



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

Wednesday August 17, 2020 at 3:30 p.m.

Remote Teleconference

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

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

2 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:

- 7/29/2020 Meeting Minutes [MOTION] Pg. 1

F. Review and Approval of Preliminary Financials:

- Review Staff Report of Financial Performance Pg. 2
- NLTRA 6/30/2020 Financials Review Pg. 5
- NLTRA 7/31/20 Financial Review and Approval.....Pg. 23
- NLTMC 7/31/2020 Financials Review (to be distributed)
- Review of NLTRA FY 19.20 Q4 Balance Sheet Reconciliations (Separate PDF)

G. Items for Committee Review, Discussion/or Recommendations

- COVID-19 Response Update
-

H. Approval of CEO Expenses July 2020:

- Approval of CEO Expenses NLTRA [MOTION].....Pg. 40
- Approval of CEO Expenses NLTMC [MOTION]Pg. 45

I. Agenda Input for Next Finance Committee Meeting

J. Next Meeting Date

K. Committee Member Comments

L. Adjourn



Wednesday July 29, 2020 at 3:30 P.M.

Remote Teleconference

- A. Call to Order – Establish Quorum – Quorum established 3:31 pm (3)
- B. Roll Call:
 - Members via Phone: Jim Phelan – Board Member, David Brown, Ramona Cruz
 - Staff in Attendance via phone: Bonnie Bavetta, DeWitt Van Siclen
- C. Public Forum – None
- 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 June 24, 2020 Finance Committee meeting minutes; David Brown/Ramona Cruz, Approved 3-0-0
- F. Review of June 30, 2020 Preliminary Financials
 - Review Staff Report – Preliminary June 30, 2020 financial results for NLTRA reviewed and discussed
 - Review NLT Marketing Coop June 30, 2020 preliminary financials
- G. Items for Committee Review, Discussion and/or Recommendations
 - Covid-19 Response Update
- H. Supplemental Information
 - Review June 2020 Dashboard Report
- I. Approval of CEO Expenses for June 2020
 - **MOTION** to approve June 2020 CEO expenses; Ramona Cruz/David Brown, Approved 3-0-0
- J. Agenda Input for Next Finance Committee Meeting
 - Covid-19 Response Update
- K. Next Meeting Date –Aug 19, 2020 at 3:30 PM
- L. Committee Member Comments
 - **NONE**
- M. Adjourn 4:38 PM



north lake tahoe

Chamber | CVB | Resort Association

Date: 08/17/20

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

From: Bonnie Bavetta, CFO

RE: Report for June and July 2020

Update to June 2020 year end results:

- At the July 29, 2020 Finance Committee meeting it was reported that NLTRA financial results at the end of June were \$489,000 underspent to the County TOT funding budget, and anticipated to come in approximately \$450,000 under budgeted funding after know adjustments. The current preliminary results reflect a \$395,000 underspent position with the significant change being an additional contract put in place in 19/20 in the amount of \$49,000. Changes from the earlier financials include:
 - Event Sponsorship Accruals \$ 8,000
 - Summer Campaign Contract-Abbi \$27,000
 - Marketing Reserve Increase \$17,000
 - Contracted Mask Up Campaign \$49,000
- Additional adjustments to the prior financial statements for June included:
 - Reduction to Membership Accounts Receivable and Membership Deferred Revenue in the amount of \$40,729 for Unearned and Unpaid Membership Fees.
 - Increase in the Allowance for Doubtful Accounts and the Bad Debt Expense of \$22,212, reflecting 70% of the outstanding membership fees earned but not collected.
 - The budget in TMPI for TBID work was increased by \$45,000 and the budget in Administrative wages and professional fees was decreased by \$45,000. Written County approval was received.
 - TOT revenues were reduced to meet actual expenditures and the Due To/From County liability was adjusted to reflect these changes.
 - The County Accounts Receivable was partially reduced by the prepayment received last July from the County. One invoice remains in AR, and partial payment has been received on that invoice. We are waiting on explanation for the short pay before finalizing the County Due To/From account. The balance of the prepayment was moved to the Due To/From the County account.
 - The Marketing Reserve equity account was increased by \$16,388 to bring it to 10% of the last three year's budget for Tourism & Visitor Information as outlined in the contract with the County. This further reduced the Due To/From the County balance.
 - Revised June 2020 financials are attached.

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

- Cash balance on July 31, 2020 of \$1,121,000 was \$44,000 less than prior year. Variances to prior year included a decrease in Accounts Payable of \$458,000 offset by a net due to the County of Placer in the amount of approximately \$493,000, plus numerous smaller variances in accounts.
- Accounts Receivable balance of \$6,000 was up relative to last year by \$6,000, primarily due to outstanding commissions owed to the NLTRA.

- The Accounts Receivable – TOT balance of \$494,000 reflected a County TOT funding invoice for June (\$261,000) and one for July (\$233,000). The balance at this date last year was \$396,000.
- Membership dues receivable totaled \$80,000, an increase of \$66,000 over prior year due to slow pay on membership dues invoices. The Allowance for Doubtful Accounts balance of \$25,000 was \$22,000 greater than prior year to cover potential uncollectible membership fees.
- Inventory of \$41,000 represents an increase of \$16,000 over prior year due to the purchase of Personal Protection Equipment for sale to the local business community in the post pandemic tourism re-opening.
- Accounts Payable of \$58,000 was \$458,000 lower than prior year primarily due to payment due to the Spartan event (\$250,000) and payment due to the NLT Marketing Coop (\$195,000) which checks had not yet been cut.
- Wages and related liabilities of \$172,000 were \$3,000 greater than prior year, as a result of a shorter payroll accrual period (\$26,000) offset by larger accrued incentives (\$32,000), including the new CEO, as well as slightly reduced commission and slightly increased PTO liability.
- Deferred Revenue-Member Dues of \$65,000 was \$2,000 greater than prior year.
- Deferred Revenue–County of \$525,000 reflected the 2020/21 prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow due to the performance based invoicing on part of the County contract. The prepayment anticipated a payment to Spartan in July in the amount of \$175,000. The event was cancelled.
- YTD consolidated net loss of \$6,000 at month end July reflected a \$41,000 decrease from prior year positive results of \$35,000, and represented Membership’s positive net results YTD of \$3,000, and \$44,000 net negative results from TOT funded departments due largely to the cost of Personal Protection Equipment purchased for distribution to the local businesses.
- Operating Results YTD – Marketing
 - YTD Revenue from Placer TOT Funding of \$160,000 was on budget.
 - Expenses, before overhead allocation, totaled \$112,000 and were \$7,000 under budget.
 - Total net results before overhead allocation of \$48,000 were positive to budget \$7,000.
- Operating Results YTD – Conference
 - TOT revenue of \$30,000 was on budget.
 - Expenses of \$20,000 before allocated overhead were over budget \$5,000.
 - Net results of \$10,000 before overhead allocation were less than budget by \$5,000.
- Operating Results YTD – Visitor Center
 - Merchandise sales of \$12,000 were positive to budget by \$6,000. TOT revenue of \$32,000 was on budget.
 - Expenses before overhead allocation of \$74,000 were \$37,000 higher than budget, due primarily to the cost of personal protection equipment distributed to local business at no cost.
 - Net loss of \$30,000 before overhead allocation was \$36,000 negative to budget.
- Operating Results YTD – TMPI
 - TOT revenue of \$10,000 was on budget.
 - Expenditures of \$2,000 before overhead were \$5,000 good to budget.
 - Net results of \$8,000 before overhead allocation were positive to budget \$5,000.
- Operating Results YTD – Membership
 - Membership dues revenue of \$11,000 was \$1,000 over budget.
 - Expenses of \$7,000 were \$2,000 below budget.
 - Net income of \$4,000 before overhead allocations was positive to budget by \$3,000.
 - Net income of \$3,000 after overhead allocations was \$3,000 favorable to budget.
- Operating Results YTD – Administration
 - Total expenses of \$47,000 were \$12,000 below budget due primarily timing.
- Membership cash position as of July 31, 2020
 - Membership activities resulted in a net income \$2,686.

- Deferred revenues of \$79,770 less receivables of \$64,576, plus the allowance for uncollectible receivable of \$24,987 provided cash of \$40,181.
- Prior years' cumulative negative net results totaled \$5,341.
- Net cash was positive \$37,526 and no additional funds were required.

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

- Cash balance at month end of \$489,000 was \$165,000 greater than prior year due primarily the NLTRA payment that had not been received in July last year.
- Accounts receivable balance of \$1,000 was \$197,000 less than prior year due outstanding payment from NLTRA.
- Accounts receivable – Other balance of \$23,000 represents refunds due for cancelled events.
- Reimbursements receivable of \$6,000 represents a reimbursement due on an advertising expense from IVCBVB.
- Accounts payable of \$45,000 were \$421,000 less than prior year primarily due to lower expenditures including agency work that had been placed on hold.
- Unrestricted Net Assets Equity of \$467,000 was \$462,000 greater than prior year due to unspent funding from 2019/20 fiscal year.
- Net Income of \$20,000 was \$45,000 below prior year.

- Year-to-date revenue from NLTRA and IVCBVB of \$79,000 was on budget
- Consumer Marketing expenditures of \$26,000 were \$21,000 below budget due to timing.
- Leisure Sales expenditures of \$1,000 were \$2,000 below budget.
- Public Relations expenses of \$13,000 were on budget.
- Conference Sales expenditures of \$13,000 were \$10,000 or below budget due to timing.
- Trade Show expenditures of \$0 were on budget.
- Committed & Administrative expenditures of \$2,000 were \$18,000 below budget due to timing.
- Website & Maintenance expenses of \$5,000 were \$3,000 below budget.
- Net income of \$59,000 was better than budget by \$59,000.

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

June 30, 2020

North Lake Tahoe Resort Association
Balance Sheet
As of June 30, 2020

Accrual Basis

	Jun 30, 20	Jun 30, 19	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	158	116	42	36%
1003-00 · Cash - Operations BOTW #6712	565,602	332,281	233,321	70%
1007-00 · Cash - Payroll BOTW #7421	3,200	11,572	(8,372)	(72)%
1008-00 · Marketing Reserve - Plumas	50,313	50,244	69	0%
1009-00 · Cash Flow Reserve - Plumas	100,839	100,650	189	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	86,322	138,243	(51,920)	(38)%
10950 · Cash in Drawer	139	1,678	(1,539)	(92)%
Total Checking/Savings	836,155	664,366	171,789	26%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	1,000	24,817	(23,817)	(96)%
1290-00 · A/R - TOT	260,717	57,504	203,213	353%
Total Accounts Receivable	261,717	82,321	179,396	218%
Other Current Assets				
1200-99 · AR Other	7,129	10	7,119	71,262%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	35,696	2,720	32,976	1,212%
1201-03 · Member AR - Other	1,040	3,745	(2,705)	(72)%
Total 1201-00 · Member Accounts Receivable	36,736	6,465	30,271	468%
1201-02 · Allowance for Doubtful Accounts	(24,987)	(1,587)	(23,400)	(1,475)%
12100 · Inventory Asset				
1210-01 · Inventory - Other	10,371	0	10,371	100%
25300 · Gift Cards Outstanding	18	15	3	18%
12100 · Inventory Asset - Other	81,762	22,015	59,747	271%
Total 12100 · Inventory Asset	92,151	22,030	70,121	318%
1299 · Receivable from NLTMC	0	15,703	(15,703)	(100)%
1490-00 · Security Deposits	1,150	1,250	(100)	(8)%
Total Other Current Assets	112,179	43,871	68,308	156%
Total Current Assets	1,210,051	790,559	419,492	53%
Fixed Assets				
1700-00 · Furniture & Fixtures	45,289	45,289	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(45,289)	0	0%
1740-00 · Computer Equipment	4,270	4,270	0	0%
1741-00 · Accum. Depr. - Computer Equip	(4,270)	(4,269)	(0)	0%
1750-00 · Computer Software	20,493	20,493	0	0%
1751-00 · Accum. Amort. - Software	(20,493)	(19,085)	(1,407)	(7)%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%
Total Fixed Assets	0	1,407	(1,407)	(100)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	16,326	14,312	2,014	14%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	8,751	3,964	4,787	121%
Total 1400-00 · Prepaid Expenses	25,177	18,376	6,801	37%
Total Other Assets	25,177	18,376	6,801	37%
TOTAL ASSETS	1,235,228	810,343	424,886	52%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				

