \$ 46,373 | \$ 46,373 |
| Number of Room Nights | 14,165 | 15,246 | 12,061 | 12,061 |
| Number of Bookings | 72 | 64 | 56 | 56 |
| Conference Revenue And Percentage by County: | | | | |
| | 18-19 | 19-20 | | |
| Placer | 66% | 76% | \$ 1,850,907 | \$ 1,871,342 |
| Washoe | 10% | 17% | \$ 314,610 | \$ 287,644 |
| South Lake | 24% | 7% | \$ 725,473 | \$ 692,175 |
| Nevada County | 0% | 0% | | |
| Total Conference Revenue | 100% | 100% | \$ 2,890,990 | \$ 2,851,161 |
| CURRENT | | | \$ 2,859,379 | \$ 2,859,379 |
| NLT - Annual Revenue Goal | | | \$ 2,500,000 | \$ 2,500,000 |
| Annual Commission Goal | | | \$ 70,000 | \$ 50,000 |
| | | | | 0.00% |
| | | | | -28.57% |

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month*Yr Hentz, Jeff
 Employee Mar-20

| POSTING DATE | DOC REF | VENDOR | RECEIPT OR INVOICE # | PURPOSE | PAID BY CC | OUT OF POCKET | BUDGET CODE |
|---|----------|--------------------|----------------------|------------------------------------|------------|---------------|-------------|
| 03.06.2020 | A | Southwest Airlines | Q6YBXL IPW 2020 | | \$245.96 | | 7500-0070 |
| 03.06.2020 | B | Southwest Airlines | Q6YBXL IPW 2020 | | \$25.00 | | 7500-0070 |
| 03.06.2020 | C | Southwest Airlines | Q6YBXL IPW 2020 | | \$25.00 | | 7500-0070 |
| 03.13.2020 | D | Blue Lake Bear Inc | N/A No Receipt | | \$18.67 | | 8750-0070 |
| | E | | | | | | |
| | F | | | | | | |
| | G | | | | | | |
| | H | | | | | | |
| | I | | | | | | |
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| | U | | | | | | |
| | V | | | | | | |
| | W | | | | | | |
| | X | | | | | | |
| | Y | | | | | | |
| | Z | | | | | | |
| MILEAGE REIMBURSEMENT | | | | | | | |
| | Attach 1 | | Mileage | See Attached Mileage Report | | \$0.00 | 8700-00-70 |
| TOTAL - CREDIT CARD EXPENSES | | | | Mileage Reimbursed Through Payroll | | | |
| TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET) | | | | | \$314.63 | \$0.00 | |

Signed By: Jeff Hentz Approved By: _____
 Date: 4/13/2020 Date: _____

DocuSigned by: Jeff Hentz

| ACCOUNTING | | | |
|--------------------|--------------|--------------|------------------|
| DATE RECEIVED | DATE ENTERED | CFO APPROVAL | DATE SCANNED |
| <u>4/10/20 045</u> | | <u>bb</u> | <u>4/13/2020</u> |



BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0150-4616
Statement Date MAR 28, 2020
Total Activity \$314.63

**** 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 | \$314.63 | | \$0.00 | | \$0.00 | | \$314.63 |

| ACCOUNT ACTIVITY | | | | |
|------------------|------------------|-------------------------|--|--------|
| Posting Date | Transaction Date | Reference Number | Transaction Description | Amount |
| 03-06 | 03-04 | 55432860065200650556697 | SOUTHWES 5262178331492 800-435-9792 TX Tax ID: 741563240 Mer Ref: 5262178331492 Mer Zip: 75235 Passenger Name: HENTZ/JEFFREY Ticket Number: 5262178331492 Dep Date: 05/31/20 Orig Airport: RNO Serv Class: G Carrier Code: WN Dest Airport: LAS | 245.96 |
| 03-06 | 03-04 | 55432860065200650556605 | SOUTHWES 5269865381655 800-435-9792 TX Tax ID: 741563240 Mer Ref: 5269865381655 Mer Zip: 75235 Passenger Name: HENTZ/JEFFREY Ticket Number: 5269865381655 Dep Date: 06/03/20 Orig Airport: LAS Serv Class: G Carrier Code: WN Dest Airport: RNO | 25.00 |
| 03-06 | 03-04 | 55432860065200650556613 | SOUTHWES 5269865381656 800-435-9792 TX Tax ID: 741563240 Mer Ref: 5269865381656 Mer Zip: 75235 Passenger Name: HENTZ/JEFFREY Ticket Number: 5269865381656 Dep Date: 03/04/20 Orig Airport: RNO Serv Class: Y Carrier Code: WN Dest Airport: LAS | 25.00 |
| 03-13 | 03-12 | 55310200073091148000116 | BLUE LAKE BEAR INC TAHOE CITY CA Tax ID: 811831275 Mer Zip: 96145 | 18.67 |

| | | |
|--|--|---|
| For Customer Service, Call: 1-866-432-8161 | Account Number XXXX-XXXX-0150-4616 | Account Summary Purchases & Other Charges \$314.63 |
| | Statement Date MAR 28, 2020 | Cash Advances \$0.00 |
| Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043 | Credit Limit \$10,000 | Fees \$0.00 |
| | Disputed Amount \$0.00 | Credits \$0.00 |
| | | Payments \$0.00 |
| | | Total Activity \$314.63 |

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.

DeWitt Van Siclen

From: Jeffrey Hentz <jeff@gotahoenorth.com> on behalf of Jeffrey Hentz
Sent: Thursday, April 2, 2020 10:44 AM
To: dewitt@gotahoenorth.com
Subject: FW: Jeffrey Hentz's 05/31 Las Vegas trip (Q6YBXL): Your reservation is confirmed.

For CC

Jeffrey Hentz
 Chief Executive Officer

Phone: 530.581.8739
 Cell: 407.466.1320

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



From: Southwest Airlines <southwestairlines@ifly.southwest.com>
Reply-To: Southwest Airlines <no-reply@ifly.southwest.com>
Date: Wednesday, March 4, 2020 at 8:08 AM
To: "jeff@gotahoenorth.com" <jeff@gotahoenorth.com>
Subject: Jeffrey Hentz's 05/31 Las Vegas trip (Q6YBXL): Your reservation is confirmed.

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

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

✕

Hi Jeffrey,

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

MAY 31 - JUNE 3

(A) (B) (C)

RNO LAS

Reno/Tahoe to Las Vegas

Confirmation # **Q6YBXL**


Confirmation date: 03/04/2020

PASSENGER Jeffrey Hentz
RAPID REWARDS # 20785285721
TICKET # 5262178331492
EXPIRATION¹ March 4, 2021
EST. POINTS EARNED 1,212


Rapid Rewards® points are only estimations.

Your itinerary

Flight 1: Sunday, 05/31/2020 Est. Travel Time: **1h 15m** [Wanna Get Away®](#)

| | | | |
|------------------|----------------------------------|---|---------------------------------|
| FLIGHT # 3304 | DEPARTS |  | ARRIVES |
| | RNO 01:50PM Reno/Tahoe | | LAS 03:05PM Las Vegas |

Flight 2: Wednesday, 06/03/2020 Est. Travel Time: **1h 20m** [Wanna Get Away®](#)

| | | | |
|------------------|---------------------------------|---|----------------------------------|
| FLIGHT # 0536 | DEPARTS |  | ARRIVES |
| | LAS 06:40PM Las Vegas | | RNO 08:00PM Reno/Tahoe |

Payment information

Total cost

| | | |
|-----------------------------|-----------|---------------|
| Air - Q6YBXL | | |
| Base Fare | \$ | 202.00 |
| U.S. Transportation Tax | \$ | 15.16 |
| U.S. 9/11 Security Fee | \$ | 11.20 |
| U.S. Flight Segment Tax | \$ | 8.60 |
| U.S. Passenger Facility Chg | \$ | 9.00 |
| EarlyBird | \$ | 50.00 |
| Total | \$ | 295.96 |

Payment

Mastercard ending in 4616
Date: March 4, 2020

Payment Amount: \$245.96

Mastercard ending in 4616
Date: March 4, 2020

Payment Amount: \$25.00

Mastercard ending in 4616
Date: March 4, 2020

Payment Amount: \$25.00

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

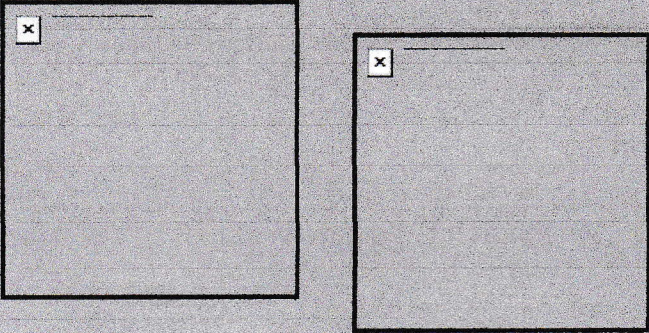
(A) (B) 2 (C)

Your ticket number: 5262178331492

Prepare for takeoff

Download the Southwest® app now.
Get Free inflight entertainment.

For free movies¹, TV², music², messaging³, plus all your travel details, be sure you have our app before your flight.



24 hours before your departure:

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



30 minutes before your departure:

Arrive at the gate prepared to board.



10 minutes before your departure:

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

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

[See more travel tips](#)



A B C
3