North Lake Tahoe Resort Association
Balance Sheet
As of June 30, 2020

Accrual Basis

	Jun 30, 20	Jun 30, 19	\$ Change	% Change
Accounts Payable				
2000-00 · Accounts Payable	26,683	73,556	(46,874)	(64)%
Total Accounts Payable	26,683	73,556	(46,874)	(64)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	25,293	20,922	4,372	21%
2101-00 · Incentive Payable	88,565	58,630	29,935	51%
2102-00 · Commissions Payable	3,506	7,132	(3,626)	(51)%
2120-00 · Empl. Federal Tax Payable	10,829	9,775	1,054	11%
2175-00 · 401 (k) Plan	4,340	4,369	(29)	(1)%
2180-00 · Estimated PTO Liability	54,845	52,993	1,852	4%
Total 21000 · Salaries/Wages/Payroll Liabilit	187,378	153,821	33,558	22%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	0	827	(827)	(100)%
25500 · *Sales Tax Payable	1,374	2,307	(932)	(40)%
Total 2190-00 · Sales and Use Tax Payable	1,374	3,134	(1,759)	(56)%
2250-00 · Accrued Expenses	76,222	59,690	16,532	28%
2300-00 · Marketing Cooperative Liabili	6,073	0	6,073	100%
2400-60 · Deferred Revenue- Member Dues	28,890	57,969	(29,079)	(50)%
2500-00 · Deferred Revenue - TMBC	1,290	840	450	54%
2700-00 · Deferred Rev. County	0	(0)	0	100%
2900-00 · Due To/From County of Placer	437,803	19,871	417,931	2,103%
Total Other Current Liabilities	739,031	295,325	443,706	150%
Total Current Liabilities	765,714	368,881	396,832	108%
Total Liabilities	765,714	368,881	396,832	108%
Equity				
32000 · Unrestricted Net Assets	(17,007)	(11,669)	(5,338)	(46)%
3300-11 · Designated Marketing Reserve	324,590	308,202	16,388	5%
3301 · Cash Flow Reserve	100,248	100,248	0	0%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	11,665	(5,338)	17,003	319%
Total Equity	469,515	441,461	28,053	6%
TOTAL LIABILITIES & EQUITY	1,235,228	810,343	424,886	52%

North Lake Tahoe Resort Association

A/R Aging Summary

As of June 30, 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	260,717.34	0.00	0.00	0.00	0.00	260,717.34
Edgewood Tahoe	-5,851.50	0.00	0.00	0.00	5,851.50	0.00
Incline Community Business Association	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Ritz-Carlton Lake Tahoe	-2,050.10	0.00	0.00	0.00	2,050.10	0.00
TOTAL	<u><u>252,815.74</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>8,901.60</u></u>	<u><u>261,717.34</u></u>

North Lake Tahoe Resort Association
A/P Aging Summary
As of June 30, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
ADP	799.47	0.00	0.00	0.00	0.00	799.47
Anne-Karin Atwood*	12.94	0.00	0.00	0.00	0.00	12.94
Annie's Cleaning Service	625.00	0.00	0.00	0.00	0.00	625.00
Apothecary of Light, LLC	250.00	0.00	0.00	0.00	0.00	250.00
AT & T*	829.80	0.00	0.00	0.00	0.00	829.80
Augustineldeas	5,356.25	0.00	0.00	0.00	0.00	5,356.25
Bank of the West Bank Card Center	2,033.94	0.00	0.00	0.00	0.00	2,033.94
Caesars Entertainment	50.00	0.00	0.00	0.00	0.00	50.00
Cintas Corporation #623	427.15	407.11	0.00	0.00	0.00	834.26
Creative Concepts*	45.00	0.00	0.00	0.00	0.00	45.00
FedEx	0.00	59.59	0.00	0.00	0.00	59.59
FP Mailing Solutions	118.89	0.00	0.00	0.00	0.00	118.89
Geo-Tourism Specialties	42.97	0.00	0.00	0.00	0.00	42.97
Google LLC	162.00	0.00	0.00	0.00	0.00	162.00
Great Basin Window Cleaning	425.00	0.00	0.00	0.00	0.00	425.00
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
Jeffrey Hentz	400.00	0.00	0.00	0.00	0.00	400.00
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
JVP Communications, LLC	990.00	0.00	0.00	0.00	0.00	990.00
Keith Design Group	2,925.00	0.00	0.00	0.00	0.00	2,925.00
Kym Fabel	71.00	0.00	0.00	0.00	0.00	71.00
Liz Bowling	307.00	0.00	0.00	0.00	0.00	307.00
Mountain Area Preservation	375.00	0.00	0.00	0.00	0.00	375.00
Office Boss	17.31	0.00	0.00	0.00	0.00	17.31
Porter Simon*	340.00	0.00	0.00	0.00	0.00	340.00
Sarah Winters	90.92	0.00	0.00	0.00	0.00	90.92
Southwest Gas Corporation*	29.76	0.00	0.00	0.00	0.00	29.76
Swigard's True Value Hardware, Inc.*	7.50	0.00	0.00	0.00	0.00	7.50
Tahoe Truckee Sierra Disposal*	236.67	0.00	0.00	0.00	0.00	236.67
The Abbi Agency, Inc.	7,664.50	0.00	0.00	0.00	0.00	7,664.50
The Paper Trail*	0.00	660.00	0.00	0.00	0.00	660.00
Van Siclen, DeWitt	214.37	0.00	0.00	0.00	0.00	214.37
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	108.25	0.00	0.00	0.00	0.00	108.25
TOTAL	<u>25,477.81</u>	<u>1,126.70</u>	<u>0.00</u>	<u>0.00</u>	<u>78.00</u>	<u>26,682.51</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	156,831	282,525	(125,693)	3,519,832	3,914,430	(394,598)	3,914,430
4200-00 · Membership Dues Revenue	11,342	10,833	509	134,937	130,000	4,937	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	17,000	(17,000)	17,000
4250-05 · Sponsorships	0	0	0	0	17,000	(17,000)	17,000
4250-01 · Community Awards - Other	0	0	0	0	16,000	(16,000)	16,000
Total 4250-01 · Community Awards	0	0	0	0	50,000	(50,000)	50,000
4250-02 · Chamber Events	0	0	0	0	2,500	(2,500)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	0	636	(636)	4,380	7,000	(2,620)	7,000
Total 4251-00 · Tues AM Breakfast Club	0	636	(636)	7,705	10,000	(2,295)	10,000
4250-00 · Revenues-Membership Activities - Other	435	200	235	8,541	4,000	4,541	4,000
Total 4250-00 · Revenues-Membership Activities	435	836	(401)	16,246	69,200	(52,954)	69,200
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
4350-00 · Special Events (Marketing)	88,889	0	88,889	88,889	0	88,889	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	10,138	0	10,138	0
4600-00 · Commissions - Other	(11,676)	0	(11,676)	22,645	28,276	(5,631)	28,276
Total 4600-00 · Commissions	(11,676)	0	(11,676)	32,783	28,276	4,507	28,276
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	400	(400)	9,867	4,800	5,067	4,800
4504-00 · Retail Revenue - Other	6,256	0	6,256	15,240	0	15,240	0
46000 · Merchandise Sales - Other	3,714	12,000	(8,286)	77,460	108,100	(30,640)	108,100
Total 46000 · Merchandise Sales	9,971	12,400	(2,429)	102,567	112,900	(10,333)	112,900
Total Income	255,793	306,594	(50,802)	3,896,254	4,254,806	(358,552)	4,254,806
Gross Profit	255,793	306,594	(50,802)	3,896,254	4,254,806	(358,552)	4,254,806
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(2,151)	800	(2,951)	13,174	9,600	3,574	9,600
5020-00 · P/R - Tax Expense	5,165	4,816	348	70,018	84,163	(14,145)	84,163
5030-00 · P/R - Health Insurance Expense	9,846	11,868	(2,022)	125,091	142,416	(17,325)	142,416
5040-00 · P/R - Workmans Comp	884	1,239	(355)	8,455	13,981	(5,526)	13,981
5060-00 · 401 (k)	2,306	3,606	(1,300)	30,939	41,981	(11,042)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	960	(960)	960
5070-00 · Other Benefits and Expenses	864	493	371	4,686	5,040	(354)	5,040
5000-00 · Salaries & Wages - Other	113,868	64,142	49,726	910,904	1,023,304	(112,400)	1,023,304
Total 5000-00 · Salaries & Wages	130,783	87,045	43,737	1,163,267	1,321,445	(158,178)	1,321,445
5100-00 · Rent							
5110-00 · Utilities	616	1,127	(510)	10,035	12,899	(2,864)	12,899
5140-00 · Repairs & Maintenance	87	2,464	(2,377)	7,185	21,938	(14,753)	21,938
5150-00 · Office - Cleaning	1,050	2,392	(1,342)	10,240	10,362	(122)	10,362
5100-00 · Rent - Other	13,330	11,122	2,208	157,324	151,529	5,795	151,529
Total 5100-00 · Rent	15,083	17,105	(2,022)	184,784	196,728	(11,944)	196,728
5310-00 · Telephone							
5320-00 · Telephone	2,170	1,842	328	24,219	24,134	85	24,134
Total 5310-00 · Telephone	2,170	1,842	328	24,219	24,134	85	24,134
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	21			21			
5420-00 · Mail - USPS - Other	0	213	(213)	1,957	2,578	(621)	2,578
Total 5420-00 · Mail - USPS	21	213	(193)	1,978	2,578	(600)	2,578
5510-00 · Insurance/Bonding	269	795	(526)	10,480	9,604	876	9,604
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	423	(423)	855	10,442	(9,587)	10,442
5520-00 · Supplies - Other	1,358	7,958	(6,600)	32,921	36,248	(3,327)	36,248
Total 5520-00 · Supplies	1,358	8,381	(7,023)	33,777	46,690	(12,913)	46,690
5610-00 · Depreciation	110	40	70	1,407	1,656	(249)	1,656
5700-00 · Equipment Support & Maintenance	2,844	2,476	368	25,203	29,952	(4,749)	29,952
5710-00 · Taxes, Licenses & Fees	967	1,062	(94)	11,488	12,895	(1,407)	12,895
5740-00 · Equipment Rental/Leasing	484	1,241	(756)	10,142	15,104	(4,961)	15,104
5800-00 · Training Seminars	0	1,421	(1,421)	4,513	12,835	(8,323)	12,835
5850-00 · Artist of Month - Commissions	0	360	(360)	9,927	4,320	5,607	4,320
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	340	1,025	(685)	5,060	9,000	(3,940)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,825	24,900	(3,075)	24,900
5921-00 · Professional Fees - Other	0	20,983	(20,983)	91,498	100,800	(9,302)	100,800

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	340	22,008	(21,668)	118,383	134,700	(16,317)	134,700
5941-00 · Research & Planning	0	1,800	(1,800)	0	21,600	(21,600)	21,600
6020-00 · Programs							
6016-00 · Special Event Partnership	12,250	10,000	2,250	30,704	50,000	(19,296)	50,000
6018-00 · Business Assoc. Grants	20,000	0	20,000	20,000	30,000	(10,000)	30,000
Total 6020-00 · Programs	32,250	10,000	22,250	50,704	80,000	(29,296)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	88,889	0	88,889	123,558	37,495	86,063	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	400	(400)	0	25,400	(25,400)	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	7,000	(7,000)	0	37,500	(37,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	21,120	21,900	(780)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	10,078	75,000	(64,922)	75,000
6420-01 · Sponsorships - Other	(5,000)	0	(5,000)	0	0	0	0
Total 6420-01 · Sponsorships	83,889	7,400	76,489	414,774	477,695	(62,921)	477,695
6421-00 · New Event Development	16,000	2,500	13,500	16,000	30,000	(14,000)	30,000
6424-00 · Event Operation Expenses	0	663	(663)	1,617	8,000	(6,383)	8,000
Total 6420-00 · Events	99,889	10,563	89,326	432,391	515,695	(83,304)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	1,222	27,500	(26,278)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	1,500	(1,500)	633	5,000	(4,367)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	546	(546)	2,724	6,000	(3,276)	6,000
6442-00 · Public Relations/Website	477	417	60	5,502	5,000	502	5,000
6423-00 · Membership Activities - Other	295	550	(255)	2,189	8,500	(6,311)	8,500
Total 6423-00 · Membership Activities	772	3,012	(2,241)	12,270	52,000	(39,730)	52,000
6730-00 · Marketing Cooperative/Media	81,918	81,918	0	1,503,362	1,503,362	0	1,503,362
6740-00 · Media/Collateral/Production	0	1,500	(1,500)	413	3,000	(2,587)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	380	2,500	(2,120)	10,384	27,910	(17,526)	27,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	10,557	20,000	(9,443)	20,000
6743-03 · Touch Lake Tahoe	0	3,000	(3,000)	19,788	20,000	(212)	20,000
6743-04 · High Notes	0	10,000	(10,000)	0	20,000	(20,000)	20,000
6743-05 · Peak Your Adventure	0	15,365	(15,365)	(1,000)	20,000	(21,000)	20,000
6743-06 · Regional Reopening	41,433	0	41,433	41,433	0	41,433	0
Total 6743-00 · BACC Marketing Programs	41,433	28,365	13,068	70,777	80,000	(9,223)	80,000
7500-00 · Trade Shows/Travel	0	0	0	3,476	3,000	476	3,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	891	100	791	3,295	1,190	2,105	1,190
52500 · Purchase Discounts	0	0	0	(101)	0	(101)	0
59900 · POS Inventory Adjustments	263	0	263	614	0	614	0
8100-01 · CGS - Other	11,092	0	11,092	19,745	0	19,745	0
8100-00 · Cost of Goods Sold - Other	1,870	6,000	(4,130)	41,268	54,050	(12,782)	54,050
Total 8100-00 · Cost of Goods Sold	14,115	6,100	8,015	64,822	55,240	9,582	55,240
8200-00 · Associate Relations	57	628	(571)	1,099	7,756	(6,657)	7,756
8300-00 · Board Functions	1,710	150	1,560	23,342	5,950	17,392	5,950
8500-00 · Credit Card Fees	248	616	(368)	5,104	7,454	(2,350)	7,454
8600-00 · Additional Opportunit	47,456	3,500	43,956	68,472	32,091	36,381	32,091
8700-00 · Automobile Expenses	123	493	(369)	2,499	6,285	(3,786)	6,285
8750-00 · Meals/Meetings	0	461	(461)	1,369	5,534	(4,165)	5,534
8810-00 · Dues & Subscriptions	470	616	(146)	9,094	7,490	1,604	7,490
8910-00 · Travel	0	0	0	0	7,800	(7,800)	7,800
8920-00 · Bad Debt	22,263	0	22,263	25,697	0	25,697	0
Total Expense	497,511	296,210	201,301	3,884,846	4,234,808	(349,962)	4,234,808
Net Ordinary Income	(241,719)	10,384	(252,103)	11,408	19,998	(8,590)	19,998
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17	0	17	258	0	258	0
Total Other Income	17	0	17	258	0	258	0
Other Expense							
8990-00 · Allocated	0	1	(1)	0	(1)	1	(1)
Total Other Expense	0	1	(1)	0	(1)	1	(1)
Net Other Income	17	(1)	18	258	1	257	1
Net Income	(241,702)	10,383	(252,085)	11,665	19,999	(8,334)	19,999

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through June 2020

	Jul '19 - Jun 20	Jul '18 - Jun 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	3,519,832	3,681,266	-161,434	-4%
4200-00 · Membership Dues Revenue	134,937	138,421	-3,484	-3%
4205-00 · Conference Dues	0	6,829	-6,829	-100%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	0	12,586	-12,586	-100%
4250-05 · Sponsorships	0	17,165	-17,165	-100%
4250-01 · Community Awards - Other	0	14,646	-14,646	-100%
Total 4250-01 · Community Awards	0	44,397	-44,397	-100%
4250-02 · Chamber Events	0	2,892	-2,892	-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	6,087	-1,707	-28%
Total 4251-00 · Tues AM Breakfast Club	7,705	8,587	-882	-10%
4250-00 · Revenues-Membership Activities - Other	8,541	4,793	3,748	78%
Total 4250-00 · Revenues-Membership Activities	16,246	63,292	-47,046	-74%
4252-00 · Sponsorships	0	600	-600	-100%
4253-00 · Revenue- Other	1,000	6	994	16,567%
4350-00 · Special Events (Marketing)	88,889	82,598	6,292	8%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	10,138	22,859	-12,721	-56%
4600-00 · Commissions - Other	22,645	49,615	-26,970	-54%
Total 4600-00 · Commissions	32,783	72,474	-39,691	-55%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	9,867	3,212	6,655	207%
4504-00 · Retail Revenue - Other	15,240	0	15,240	100%
46000 · Merchandise Sales - Other	77,460	107,672	-30,212	-28%
Total 46000 · Merchandise Sales	102,567	110,884	-8,317	-8%
4720-00 · Miscellaneous	0	5,822	-5,822	-100%
Total Income	3,896,254	4,162,191	-265,937	-6%
Cost of Goods Sold				
52900 · Purchases - Resale Items	0	0	0	0%
Total COGS	0	0	0	0%
Gross Profit	3,896,254	4,162,191	-265,937	-6%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	13,174	19,878	-6,704	-34%
5020-00 · P/R - Tax Expense	70,018	76,828	-6,810	-9%
5030-00 · P/R - Health Insurance Expense	125,091	120,087	5,004	4%
5040-00 · P/R - Workmans Comp	8,455	7,908	547	7%
5060-00 · 401 (k)	30,939	34,677	-3,737	-11%
5070-00 · Other Benefits and Expenses	4,686	3,864	822	21%
5000-00 · Salaries & Wages - Other	910,904	1,009,329	-98,425	-10%
Total 5000-00 · Salaries & Wages	1,163,267	1,272,570	-109,303	-9%
5100-00 · Rent				
5110-00 · Utilities	10,035	11,649	-1,614	-14%
5140-00 · Repairs & Maintenance	7,185	14,222	-7,037	-50%
5150-00 · Office - Cleaning	10,240	7,570	2,670	35%
5100-00 · Rent - Other	157,324	153,525	3,799	3%
Total 5100-00 · Rent	184,784	186,966	-2,182	-1%
5310-00 · Telephone				
5320-00 · Telephone	24,219	26,595	-2,376	-9%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	24,219	26,620	-2,401	-9%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	21	84	-63	-76%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through June 2020

	Jul '19 - Jun 20	Jul '18 - Jun 19	\$ Change	% Change
5420-00 · Mail - USPS - Other	1,957	2,360	-403	-17%
Total 5420-00 · Mail - USPS	1,978	2,444	-466	-19%
5510-00 · Insurance/Bonding	10,480	10,838	-358	-3%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	855	7,013	-6,158	-88%
5520-00 · Supplies - Other	32,921	21,956	10,966	50%
Total 5520-00 · Supplies	33,777	28,969	4,808	17%
5610-00 · Depreciation	1,407	1,633	-226	-14%
5700-00 · Equipment Support & Maintenance	25,203	3,471	21,732	626%
5710-00 · Taxes, Licenses & Fees	11,488	10,850	638	6%
5740-00 · Equipment Rental/Leasing	10,142	15,118	-4,976	-33%
5800-00 · Training Seminars	4,513	9,748	-5,235	-54%
5850-00 · Artist of Month - Commissions	9,927	2,769	7,159	259%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	5,060	2,600	2,460	95%
5920-00 · Professional Fees - Accountant	21,825	24,250	-2,425	-10%
5921-00 · Professional Fees - Other	91,498	70,230	21,268	30%
Total 5900-00 · Professional Fees	118,383	97,080	21,303	22%
5941-00 · Research & Planning	0	19,080	-19,080	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	30,704	50,500	-19,796	-39%
6018-00 · Business Assoc. Grants	20,000	30,000	-10,000	-33%
Total 6020-00 · Programs	50,704	80,500	-29,796	-37%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	123,558	116,875	6,682	6%
6421-01 · 4th of July Fireworks	0	20,085	-20,085	-100%
6421-04 · Broken Arrow Skyrace	0	27,500	-27,500	-100%
6421-05 · No Barriers	0	13,779	-13,779	-100%
6421-06 · Spartan	254,019	254,353	-335	-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	38,816	-38,816	-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	5,625	4,453	79%
6420-01 · Sponsorships - Other	0	0	0	0%
Total 6420-01 · Sponsorships	414,774	501,482	-86,708	-17%
6421-00 · New Event Development	16,000	85,591	-69,591	-81%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,617	8,530	-6,913	-81%
Total 6420-00 · Events	432,391	595,603	-163,212	-27%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,222	27,155	-25,933	-96%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,492	-2,859	-82%
6437-00 · Tuesday Morning Breakfast Club	2,724	5,436	-2,712	-50%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	5,502	14,275	-8,773	-62%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	2,189	16,266	-14,077	-87%
Total 6423-00 · Membership Activities	12,270	66,685	-54,415	-82%
6730-00 · Marketing Cooperative/Media	1,503,362	1,459,827	43,535	3%
6740-00 · Media/Collateral/Production	413	1,278	-864	-68%
6742-00 · Non-NLT Co-Op Marketing Program	10,384	25,509	-15,126	-59%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	10,557	11,308	-752	-7%
6743-03 · Touch Lake Tahoe	19,788	17,000	2,788	16%
6743-04 · High Notes	0	20,545	-20,545	-100%
6743-05 · Peak Your Adventure	-1,000	20,970	-21,970	-105%
6743-06 · Regional Reopening	41,433	0	41,433	100%
Total 6743-00 · BACC Marketing Programs	70,777	69,823	954	1%
7500-00 · Trade Shows/Travel	3,476	372	3,104	834%

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

Accrual Basis

July 2019 through June 2020

	Jul '19 - Jun 20	Jul '18 - Jun 19	\$ Change	% Change
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	3,295	1,316	1,980	151%
52500 · Purchase Discounts	-101	-40	-60	-149%
59900 · POS Inventory Adjustments	614	12	602	5,151%
8100-01 · CGS - Other	19,745	0	19,745	100%
8100-00 · Cost of Goods Sold - Other	41,268	59,984	-18,715	-31%
Total 8100-00 · Cost of Goods Sold	64,822	61,271	3,552	6%
8200-00 · Associate Relations	1,099	3,880	-2,781	-72%
8300-00 · Board Functions	23,342	18,433	4,910	27%
8500-00 · Credit Card Fees	5,104	7,874	-2,770	-35%
8600-00 · Additional Opportunitites	68,472	51,500	16,973	33%
8700-00 · Automobile Expenses	2,499	5,446	-2,946	-54%
8750-00 · Meals/Meetings	1,369	4,372	-3,003	-69%
8810-00 · Dues & Subscriptions	9,094	7,436	1,659	22%
8910-00 · Travel	0	4,820	-4,820	-100%
8920-00 · Bad Debt	25,697	15,022	10,675	71%
Total Expense	3,884,846	4,167,805	-282,959	-7%
Net Ordinary Income	11,408	-5,614	17,022	303%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	258	276	-19	-7%
Total Other Income	258	276	-19	-7%
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	258	276	-19	-7%
Net Income	11,665	-5,338	17,003	319%

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

Accrual Basis

11 - Marketing

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	171,141	165,294	5,847	2,735,944	2,999,007	(263,062)	2,999,007
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
4350-00 · Special Events (Marketing)	88,889	0	88,889	88,889	0	88,889	0
Total Income	260,030	165,294	94,736	2,825,833	2,999,007	(173,173)	2,999,007
Gross Profit	260,030	165,294	94,736	2,825,833	2,999,007	(173,173)	2,999,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	16,500	16,500	0	16,500
5020-00 · P/R - Tax Expense	1,499	(874)	2,373	21,380	21,537	(158)	21,537
5030-00 · P/R - Health Insurance Expense	3,422	3,667	(245)	50,494	44,004	6,490	44,004
5040-00 · P/R - Workmans Comp	188	178	10	1,674	2,139	(465)	2,139
5060-00 · 401 (k)	880	1,019	(138)	10,288	12,224	(1,936)	12,224
5070-00 · Other Benefits and Expenses	104	160	(56)	1,753	1,920	(167)	1,920
5000-00 · Salaries & Wages - Other	30,974	25,467	5,507	285,839	305,604	(19,765)	305,604
Total 5000-00 · Salaries & Wages	38,443	30,992	7,451	387,928	403,929	(16,000)	403,929
5100-00 · Rent							
5110-00 · Utilities	101	200	(99)	1,829	2,001	(172)	2,001
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	461	4,367	(3,906)	4,367
5150-00 · Office - Cleaning	312	500	(188)	3,525	2,866	659	2,866
5100-00 · Rent - Other	2,478	0	2,478	29,307	24,200	5,107	24,200
Total 5100-00 · Rent	2,890	1,700	1,190	35,123	33,434	1,689	33,434
5310-00 · Telephone							
5320-00 · Telephone	621	400	221	6,823	6,600	223	6,600
Total 5310-00 · Telephone	621	400	221	6,823	6,600	223	6,600
5420-00 · Mail - USPS	0	50	(50)	560	600	(40)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,700	(3,700)	3,700
5520-00 · Supplies - Other	209	250	(41)	1,533	4,750	(3,217)	4,750
Total 5520-00 · Supplies	209	350	(141)	1,533	8,450	(6,917)	8,450
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	1,440	(1,440)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	60	0
5740-00 · Equipment Rental/Leasing	132	315	(183)	2,021	3,780	(1,759)	3,780
5800-00 · Training Seminars	0	0	0	4,424	4,785	(362)	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	400	(400)	0	1,500	(1,500)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	4,800	(4,800)	4,800
Total 5900-00 · Professional Fees	0	800	(800)	0	6,300	(6,300)	6,300
5941-00 · Research & Planning	0	1,500	(1,500)	0	18,000	(18,000)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	12,250	10,000	2,250	30,704	50,000	(19,296)	50,000
6018-00 · Business Assoc. Grants	20,000	0	20,000	20,000	30,000	(10,000)	30,000
Total 6020-00 · Programs	32,250	10,000	22,250	50,704	80,000	(29,296)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	88,889	0	88,889	123,558	37,495	86,063	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	400	(400)	0	25,400	(25,400)	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	7,000	(7,000)	0	37,500	(37,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	21,120	21,900	(780)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	10,078	75,000	(64,922)	75,000
6420-01 · Sponsorships - Other	(5,000)	0	(5,000)	0	0	0	0
Total 6420-01 · Sponsorships	83,889	7,400	76,489	414,774	477,695	(62,921)	477,695
6421-00 · New Event Development	16,000	2,500	13,500	16,000	30,000	(14,000)	30,000
6424-00 · Event Operation Expenses	0	663	(663)	1,617	8,000	(6,383)	8,000
Total 6420-00 · Events	99,889	10,563	89,326	432,391	515,695	(83,304)	515,695
6730-00 · Marketing Cooperative/Media	71,342	71,342	0	1,376,446	1,376,446	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	180	1,500	(1,320)	5,233	15,910	(10,677)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	10,557	20,000	(9,443)	20,000
6743-03 · Touch Lake Tahoe	0	3,000	(3,000)	19,788	20,000	(212)	20,000
6743-04 · High Notes	0	10,000	(10,000)	0	20,000	(20,000)	20,000
6743-05 · Peak Your Adventure	0	15,365	(15,365)	(1,000)	20,000	(21,000)	20,000
6743-06 · Regional Reopening	41,433	0	41,433	41,433	0	41,433	0
Total 6743-00 · BACC Marketing Programs	41,433	28,365	13,068	70,777	80,000	(9,223)	80,000
7500-00 · Trade Shows/Travel	0			1,525			
8200-00 · Associate Relations	0	120	(120)	191	1,660	(1,470)	1,660

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

Accrual Basis

11 - Marketing

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
8500-00 · Credit Card Fees	0	0	0	50	0	50	0
8600-00 · Additional Opportunit	46,806	3,000	43,806	67,172	26,091	41,081	26,091
8700-00 · Automobile Expenses	13	130	(117)	1,213	1,560	(347)	1,560
8750-00 · Meals/Meetings	0	163	(163)	252	1,950	(1,698)	1,950
8810-00 · Dues & Subscriptions	126	250	(124)	1,445	3,000	(1,555)	3,000
8910-00 · Travel	0	0	0	0	6,300	(6,300)	6,300
Total Expense	334,334	161,660	172,674	2,445,870	2,595,931	(150,060)	2,595,931
Net Ordinary Income	(74,303)	3,634	(77,938)	379,963	403,076	(23,113)	403,076
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17	0	17	258	0	258	0
Total Other Income	17	0	17	258	0	258	0
Other Expense							
8990-00 · Allocated	41,049	(8,470)	49,519	380,221	403,076	(22,855)	403,076
Total Other Expense	41,049	(8,470)	49,519	380,221	403,076	(22,855)	403,076
Net Other Income	(41,033)	8,470	(49,503)	(379,963)	(403,076)	23,113	(403,076)
Net Income	(115,336)	12,104	(127,440)	(0)	0	(0)	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	(56,938)	34,227	(91,165)	292,088	383,252	(91,164)	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	10,138	0	10,138	0
4600-00 · Commissions - Other	(11,676)	0	(11,676)	22,645	28,276	(5,631)	28,276
Total 4600-00 · Commissions	(11,676)	0	(11,676)	32,783	28,276	4,507	28,276
Total Income	(68,614)	34,227	(102,841)	324,871	411,528	(86,657)	411,528
Gross Profit	(68,614)	34,227	(102,841)	324,871	411,528	(86,657)	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(2,151)	800	(2,951)	13,174	9,600	3,574	9,600
5020-00 · P/R - Tax Expense	521	1,064	(543)	7,418	12,764	(5,347)	12,764
5030-00 · P/R - Health Insurance Expense	1,204	1,754	(550)	22,868	21,048	1,820	21,048
5040-00 · P/R - Workmans Comp	52	88	(35)	680	1,051	(371)	1,051
5060-00 · 401 (k)	285	501	(215)	3,604	6,007	(2,403)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	960	(960)	960
5070-00 · Other Benefits and Expenses	8	0	8	314	0	314	0
5000-00 · Salaries & Wages - Other	9,084	12,514	(3,430)	84,563	150,168	(65,605)	150,168
Total 5000-00 · Salaries & Wages	9,003	16,800	(7,797)	132,620	201,598	(68,978)	201,598
5100-00 · Rent							
5110-00 · Utilities	49	66	(17)	892	792	100	792
5140-00 · Repairs & Maintenance	0	45	(45)	225	540	(315)	540
5150-00 · Office - Cleaning	152	94	58	1,720	1,128	592	1,128
5100-00 · Rent - Other	1,163	1,025	138	13,752	12,300	1,452	12,300
Total 5100-00 · Rent	1,365	1,230	135	16,589	14,760	1,829	14,760
5310-00 · Telephone							
5320-00 · Telephone	278	300	(22)	3,272	3,600	(328)	3,600
Total 5310-00 · Telephone	278	300	(22)	3,272	3,600	(328)	3,600
5420-00 · Mail - USPS	0	15	(15)	217	180	37	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	372	(372)	372
5520-00 · Supplies - Other	76	0	76	473	594	(121)	594
Total 5520-00 · Supplies	76	31	45	473	966	(493)	966
5700-00 · Equipment Support & Maintenance	0	0	0	0	240	(240)	240
5710-00 · Taxes, Licenses & Fees	90	0	90	121	0	121	0
5740-00 · Equipment Rental/Leasing	60	125	(65)	897	1,496	(598)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	126,916	126,916	0	126,916
8200-00 · Associate Relations	0	80	(80)	54	960	(906)	960
8500-00 · Credit Card Fees	(90)	0	(90)	0	0	0	0
8810-00 · Dues & Subscriptions	0	20	(20)	4	240	(236)	240
Total Expense	21,357	29,177	(7,819)	281,163	350,956	(69,793)	350,956
Net Ordinary Income	(89,971)	5,050	(95,021)	43,708	60,572	(16,864)	60,572
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(2,049)	5,050	(7,099)	43,708	60,572	(16,864)	60,572
Total Other Expense	(2,049)	5,050	(7,099)	43,708	60,572	(16,864)	60,572
Net Other Income	2,049	(5,050)	7,099	(43,708)	(60,572)	16,864	(60,572)
Net Income	(87,922)	0	(87,922)	0	0	0	0

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

42 - Visitor Center

Accrual Basis

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	(5,857)	36,312	(42,169)	356,140	398,306	(42,166)	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	400	(400)	9,867	4,800	5,067	4,800
4504-00 · Retail Revenue - Other	6,256	0	6,256	15,240	0	15,240	0
46000 · Merchandise Sales - Other	3,714	12,000	(8,286)	77,460	108,100	(30,640)	108,100
Total 46000 · Merchandise Sales	9,971	12,400	(2,429)	102,567	112,900	(10,333)	112,900
Total Income	4,114	48,712	(44,598)	458,707	511,206	(52,499)	511,206
Gross Profit	4,114	48,712	(44,598)	458,707	511,206	(52,499)	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	932	1,818	(886)	14,107	17,362	(3,255)	17,362
5030-00 · P/R - Health Insurance Expense	1,259	2,225	(966)	20,536	26,700	(6,164)	26,700
5040-00 · P/R - Workmans Comp	409	720	(311)	5,228	7,856	(2,628)	7,856
5060-00 · 401 (k)	462	640	(178)	5,632	6,984	(1,352)	6,984
5070-00 · Other Benefits and Expenses	168	80	88	1,020	960	60	960
5000-00 · Salaries & Wages - Other	22,661	16,000	6,661	170,000	174,600	(4,600)	174,600
Total 5000-00 · Salaries & Wages	25,891	21,483	4,408	216,523	234,462	(17,939)	234,462
5100-00 · Rent							
5110-00 · Utilities	356	650	(294)	5,313	7,600	(2,288)	7,600
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	2,303	12,000	(9,698)	12,000
5150-00 · Office - Cleaning	243	1,500	(1,257)	1,136	2,500	(1,364)	2,500
5100-00 · Rent - Other	6,631	6,900	(269)	78,271	78,800	(529)	78,800
Total 5100-00 · Rent	7,230	10,050	(2,820)	87,023	100,900	(13,877)	100,900
5310-00 · Telephone							
5320-00 · Telephone	212	242	(30)	2,709	2,904	(195)	2,904
Total 5310-00 · Telephone	212	242	(30)	2,709	2,904	(195)	2,904
5420-00 · Mail - USPS	0	50	(50)	152	600	(448)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	0	1,310	(1,310)	1,310
5520-00 · Supplies - Other	584	0	584	5,433	4,894	539	4,894
Total 5520-00 · Supplies	584	0	584	5,433	6,204	(771)	6,204
5610-00 · Depreciation	110	0	110	1,407	1,180	227	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	41	1,200	(1,159)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	21	155	(134)	155
5740-00 · Equipment Rental/Leasing	87	235	(148)	1,523	2,820	(1,297)	2,820
5800-00 · Training Seminars	0	1,000	(1,000)	0	3,000	(3,000)	3,000
5850-00 · Artist of Month - Commissions	0	360	(360)	9,927	4,320	5,607	4,320
6740-00 · Media/Collateral/Production	0	1,500	(1,500)	413	3,000	(2,587)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	2,430	12,000	(9,570)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	891	100	791	3,295	1,190	2,105	1,190
52500 · Purchase Discounts	0	0	0	(101)	0	(101)	0
59900 · POS Inventory Adjustments	263	0	263	614	0	614	0
8100-01 · CGS - Other	11,092	0	11,092	19,745	0	19,745	0
8100-00 · Cost of Goods Sold - Other	1,870	6,000	(4,130)	41,268	54,050	(12,782)	54,050
Total 8100-00 · Cost of Goods Sold	14,115	6,100	8,015	64,822	55,240	9,582	55,240
8200-00 · Associate Relations	57	58	(1)	233	696	(463)	696
8500-00 · Credit Card Fees	268	434	(166)	3,495	3,954	(459)	3,954
8700-00 · Automobile Expenses	46	50	(4)	524	950	(426)	950
8750-00 · Meals/Meetings	0	65	(65)	214	780	(566)	780
8810-00 · Dues & Subscriptions	0	0	0	55	100	(45)	100
8910-00 · Travel	0	0	0	0	1,500	(1,500)	1,500
8920-00 · Bad Debt	50			50			
Total Expense	48,849	42,727	6,122	396,993	435,965	(38,972)	435,965
Net Ordinary Income	(44,735)	5,985	(50,720)	61,714	75,241	(13,527)	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,635	5,984	(1,349)	61,714	75,243	(13,529)	75,243
Total Other Expense	4,635	5,984	(1,349)	61,714	75,243	(13,529)	75,243
Net Other Income	(4,635)	(5,984)	1,349	(61,714)	(75,243)	13,529	(75,243)
Net Income	(49,370)	1	(49,371)	0	(2)	2	(2)

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

Accrual Basis

51 - TMPI

	Jun 20	Budget	\$ Over Bu...	Jul '19 - Ju...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	48,485	46,692	1,793	135,660	133,866	1,794	133,866
Total Income	48,485	46,692	1,793	135,660	133,866	1,794	133,866
Gross Profit	48,485	46,692	1,793	135,660	133,866	1,794	133,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	50	33	17	281	396	(115)	396
5030-00 · P/R - Health Insurance Expense	70	4	66	202	48	154	48
5040-00 · P/R - Workmans Comp	5	4	1	19	48	(29)	48
5060-00 · 401 (k)	0	23	(23)	0	276	(276)	276
5070-00 · Other Benefits and Expenses	20	0	20	21	0	21	0
5000-00 · Salaries & Wages - Other	970	567	403	4,357	6,804	(2,447)	6,804
Total 5000-00 · Salaries & Wages	1,115	631	484	4,881	7,572	(2,691)	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	0	7,000	(7,000)	19,300	17,510	1,790	17,510
Total 5520-00 · Supplies	0	7,000	(7,000)	19,300	19,070	230	19,070
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	0	38,000	(38,000)	91,497	93,000	(1,503)	93,000
Total 5900-00 · Professional Fees	0	38,000	(38,000)	93,217	93,000	217	93,000
8700-00 · Automobile Expenses	0	0	0	4	25	(21)	25
8750-00 · Meals/Meetings	0	0	0	1	4	(3)	4
8810-00 · Dues & Subscriptions	0	0	0	4	0	4	0
Total Expense	1,115	45,631	(44,516)	117,409	120,786	(3,377)	120,786
Net Ordinary Income	47,370	1,061	46,309	18,251	13,080	5,171	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	8,345	1,061	7,284	18,251	13,080	5,171	13,080
Total Other Expense	8,345	1,061	7,284	18,251	13,080	5,171	13,080
Net Other Income	(8,345)	(1,061)	(7,284)	(18,251)	(13,080)	(5,171)	(13,080)
Net Income	39,025	0	39,025	0	0	0	0

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

Accrual Basis

60 - Membership

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,342	10,833	509	134,937	130,000	4,937	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	17,000	(17,000)	17,000
4250-05 · Sponsorships	0	0	0	0	17,000	(17,000)	17,000
4250-01 · Community Awards - Other	0	0	0	0	16,000	(16,000)	16,000
Total 4250-01 · Community Awards	0	0	0	0	50,000	(50,000)	50,000
4250-02 · Chamber Events	0	0	0	0	2,500	(2,500)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	0	636	(636)	4,380	7,000	(2,620)	7,000
Total 4251-00 · Tues AM Breakfast Club	0	636	(636)	7,705	10,000	(2,295)	10,000
4250-00 · Revenues-Membership Activities - Other	435	200	235	8,541	4,000	4,541	4,000
Total 4250-00 · Revenues-Membership Activities	435	836	(401)	16,246	69,200	(52,954)	69,200
Total Income	11,777	11,670	108	151,183	199,200	(48,017)	199,200
Gross Profit	11,777	11,670	108	151,183	199,200	(48,017)	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(16,500)	(16,500)	0	(16,500)
5020-00 · P/R - Tax Expense	290	434	(144)	5,033	5,211	(178)	5,211
5030-00 · P/R - Health Insurance Expense	1,001	849	152	8,605	10,188	(1,583)	10,188
5040-00 · P/R - Workmans Comp	39	44	(5)	386	532	(146)	532
5060-00 · 401 (k)	153	253	(101)	2,351	3,038	(687)	3,038
5070-00 · Other Benefits and Expenses	178	13	165	270	160	110	160
5000-00 · Salaries & Wages - Other	16,488	6,329	10,159	65,641	75,948	(10,307)	75,948
Total 5000-00 · Salaries & Wages	16,774	6,548	10,226	65,787	78,577	(12,790)	78,577
5100-00 · Rent							
5110-00 · Utilities	23	36	(13)	424	430	(6)	430
5140-00 · Repairs & Maintenance	0	44	(44)	107	525	(418)	525
5150-00 · Office - Cleaning	72	98	(26)	817	1,177	(360)	1,177
5100-00 · Rent - Other	646	497	148	7,648	5,965	1,683	5,965
Total 5100-00 · Rent	741	675	66	8,996	8,097	899	8,097
5310-00 · Telephone							
5320-00 · Telephone	124	150	(26)	1,439	1,800	(361)	1,800
Total 5310-00 · Telephone	124	150	(26)	1,439	1,800	(361)	1,800
5420-00 · Mail - USPS	0	8	(8)	103	100	3	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	500	(500)	500
5520-00 · Supplies - Other	45	83	(39)	623	1,000	(377)	1,000
Total 5520-00 · Supplies	45	125	(80)	623	1,500	(877)	1,500
5610-00 · Depreciation	0	8	(8)	0	96	(96)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	672	(672)	672
5710-00 · Taxes, Licenses & Fees	0	17	(17)	14	200	(186)	200
5740-00 · Equipment Rental/Leasing	64	225	(161)	1,153	2,700	(1,547)	2,700
5800-00 · Training Seminars	0	21	(21)	0	250	(250)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	1,000	(1,000)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	1,000	(1,000)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	1,222	27,500	(26,278)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	1,500	(1,500)	633	5,000	(4,367)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	546	(546)	2,724	6,000	(3,276)	6,000
6442-00 · Public Relations/Website	477	417	60	5,502	5,000	502	5,000
6423-00 · Membership Activities - Other	295	550	(255)	2,189	8,500	(6,311)	8,500
Total 6423-00 · Membership Activities	772	3,012	(2,241)	12,270	52,000	(39,730)	52,000
6742-00 · Non-NLT Co-Op Marketing Program	0			2,350			
8200-00 · Associate Relations	0	25	(25)	190	300	(110)	300
8500-00 · Credit Card Fees	70	182	(112)	1,385	3,500	(2,115)	3,500
8700-00 · Automobile Expenses	0	63	(63)	299	750	(451)	750
8750-00 · Meals/Meetings	0	83	(83)	368	1,000	(632)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	124	550	(427)	550
8920-00 · Bad Debt	22,212	0	22,212	25,647	0	25,647	0
Total Expense	40,801	11,327	29,475	120,746	153,092	(32,346)	153,092
Net Ordinary Income	(29,024)	343	(29,367)	30,436	46,108	(15,672)	46,108
Other Income/Expense							
Other Expense							

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

Accrual Basis

60 - Membership

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	(1,042)	2,065	(3,107)	18,771	26,107	(7,336)	26,107
Total Other Expense	(1,042)	2,065	(3,107)	18,771	26,107	(7,336)	26,107
Net Other Income	1,042	(2,065)	3,107	(18,771)	(26,107)	7,336	(26,107)
Net Income	(27,982)	(1,722)	(26,260)	11,666	20,001	(8,335)	20,001

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

70 - Administration

Accrual Basis

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,873	2,341	(468)	21,800	26,892	(5,092)	26,892
5030-00 · P/R - Health Insurance Expense	2,892	3,369	(477)	22,385	40,428	(18,043)	40,428
5040-00 · P/R - Workmans Comp	190	205	(15)	468	2,355	(1,887)	2,355
5060-00 · 401 (k)	526	1,171	(645)	9,065	13,452	(4,387)	13,452
5070-00 · Other Benefits and Expenses	385	240	145	1,307	2,000	(693)	2,000
5000-00 · Salaries & Wages - Other	33,692	3,265	30,427	300,503	310,180	(9,677)	310,180
Total 5000-00 · Salaries & Wages	39,557	10,591	28,966	355,528	395,307	(39,779)	395,307
5100-00 · Rent							
5110-00 · Utilities	87	175	(88)	1,577	2,040	(463)	2,040
5140-00 · Repairs & Maintenance	87	375	(288)	4,089	4,500	(411)	4,500
5150-00 · Office - Cleaning	270	200	70	3,042	2,650	392	2,650
5100-00 · Rent - Other	2,413	2,700	(287)	28,345	29,760	(1,415)	29,760
Total 5100-00 · Rent	2,857	3,450	(593)	37,054	38,950	(1,896)	38,950
5310-00 · Telephone							
5320-00 · Telephone	936	750	186	9,974	9,000	974	9,000
Total 5310-00 · Telephone	936	750	186	9,974	9,000	974	9,000
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	21			21			
5420-00 · Mail - USPS - Other	0	90	(90)	925	1,080	(155)	1,080
Total 5420-00 · Mail - USPS	21	90	(69)	945	1,080	(135)	1,080
5510-00 · Insurance/Bonding	269	795	(526)	10,480	9,540	940	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	250	(250)	855	3,000	(2,145)	3,000
5520-00 · Supplies - Other	444	625	(181)	5,560	7,500	(1,940)	7,500
Total 5520-00 · Supplies	444	875	(431)	6,415	10,500	(4,085)	10,500
5610-00 · Depreciation	0	32	(32)	0	380	(380)	380
5700-00 · Equipment Support & Maintenance	2,844	2,200	644	25,162	26,400	(1,238)	26,400
5710-00 · Taxes, Licenses & Fees	877	1,045	(168)	11,273	12,540	(1,267)	12,540
5740-00 · Equipment Rental/Leasing	141	341	(200)	4,548	4,092	456	4,092
5800-00 · Training Seminars	0	400	(400)	89	4,800	(4,711)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	340	625	(285)	3,340	7,500	(4,160)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	21,825	24,900	(3,075)	24,900
5921-00 · Professional Fees - Other	0	(17,500)	17,500	1	2,000	(1,999)	2,000
Total 5900-00 · Professional Fees	340	(16,875)	17,215	25,166	34,400	(9,234)	34,400
5941-00 · Research & Planning	0	300	(300)	0	3,600	(3,600)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	371	0	371	0
7500-00 · Trade Shows/Travel	0	0	0	1,951	3,000	(1,049)	3,000
8200-00 · Associate Relations	0	345	(345)	432	4,140	(3,708)	4,140
8300-00 · Board Functions	1,710	150	1,560	23,342	5,950	17,392	5,950
8500-00 · Credit Card Fees	0	0	0	175	0	175	0
8600-00 · Additional Opportunites	650	500	150	1,300	6,000	(4,700)	6,000
8700-00 · Automobile Expenses	65	250	(185)	459	3,000	(2,541)	3,000
8750-00 · Meals/Meetings	0	150	(150)	534	1,800	(1,266)	1,800
8810-00 · Dues & Subscriptions	344	300	44	7,464	3,600	3,864	3,600
8920-00 · Bad Debt	1			1			
Total Expense	51,055	5,689	45,366	522,665	578,079	(55,414)	578,079
Net Ordinary Income	(51,055)	(5,689)	(45,366)	(522,665)	(578,079)	55,414	(578,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(50,938)	(5,689)	(45,249)	(522,665)	(578,079)	55,414	(578,079)
Total Other Expense	(50,938)	(5,689)	(45,249)	(522,665)	(578,079)	55,414	(578,079)
Net Other Income	50,938	5,689	45,249	522,665	578,079	(55,414)	578,079
Net Income	(117)	0	(117)	0	0	0	0

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

July 31, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of July 31, 2020

Accrual Basis

	Jul 31, 20	Jul 31, 19	\$ Change	% Change	Jun 30, 20
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	400	(242)	(61%)	158
1003-00 · Cash - Operations BOTW #6712	854,330	806,292	48,038	6%	565,602
1007-00 · Cash - Payroll BOTW #7421	1,916	42,282	(40,366)	(95%)	3,200
1008-00 · Marketing Reserve - Plumas	50,317	50,250	67	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,852	100,667	185	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	83,308	135,201	(51,893)	(38%)	86,322
10950 · Cash in Drawer	307	392	(85)	(22%)	139
Total Checking/Savings	1,120,770	1,165,066	(44,296)	(4%)	836,155
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	0	21,201	(21,201)	(100%)	1,000
1290-00 · A/R - TOT	493,471	395,581	97,890	25%	260,717
Total Accounts Receivable	493,471	416,782	76,689	18%	261,717
Other Current Assets					
1200-99 · AR Other	6,100	30	6,070	20,233%	7,129
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	79,770	13,959	65,811	471%	35,696
1201-03 · Member AR - Other	1,040	2,296	(1,256)	(55%)	1,040
Total 1201-00 · Member Accounts Receivable	80,810	16,255	64,555	397%	36,736
1201-02 · Allowance for Doubtful Accounts	(24,987)	(2,775)	(22,212)	(800%)	(24,987)
12100 · Inventory Asset					
1210-01 · Inventory - Other	0	0	0	0%	10,371
25300 · Gift Cards Outstanding	18	15	3	20%	18
12100 · Inventory Asset - Other	41,152	24,972	16,180	65%	81,762
Total 12100 · Inventory Asset	41,170	24,987	16,183	65%	92,151
1299 · Receivable from NLTMC	0	5,661	(5,661)	(100%)	0
1490-00 · Security Deposits	1,150	1,250	(100)	(8%)	1,150
Total Other Current Assets	104,243	45,408	58,835	130%	112,179
Total Current Assets	1,718,484	1,627,256	91,228	6%	1,210,051
Fixed Assets					
1700-00 · Furniture & Fixtures	45,289	45,289	0	0%	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(45,289)	0	0%	(45,289)
1740-00 · Computer Equipment	4,270	4,270	0	0%	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,270)	(4,269)	(1)	(0%)	(4,270)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(19,203)	(1,290)	(7%)	(20,493)
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	0	1,291	(1,291)	(100%)	0
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	16,468	14,833	1,635	11%	16,326

North Lake Tahoe Resort Association

Balance Sheet

As of July 31, 2020

Accrual Basis

	Jul 31, 20	Jul 31, 19	\$ Change	% Change	Jun 30, 20
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	10,669	4,756	5,913	124%	8,751
Total 1400-00 · Prepaid Expenses	27,237	19,689	7,548	38%	25,177
Total Other Assets	27,237	19,689	7,548	38%	25,177
TOTAL ASSETS	1,745,721	1,648,236	97,485	6%	1,235,228
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	57,619	516,031	(458,412)	(89%)	26,683
Total Accounts Payable	57,619	516,031	(458,412)	(89%)	26,683
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	10,906	26,370	(15,464)	(59%)	25,293
2101-00 · Incentive Payable	95,765	63,651	32,114	50%	88,565
2102-00 · Commissions Payable	3,506	9,008	(5,502)	(61%)	3,506
2120-00 · Empl. Federal Tax Payable	4,658	11,473	(6,815)	(59%)	10,829
2175-00 · 401 (k) Plan	1,913	5,379	(3,466)	(64%)	4,340
2180-00 · Estimated PTO Liability	54,845	52,993	1,852	3%	54,845
Total 21000 · Salaries/Wages/Payroll Liabilit	171,593	168,874	2,719	2%	187,378
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	0	1,331	(1,331)	(100%)	0
25500 · *Sales Tax Payable	887	3,349	(2,462)	(74%)	1,374
Total 2190-00 · Sales and Use Tax Payable	887	4,680	(3,793)	(81%)	1,374
2250-00 · Accrued Expenses	23,007	48,146	(25,139)	(52%)	76,222
2300-00 · Marketing Cooperative Liabili	0	0	0	0%	6,073
2400-60 · Deferred Revenue- Member Dues	64,576	63,325	1,251	2%	28,890
2500-00 · Deferred Revenue - TMBC	1,290	840	450	54%	1,290
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%	0
2900-00 · Due To/From County of Placer	437,803	19,871	417,932	2,103%	437,803
Total Other Current Liabilities	1,224,461	656,041	568,420	87%	739,030
Total Current Liabilities	1,282,080	1,172,072	110,008	9%	765,713
Total Liabilities	1,282,080	1,172,072	110,008	9%	765,713
Equity					
32000 · Unrestricted Net Assets	(5,341)	(17,007)	11,666	69%	(17,007)
3300-11 · Designated Marketing Reserve	324,590	308,202	16,388	5%	324,590
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	(5,873)	34,701	(40,574)	(117%)	11,665
Total Equity	463,642	476,162	(12,520)	(3%)	469,514
TOTAL LIABILITIES & EQUITY	1,745,722	1,648,234	97,488	6%	1,235,227

North Lake Tahoe Resort Association

A/R Aging Summary

As of July 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	232,754.03	0.00	260,717.34	0.00	0.00	493,471.37
TOTAL	<u>232,754.03</u>	<u>0.00</u>	<u>260,717.34</u>	<u>0.00</u>	<u>0.00</u>	<u>493,471.37</u>

North Lake Tahoe Resort Association

A/P Aging Summary

As of July 31, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
ADP	90.51	0.00	0.00	0.00	0.00	90.51
Anne-Karin Atwood*	39.00	0.00	0.00	0.00	0.00	39.00
Annie's Cleaning Service	600.00	0.00	0.00	0.00	0.00	600.00
AT & T*	535.75	295.66	0.00	0.00	0.00	831.41
Cintas Corporation #623	0.00	427.15	0.00	0.00	0.00	427.15
County Of Placer*	4.00	0.00	0.00	0.00	0.00	4.00
Ernest M Brassard	202.50	0.00	0.00	0.00	0.00	202.50
Google LLC	162.00	0.00	0.00	0.00	0.00	162.00
Ideal Wild	0.00	43,400.00	0.00	0.00	0.00	43,400.00
InBloom Marketing	115.00	0.00	0.00	0.00	0.00	115.00
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
Jeffrey Hentz	139.15	0.00	0.00	0.00	0.00	139.15
Kaplowe Studios, LLC.	199.00	0.00	0.00	0.00	0.00	199.00
Karen Colbert	87.00	0.00	0.00	0.00	0.00	87.00
Keith Design Group	0.00	2,925.00	0.00	0.00	0.00	2,925.00
Kym Fabel	58.65	0.00	0.00	0.00	0.00	58.65
Liberty Utilities*	0.00	463.97	0.00	0.00	0.00	463.97
Liz Bowling	81.19	0.00	0.00	0.00	0.00	81.19
Maureen Mullican	37.50	0.00	0.00	0.00	0.00	37.50
North Lake Tahoe Marketing Co-op	5,115.38	0.00	0.00	0.00	0.00	5,115.38
Placer County Tax Collector	0.00	163.86	0.00	0.00	0.00	163.86
Porter Simon*	300.00	0.00	0.00	0.00	0.00	300.00
Sarah Winters	39.00	0.00	0.00	0.00	0.00	39.00
SDBX Studio, LLC.	850.00	0.00	0.00	0.00	0.00	850.00
Southwest Gas Corporation*	11.00	0.00	0.00	0.00	0.00	11.00
Swigard's True Value Hardware, Inc.*	0.00	0.00	7.50	0.00	0.00	7.50
Tahoe Truckee Sierra Disposal*	236.67	0.00	0.00	0.00	0.00	236.67
Uline	324.74	0.00	0.00	0.00	0.00	324.74
Van Siclen, DeWitt	86.02	0.00	0.00	0.00	0.00	86.02
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	108.25	0.00	0.00	0.00	0.00	108.25
TOTAL	<u>9,857.68</u>	<u>47,675.64</u>	<u>7.50</u>	<u>0.00</u>	<u>78.00</u>	<u>57,618.82</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	232,754	238,682	(5,928)	232,754	238,682	(5,928)	4,043,822
4200-00 · Membership Dues Revenue	11,348	10,417	931	11,348	10,417	931	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	19,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	20,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	58,000
4250-02 · Chamber Events	0	0	0	0	0	0	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	0	0	2,000
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	4,000
Total 4251-00 · Tues AM Breakfast Club	0	0	0	0	0	0	6,000
4250-00 · Revenues-Membership Activities - Other	50	0	50	50	0	50	0
Total 4250-00 · Revenues-Membership Activities	50	0	50	50	0	50	72,500
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	672	0	672	672	0	672	0
4504-00 · Retail Revenue - Other	230	0	230	230	0	230	0
46000 · Merchandise Sales - Other	11,336	6,000	5,336	11,336	6,000	5,336	85,000
Total 46000 · Merchandise Sales	12,238	6,000	6,238	12,238	6,000	6,238	85,000
Total Income	256,390	255,099	1,291	256,390	255,099	1,291	4,328,822
Gross Profit	256,390	255,099	1,291	256,390	255,099	1,291	4,328,822
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	5,921	7,049	(1,128)	5,921	7,049	(1,128)	84,586
5030-00 · P/R - Health Insurance Expense	8,353	11,750	(3,397)	8,353	11,750	(3,397)	141,000
5040-00 · P/R - Workmans Comp	755	1,128	(372)	755	1,128	(372)	13,532
5060-00 · 401 (k)	2,565	3,308	(743)	2,565	3,308	(743)	39,700
5070-00 · Other Benefits and Expenses	175	428	(253)	175	428	(253)	5,135
5000-00 · Salaries & Wages - Other	85,493	94,593	(9,100)	85,493	94,593	(9,100)	1,135,121
Total 5000-00 · Salaries & Wages	103,263	118,256	(14,994)	103,263	118,256	(14,994)	1,419,074
5100-00 · Rent							
5110-00 · Utilities	863	982	(119)	863	982	(119)	11,655
5140-00 · Repairs & Maintenance	87	888	(802)	87	888	(802)	10,660
5150-00 · Office - Cleaning	600	1,058	(458)	600	1,058	(458)	12,700
5100-00 · Rent - Other	13,330	12,648	682	13,330	12,648	682	152,798
Total 5100-00 · Rent	14,880	15,576	(696)	14,880	15,576	(696)	187,813
5310-00 · Telephone							
5320-00 · Telephone	2,179	1,924	255	2,179	1,924	255	23,088
Total 5310-00 · Telephone	2,179	1,924	255	2,179	1,924	255	23,088
5420-00 · Mail - USPS	0	161	(161)	0	161	(161)	2,080
5510-00 · Insurance/Bonding	269	1,692	(1,423)	269	1,692	(1,423)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	131	287	(155)	131	287	(155)	3,440
5520-00 · Supplies - Other	889	7,598	(6,709)	889	7,598	(6,709)	91,174
Total 5520-00 · Supplies	1,020	7,885	(6,864)	1,020	7,885	(6,864)	94,614
5700-00 · Equipment Support & Maintenance	2,379	2,267	112	2,379	2,267	112	27,200
5710-00 · Taxes, Licenses & Fees	1,146	1,025	121	1,146	1,025	121	12,300
5740-00 · Equipment Rental/Leasing	365	969	(604)	365	969	(604)	11,630
5800-00 · Training Seminars	0	1,667	(1,667)	0	1,667	(1,667)	22,000
5850-00 · Artist of Month - Commissions	240	250	(10)	240	250	(10)	3,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	300	750	(450)	300	750	(450)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	0	0	0	26,000
5921-00 · Professional Fees - Other	0	2,750	(2,750)	0	2,750	(2,750)	134,000
Total 5900-00 · Professional Fees	300	3,500	(3,200)	300	3,500	(3,200)	169,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	1,250	(1,250)	55,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	0	0	0	0	0	0	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Bud...
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400
6421-17 · Enduro	0	0	0	0	0	0	31,500
6421-18 · Sponsorships - Other	0	0	0	0	0	0	240,800
Total 6420-01 · Sponsorships	0	0	0	0	0	0	529,000
6421-00 · New Event Development	0	0	0	0	0	0	30,000
6424-00 · Event Operation Expenses	0	0	0	0	0	0	6,000
Total 6420-00 · Events	0	0	0	0	0	0	565,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	295	0	295	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	1,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	3,000
6442-00 · Public Relations/Website	569	417	152	569	417	152	5,000
6423-00 · Membership Activities - Other	915	417	498	915	417	498	5,000
Total 6423-00 · Membership Activities	1,779	833	946	1,779	833	946	42,000
6730-00 · Marketing Cooperative/Media	79,439	79,439	0	79,439	79,439	0	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	1,667	(1,667)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	399	1,000	(601)	399	1,000	(601)	232,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	0	0	0	10,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	10,000
6743-04 · High Notes	0	0	0	0	0	0	10,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	10,000
6743-06 · Regional Reopening	0	0	0	0	0	0	40,000
Total 6743-00 · BACC Marketing Programs	0	0	0	0	0	0	80,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	1,250	(1,250)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	379	125	254	379	125	254	1,500
8100-01 · CGS - Other	43,102	0	43,102	43,102	0	43,102	0
8100-00 · Cost of Goods Sold - Other	5,878	2,682	3,196	5,878	2,682	3,196	38,000
Total 8100-00 · Cost of Goods Sold	49,359	2,807	46,552	49,359	2,807	46,552	39,500
8200-00 · Associate Relations	163	113	51	163	113	51	1,600
8300-00 · Board Functions	0	0	0	0	0	0	7,000
8500-00 · Credit Card Fees	346	282	64	346	282	64	5,850
8600-00 · Additional Opportunites	4,000	10,000	(6,000)	4,000	10,000	(6,000)	120,000
8700-00 · Automobile Expenses	365	329	36	365	329	36	5,450
8750-00 · Meals/Meetings	0	513	(513)	0	513	(513)	8,900
8810-00 · Dues & Subscriptions	390	1,254	(864)	390	1,254	(864)	17,900
8910-00 · Travel	0	0	0	0	0	0	12,600
Total Expense	262,280	255,907	6,373	262,280	255,907	6,373	4,299,899
Net Ordinary Income	(5,890)	(808)	(5,082)	(5,890)	(808)	(5,082)	28,924
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17	0	17	17	0	17	0
Total Other Income	17	0	17	17	0	17	0
Other Expense							
8990-00 · Allocated	0	(0)	0	0	(0)	0	0
Total Other Expense	0	(0)	0	0	(0)	0	0
Net Other Income	17	0	17	17	0	17	(0)
Net Income	(5,873)	(808)	(5,065)	(5,873)	(808)	(5,065)	28,924

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

July 2020

Accrual Basis

	Jul 20	Jul 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	232,754	588,077	-355,323	-60%
4200-00 · Membership Dues Revenue	11,348	11,069	279	3%
4250-00 · Revenues-Membership Activities	50	600	-550	-92%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	6,563	-6,563	-100%
4600-00 · Commissions - Other	0	681	-681	-100%
Total 4600-00 · Commissions	0	7,245	-7,245	-100%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	672	20	652	3,260%
4504-00 · Retail Revenue - Other	230	0	230	100%
46000 · Merchandise Sales - Other	11,336	14,354	-3,018	-21%
Total 46000 · Merchandise Sales	12,238	14,374	-2,136	-15%
Total Income	256,390	621,364	-364,975	-59%
Gross Profit	256,390	621,364	-364,975	-59%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	0	1,876	-1,876	-100%
5020-00 · P/R - Tax Expense	5,921	5,803	118	2%
5030-00 · P/R - Health Insurance Expense	8,353	7,937	416	5%
5040-00 · P/R - Workmans Comp	755	447	308	69%
5060-00 · 401 (k)	2,565	2,752	-187	-7%
5070-00 · Other Benefits and Expenses	175	155	20	13%
5000-00 · Salaries & Wages - Other	85,493	78,597	6,896	9%
Total 5000-00 · Salaries & Wages	103,263	97,568	5,695	6%
5100-00 · Rent				
5110-00 · Utilities	863	977	-114	-12%
5140-00 · Repairs & Maintenance	87	187	-100	-54%
5150-00 · Office - Cleaning	600	550	50	9%
5100-00 · Rent - Other	13,330	13,058	272	2%
Total 5100-00 · Rent	14,880	14,772	108	1%
5310-00 · Telephone				
5320-00 · Telephone	2,179	1,809	370	20%
Total 5310-00 · Telephone	2,179	1,809	370	20%
5420-00 · Mail - USPS	0	100	-100	-100%
5510-00 · Insurance/Bonding	269	730	-461	-63%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	131	10	121	1,215%
5520-00 · Supplies - Other	889	1,047	-159	-15%
Total 5520-00 · Supplies	1,020	1,057	-37	-4%
5610-00 · Depreciation	0	118	-118	-100%
5700-00 · Equipment Support & Maintenance	2,379	0	2,379	100%
5710-00 · Taxes, Licenses & Fees	1,146	816	330	40%
5740-00 · Equipment Rental/Leasing	365	1,108	-743	-67%
5850-00 · Artist of Month - Commissions	240	726	-486	-67%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	300	0	300	100%
5921-00 · Professional Fees - Other	0	10,148	-10,148	-100%
Total 5900-00 · Professional Fees	300	10,148	-9,848	-97%
6420-00 · Events				
6420-01 · Sponsorships				
6421-06 · Spartan	0	250,000	-250,000	-100%
Total 6420-01 · Sponsorships	0	250,000	-250,000	-100%
Total 6420-00 · Events	0	250,000	-250,000	-100%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	295	285	10	4%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	318	-318	-100%
6442-00 · Public Relations/Website	569	309	260	84%
6444-00 · Trades	0	0	0	0%

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

July 2020

Accrual Basis

	Jul 20	Jul 19	\$ Change	% Change
6423-00 · Membership Activities - Other	915	570	345	61%
Total 6423-00 · Membership Activities	1,779	1,482	297	20%
6730-00 · Marketing Cooperative/Media	79,439	195,584	-116,145	-59%
6742-00 · Non-NLT Co-Op Marketing Program	399	729	-330	-45%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	0	-1,000	1,000	100%
Total 6743-00 · BACC Marketing Programs	0	-1,000	1,000	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	379	218	160	74%
59900 · POS Inventory Adjustments	0	10	-10	-100%
8100-01 · CGS - Other	43,102	0	43,102	100%
8100-00 · Cost of Goods Sold - Other	5,878	7,268	-1,390	-19%
Total 8100-00 · Cost of Goods Sold	49,359	7,496	41,863	559%
8200-00 · Associate Relations	163	100	63	63%
8500-00 · Credit Card Fees	346	633	-286	-45%
8600-00 · Additional Opportunit	4,000	0	4,000	100%
8700-00 · Automobile Expenses	365	220	145	66%
8750-00 · Meals/Meetings	0	121	-121	-100%
8810-00 · Dues & Subscriptions	390	1,181	-791	-67%
8920-00 · Bad Debt	0	1,188	-1,188	-100%
Total Expense	262,280	586,687	-324,407	-55%
Net Ordinary Income	-5,890	34,678	-40,568	-117%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	17	24	-6	-27%
Total Other Income	17	24	-6	-27%
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	17	24	-6	-27%
Net Income	-5,873	34,701	-40,574	-117%

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

Accrual Basis

11 - Marketing

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	160,402	160,402	(0)	160,402	160,402	(0)	2,983,637
Total Income	160,402	160,402	(0)	160,402	160,402	(0)	2,983,637
Gross Profit	160,402	160,402	(0)	160,402	160,402	(0)	2,983,637
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,217	1,667	(450)	1,217	1,667	(450)	20,000
5030-00 · P/R - Health Insurance Expense	3,598	4,000	(402)	3,598	4,000	(402)	48,000
5040-00 · P/R - Workmans Comp	130	125	5	130	125	5	1,500
5060-00 · 401 (k)	733	833	(100)	733	833	(100)	10,000
5070-00 · Other Benefits and Expenses	44	142	(98)	44	142	(98)	1,700
5000-00 · Salaries & Wages - Other	19,500	22,299	(2,799)	19,500	22,299	(2,799)	267,592
Total 5000-00 · Salaries & Wages	25,222	29,066	(3,844)	25,222	29,066	(3,844)	348,792
5100-00 · Rent							
5110-00 · Utilities	179	165	14	179	165	14	1,855
5140-00 · Repairs & Maintenance	0	75	(75)	0	75	(75)	900
5150-00 · Office - Cleaning	213	250	(37)	213	250	(37)	3,000
5100-00 · Rent - Other	2,478	2,229	248	2,478	2,229	248	27,777
Total 5100-00 · Rent	2,870	2,719	151	2,870	2,719	151	33,532
5310-00 · Telephone							
5320-00 · Telephone	543	549	(6)	543	549	(6)	6,588
Total 5310-00 · Telephone	543	549	(6)	543	549	(6)	6,588
5420-00 · Mail - USPS	0	34	(34)	0	34	(34)	560
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	100	0	100	100	0	100	0
5520-00 · Supplies - Other	80	1,716	(1,636)	80	1,716	(1,636)	20,594
Total 5520-00 · Supplies	180	1,716	(1,536)	180	1,716	(1,536)	20,594
5700-00 · Equipment Support & Maintenance	(4)	13	(17)	(4)	13	(17)	150
5710-00 · Taxes, Licenses & Fees	48	13	35	48	13	35	150
5740-00 · Equipment Rental/Leasing	91	167	(75)	91	167	(75)	2,000
5800-00 · Training Seminars	0	750	(750)	0	750	(750)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	125	(125)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	1,125	(1,125)	13,500
Total 5900-00 · Professional Fees	0	1,250	(1,250)	0	1,250	(1,250)	15,000
5941-00 · Research & Planning	0	0	0	0	0	0	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	0	0	0	0	0	0	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400
6421-17 · Enduro	0	0	0	0	0	0	31,500
6421-18 · Sponsorships - Other	0	0	0	0	0	0	240,800
Total 6420-01 · Sponsorships	0	0	0	0	0	0	529,000
6421-00 · New Event Development	0	0	0	0	0	0	30,000
6424-00 · Event Operation Expenses	0	0	0	0	0	0	6,000
Total 6420-00 · Events	0	0	0	0	0	0	565,000
6730-00 · Marketing Cooperative/Media	79,439	74,469	4,970	79,439	74,469	4,970	925,000
6742-00 · Non-NLT Co-Op Marketing Program	199	0	199	199	0	199	220,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	0	0	0	10,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	10,000
6743-04 · High Notes	0	0	0	0	0	0	10,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	10,000
6743-06 · Regional Reopening	0	0	0	0	0	0	40,000
Total 6743-00 · BACC Marketing Programs	0	0	0	0	0	0	80,000
8200-00 · Associate Relations	32	0	32	32	0	32	250
8600-00 · Additional Opportunites	3,350	7,917	(4,567)	3,350	7,917	(4,567)	95,000
8700-00 · Automobile Expenses	57	0	57	57	0	57	1,500
8750-00 · Meals/Meetings	0	0	0	0	0	0	2,750
8810-00 · Dues & Subscriptions	42	0	42	42	0	42	2,850
8910-00 · Travel	0	0	0	0	0	0	11,100

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

Accrual Basis

11 - Marketing

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
Total Expense	112,070	118,662	(6,593)	112,070	118,662	(6,593)	2,459,816
Net Ordinary Income	48,333	41,740	6,593	48,333	41,740	6,593	523,821
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17	0	17	17	0	17	0
Total Other Income	17	0	17	17	0	17	0
Other Expense							
8990-00 · Allocated	32,849	41,775	(8,926)	32,849	41,775	(8,926)	524,426
Total Other Expense	32,849	41,775	(8,926)	32,849	41,775	(8,926)	524,426
Net Other Income	(32,832)	(41,775)	8,943	(32,832)	(41,775)	8,943	(524,426)
Net Income	15,501	(34)	15,536	15,501	(34)	15,536	(605)

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

Accrual Basis

30 - Conference

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	30,310	30,310	0	30,310	30,310	0	384,054
Total Income	30,310	30,310	0	30,310	30,310	0	384,054
Gross Profit	30,310	30,310	0	30,310	30,310	0	384,054
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,070	1,157	(87)	1,070	1,157	(87)	13,886
5030-00 · P/R - Health Insurance Expense	786	2,042	(1,256)	786	2,042	(1,256)	24,500
5040-00 · P/R - Workmans Comp	88	167	(78)	88	167	(78)	2,000
5060-00 · 401 (k)	590	500	90	590	500	90	6,000
5070-00 · Other Benefits and Expenses	47	38	10	47	38	10	450
5000-00 · Salaries & Wages - Other	15,437	14,030	1,406	15,437	14,030	1,406	168,365
Total 5000-00 · Salaries & Wages	18,018	17,933	85	18,018	17,933	85	215,201
5100-00 · Rent							
5110-00 · Utilities	96	75	21	96	75	21	900
5140-00 · Repairs & Maintenance	0	22	(22)	0	22	(22)	260
5150-00 · Office - Cleaning	133	142	(8)	133	142	(8)	1,700
5100-00 · Rent - Other	1,163	1,167	(3)	1,163	1,167	(3)	14,000
Total 5100-00 · Rent	1,393	1,405	(12)	1,393	1,405	(12)	16,860
5310-00 · Telephone							
5320-00 · Telephone	339	267	73	339	267	73	3,200
Total 5310-00 · Telephone	339	267	73	339	267	73	3,200
5420-00 · Mail - USPS	0	17	(17)	0	17	(17)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	45	(45)	0	45	(45)	540
5520-00 · Supplies - Other	50	113	(63)	50	113	(63)	1,350
Total 5520-00 · Supplies	50	158	(108)	50	158	(108)	1,890
5710-00 · Taxes, Licenses & Fees	30	8	21	30	8	21	100
5740-00 · Equipment Rental/Leasing	40	83	(43)	40	83	(43)	1,000
5800-00 · Training Seminars	0	0	0	0	0	0	2,000
6730-00 · Marketing Cooperative/Media	0	4,970	(4,970)	0	4,970	(4,970)	75,000
8750-00 · Meals/Meetings	0	29	(29)	0	29	(29)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	63	(63)	750
Total Expense	19,871	24,933	(5,062)	19,871	24,933	(5,062)	316,551
Net Ordinary Income	10,439	5,377	5,062	10,439	5,377	5,062	67,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,226	5,377	(1,151)	4,226	5,377	(1,151)	67,503
Total Other Expense	4,226	5,377	(1,151)	4,226	5,377	(1,151)	67,503
Net Other Income	(4,226)	(5,377)	1,151	(4,226)	(5,377)	1,151	(67,503)
Net Income	6,213	(0)	6,213	6,213	(0)	6,213	0

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

42 - Visitor Center

Accrual Basis

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	32,315	38,243	(5,928)	32,315	38,243	(5,928)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	672	0	672	672	0	672	0
4504-00 · Retail Revenue - Other	230	0	230	230	0	230	0
46000 · Merchandise Sales - Other	11,336	6,000	5,336	11,336	6,000	5,336	85,000
Total 46000 · Merchandise Sales	12,238	6,000	6,238	12,238	6,000	6,238	85,000
Total Income	44,553	44,243	310	44,553	44,243	310	542,711
Gross Profit	44,553	44,243	310	44,553	44,243	310	542,711
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,235	1,292	(56)	1,235	1,292	(56)	15,500
5030-00 · P/R - Health Insurance Expense	1,168	1,583	(416)	1,168	1,583	(416)	19,000
5040-00 · P/R - Workmans Comp	408	433	(25)	408	433	(25)	5,200
5060-00 · 401 (k)	485	417	68	485	417	68	5,000
5070-00 · Other Benefits and Expenses	13	82	(68)	13	82	(68)	982
5000-00 · Salaries & Wages - Other	12,565	15,568	(3,003)	12,565	15,568	(3,003)	186,818
Total 5000-00 · Salaries & Wages	15,875	19,375	(3,500)	15,875	19,375	(3,500)	232,500
5100-00 · Rent							
5110-00 · Utilities	373	583	(211)	373	583	(211)	7,000
5140-00 · Repairs & Maintenance	0	458	(458)	0	458	(458)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	358	(358)	4,300
5100-00 · Rent - Other	6,631	6,721	(90)	6,631	6,721	(90)	80,650
Total 5100-00 · Rent	7,003	8,121	(1,117)	7,003	8,121	(1,117)	97,450
5310-00 · Telephone							
5320-00 · Telephone	263	238	25	263	238	25	2,850
Total 5310-00 · Telephone	263	238	25	263	238	25	2,850
5420-00 · Mail - USPS	0	17	(17)	0	17	(17)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	75	(75)	0	75	(75)	900
5520-00 · Supplies - Other	571	2,917	(2,346)	571	2,917	(2,346)	35,000
Total 5520-00 · Supplies	571	2,992	(2,421)	571	2,992	(2,421)	35,900
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	4	(4)	50
5710-00 · Taxes, Licenses & Fees	29	4	25	29	4	25	50
5740-00 · Equipment Rental/Leasing	73	129	(56)	73	129	(56)	1,550
5800-00 · Training Seminars	0	250	(250)	0	250	(250)	3,000
5850-00 · Artist of Month - Commissions	240	250	(10)	240	250	(10)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	1,667	(1,667)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	200	1,000	(800)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	379	125	254	379	125	254	1,500
8100-01 · CGS - Other	43,102	0	43,102	43,102	0	43,102	0
8100-00 · Cost of Goods Sold - Other	5,878	2,682	3,196	5,878	2,682	3,196	38,000
Total 8100-00 · Cost of Goods Sold	49,359	2,807	46,552	49,359	2,807	46,552	39,500
8200-00 · Associate Relations	0	17	(17)	0	17	(17)	200
8500-00 · Credit Card Fees	326	282	44	326	282	44	4,000
8700-00 · Automobile Expenses	59	46	13	59	46	13	550
8750-00 · Meals/Meetings	0	33	(33)	0	33	(33)	400
8810-00 · Dues & Subscriptions	0	8	(8)	0	8	(8)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	73,998	37,239	36,759	73,998	37,239	36,759	454,800
Net Ordinary Income	(29,445)	7,004	(36,449)	(29,445)	7,004	(36,449)	87,911
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,076	7,004	(927)	6,076	7,004	(927)	87,921
Total Other Expense	6,076	7,004	(927)	6,076	7,004	(927)	87,921
Net Other Income	(6,076)	(7,004)	927	(6,076)	(7,004)	927	(87,921)
Net Income	(35,521)	0	(35,521)	(35,521)	0	(35,521)	(10)

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

Accrual Basis

51 - TMPI

	Jul 20	Budget	\$ Over Bu...	Jul 20	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	9,727	9,727	0	9,727	9,727	0	218,419
Total Income	9,727	9,727	0	9,727	9,727	0	218,419
Gross Profit	9,727	9,727	0	9,727	9,727	0	218,419
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	108	225	(117)	108	225	(117)	2,700
5030-00 · P/R - Health Insurance Expense	163	167	(4)	163	167	(4)	2,000
5040-00 · P/R - Workmans Comp	7	175	(168)	7	175	(168)	2,100
5060-00 · 401 (k)	0	167	(167)	0	167	(167)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	1	17	(16)	203
5000-00 · Salaries & Wages - Other	1,770	3,836	(2,065)	1,770	3,836	(2,065)	46,026
Total 5000-00 · Salaries & Wages	2,049	4,586	(2,537)	2,049	4,586	(2,537)	55,029
5100-00 · Rent							
5110-00 · Utilities	1	0	1	1	0	1	0
5150-00 · Office - Cleaning	7	0	7	7	0	7	0
Total 5100-00 · Rent	8	0	8	8	0	8	0
5310-00 · Telephone							
5320-00 · Telephone	11	0	11	11	0	11	0
Total 5310-00 · Telephone	11	0	11	11	0	11	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	3	0	3	3	0	3	0
5520-00 · Supplies - Other	2	2,083	(2,082)	2	2,083	(2,082)	25,000
Total 5520-00 · Supplies	5	2,083	(2,079)	5	2,083	(2,079)	25,000
5710-00 · Taxes, Licenses & Fees	1			1			
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	100,000
Total 5900-00 · Professional Fees	0	0	0	0	0	0	100,000
Total Expense	2,074	6,669	(4,595)	2,074	6,669	(4,595)	180,029
Net Ordinary Income	7,653	3,058	4,595	7,653	3,058	4,595	38,390
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,405	3,058	(653)	2,405	3,058	(653)	38,390
Total Other Expense	2,405	3,058	(653)	2,405	3,058	(653)	38,390
Net Other Income	(2,405)	(3,058)	653	(2,405)	(3,058)	653	(38,390)
Net Income	5,248	0	5,248	5,248	0	5,248	0

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

Accrual Basis

60 - Membership

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,348	10,417	931	11,348	10,417	931	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	19,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	20,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	58,000
4250-02 · Chamber Events	0	0	0	0	0	0	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	0	0	2,000
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	4,000
Total 4251-00 · Tues AM Breakfast Club	0	0	0	0	0	0	6,000
4250-00 · Revenues-Membership Activities - Other	50	0	50	50	0	50	0
Total 4250-00 · Revenues-Membership Activities	50	0	50	50	0	50	72,500
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
Total Income	11,398	10,417	981	11,398	10,417	981	200,000
Gross Profit	11,398	10,417	981	11,398	10,417	981	200,000
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	194	458	(264)	194	458	(264)	5,500
5030-00 · P/R - Health Insurance Expense	459	667	(208)	459	667	(208)	8,000
5040-00 · P/R - Workmans Comp	17	33	(16)	17	33	(16)	400
5060-00 · 401 (k)	90	142	(51)	90	142	(51)	1,700
5070-00 · Other Benefits and Expenses	9	33	(24)	9	33	(24)	400
5000-00 · Salaries & Wages - Other	3,357	5,333	(1,977)	3,357	5,333	(1,977)	64,000
Total 5000-00 · Salaries & Wages	4,127	6,667	(2,540)	4,127	6,667	(2,540)	80,000
5100-00 · Rent							
5110-00 · Utilities	45	33	11	45	33	11	400
5140-00 · Repairs & Maintenance	0	8	(8)	0	8	(8)	100
5150-00 · Office - Cleaning	24	58	(34)	24	58	(34)	700
5100-00 · Rent - Other	646	638	8	646	638	8	7,650
Total 5100-00 · Rent	714	737	(23)	714	737	(23)	8,850
5310-00 · Telephone							
5320-00 · Telephone	82	121	(39)	82	121	(39)	1,450
Total 5310-00 · Telephone	82	121	(39)	82	121	(39)	1,450
5420-00 · Mail - USPS	0	10	(10)	0	10	(10)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	2	0	2	2	0	2	0
5520-00 · Supplies - Other	22	167	(145)	22	167	(145)	2,000
Total 5520-00 · Supplies	24	167	(143)	24	167	(143)	2,000
5710-00 · Taxes, Licenses & Fees	9	0	9	9	0	9	0
5740-00 · Equipment Rental/Leasing	55	173	(119)	55	173	(119)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	1,000
Total 5900-00 · Professional Fees	0	0	0	0	0	0	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	295	0	295	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	1,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	3,000
6442-00 · Public Relations/Website	569	417	152	569	417	152	5,000
6423-00 · Membership Activities - Other	915	417	498	915	417	498	5,000
Total 6423-00 · Membership Activities	1,779	833	946	1,779	833	946	42,000
8200-00 · Associate Relations	0	13	(13)	0	13	(13)	150
8500-00 · Credit Card Fees	20	0	20	20	0	20	1,850
8700-00 · Automobile Expenses	24	33	(9)	24	33	(9)	400
8750-00 · Meals/Meetings	0	33	(33)	0	33	(33)	400
8810-00 · Dues & Subscriptions	0	17	(17)	0	17	(17)	200
Total Expense	6,833	8,804	(1,971)	6,833	8,804	(1,971)	140,500
Net Ordinary Income	4,564	1,613	2,952	4,564	1,613	2,952	59,500
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,878	2,387	(508)	1,878	2,387	(508)	29,961
Total Other Expense	1,878	2,387	(508)	1,878	2,387	(508)	29,961
Net Other Income	(1,878)	(2,387)	508	(1,878)	(2,387)	508	(29,961)

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

Accrual Basis

60 - Membership

	<u>Jul 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul 20</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Net Income	<u>2,686</u>	<u>(774)</u>	<u>3,460</u>	<u>2,686</u>	<u>(774)</u>	<u>3,460</u>	<u>29,539</u>

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

70 - Administration

Accrual Basis

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,095	2,250	(155)	2,095	2,250	(155)	27,000
5030-00 · P/R - Health Insurance Expense	2,180	3,292	(1,112)	2,180	3,292	(1,112)	39,500
5040-00 · P/R - Workmans Comp	105	194	(89)	105	194	(89)	2,332
5060-00 · 401 (k)	667	1,250	(583)	667	1,250	(583)	15,000
5070-00 · Other Benefits and Expenses	60	117	(57)	60	117	(57)	1,400
5000-00 · Salaries & Wages - Other	32,865	33,527	(662)	32,865	33,527	(662)	402,320
Total 5000-00 · Salaries & Wages	37,972	40,629	(2,657)	37,972	40,629	(2,657)	487,552
5100-00 · Rent							
5110-00 · Utilities	169	125	44	169	125	44	1,500
5140-00 · Repairs & Maintenance	87	325	(238)	87	325	(238)	3,900
5150-00 · Office - Cleaning	223	250	(27)	223	250	(27)	3,000
5100-00 · Rent - Other	2,413	1,893	519	2,413	1,893	519	22,720
Total 5100-00 · Rent	2,891	2,593	298	2,891	2,593	298	31,120
5310-00 · Telephone							
5320-00 · Telephone	941	750	191	941	750	191	9,000
Total 5310-00 · Telephone	941	750	191	941	750	191	9,000
5420-00 · Mail - USPS	0	83	(83)	0	83	(83)	1,000
5510-00 · Insurance/Bonding	269	1,692	(1,423)	269	1,692	(1,423)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	27	167	(140)	27	167	(140)	2,000
5520-00 · Supplies - Other	164	603	(439)	164	603	(439)	7,230
Total 5520-00 · Supplies	191	769	(579)	191	769	(579)	9,230
5700-00 · Equipment Support & Maintenance	2,383	2,250	133	2,383	2,250	133	27,000
5710-00 · Taxes, Licenses & Fees	1,028	1,000	28	1,028	1,000	28	12,000
5740-00 · Equipment Rental/Leasing	106	417	(311)	106	417	(311)	5,000
5800-00 · Training Seminars	0	667	(667)	0	667	(667)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	300	625	(325)	300	625	(325)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	0	0	0	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	1,625	(1,625)	19,500
Total 5900-00 · Professional Fees	300	2,250	(1,950)	300	2,250	(1,950)	53,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	1,250	(1,250)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	1,250	(1,250)	15,000
8200-00 · Associate Relations	131	83	48	131	83	48	1,000
8300-00 · Board Functions	0	0	0	0	0	0	7,000
8600-00 · Additional Opportunitites	650	2,083	(1,433)	650	2,083	(1,433)	25,000
8700-00 · Automobile Expenses	225	250	(25)	225	250	(25)	3,000
8750-00 · Meals/Meetings	0	417	(417)	0	417	(417)	5,000
8810-00 · Dues & Subscriptions	347	1,167	(819)	347	1,167	(819)	14,000
Total Expense	47,435	59,600	(12,165)	47,435	59,600	(12,165)	748,202
Net Ordinary Income	(47,435)	(59,600)	12,165	(47,435)	(59,600)	12,165	(748,202)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(47,435)	(59,600)	12,165	(47,435)	(59,600)	12,165	(748,202)
Total Other Expense	(47,435)	(59,600)	12,165	(47,435)	(59,600)	12,165	(748,202)
Net Other Income	47,435	59,600	(12,165)	47,435	59,600	(12,165)	748,202
Net Income	0	(0)	0	0	(0)	0	0

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) Employee Expense Report

Month*Yr July 2020
Employee Hentz, Jeff

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
07.08.2020	A	Apple	10192	USB Ethernet Adapter	\$31.40		5525-00/Alloc
	B						
	C						
	D						
	E						
	F						
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		\$139.15	8700-00-70
TOTAL - CREDIT CARD EXPENSES				Mileage Reimbursed Through Payroll			
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					\$31.40	\$139.15	

Signed By: Jeff Hentz Approved By: _____
 Date: 8/12/2020 Date: _____

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
		<u>DB</u>	8/12/2020

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) MILEAGE REIMBURSEMENT

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

REF	DATE	START	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
					YES	NO	
A	07.01.2020	NLTRA	IVCBVB	34.00	X		Sales team meeting
B	07.02.2020	NLTRA	NTEC	22.00	X		PPE giveaway setup
C	07.24.2020	NLTRA	NTEC	22.00	X		PPE giveaway setup
D	07.27.2020	NLTRA	County offices in Auburn	164.00	X		BOS presentation

TOTAL MILES SUBMITTED:	242.00
MILEAGE RATE PER MILE	\$ 0.575
TOTAL MILEAGE REIMBURSEMENT DUE	\$ 139.15

C:\Users\DeWitt\Desktop\Expense Reports\NLTRA Employee Expense Report - Hentz July 2020



BANK OF THE WEST
BNP PARIBAS

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0150-4616
Statement Date	JUL 28, 2020
Total Activity	\$60.12

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

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

ACCOUNT MESSAGES

Your Bank of the West Mastercard includes an additional benefit: Mastercard ID Theft Protection with access to complimentary Identity Theft resolution services. The benefit also helps prevent identity theft by monitoring the Internet to identify compromised and potentially damaging use of personal information. To enroll your card, please visit: <https://mastercardus.idprotectiononline.com>.

ACCOUNT SUMMARY

JEFFREY HENTZ XXXX-XXXX-0150-4616	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$60.12		\$0.00		\$0.00		\$60.12

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
07-08	07-07	55432860190200929601107	APPLE STORE #R186 RENO NV Tax ID: 942404110 Mer Ref: R186625090824 Mer Zip: 89511	31.40
07-23	07-22	02305370204100090641058	TST* THE DAM CAFE TAHOE CITY CA Tax ID: 593057272 Mer Zip: 96145 Origin Zip: 96145	7.96
07-23	07-22	02305370204100090641132	TST* THE DAM CAFE 530-581-0278 CA Tax ID: 593057272 Mer Zip: 96145 Origin Zip: 96145	20.76

Ⓜ
NLTM C
NLTM C

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0150-4616	Account Summary	
	Statement Date JUL 28, 2020	Purchases & Other Charges	\$60.12
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$10,000	Cash Advances	\$0.00
	Disputed Amount \$0.00	Fees	\$0.00
		Credits	\$0.00
		Payments	\$0.00
		Total Activity	\$60.12

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.



Apple Summit Sierra
13925 S. Virginia St Space # 220
Reno, NV 89511
summitsierra@apple.com
775-333-5460
www.apple.com/retail

July 07, 2020 04:55 PM

APPLE USB ETHERNET ADAPTER-USA **\$ 29.00**

Part Number: MC704LL/A
Return Date: Jul. 21, 2020
For Support, Visit: www.apple.com/support

Sub-Total	\$ 29.00
Tax@8.26%	\$ 2.40
Total	\$ 31.40

Payment Method

Amount Paid Via MASTERCARD (Chip)	\$ 31.40
**** 4616	
010192	



* R 1 8 6 6 2 5 0 9 0 8 *

Please debit my account **** 4616 by \$ 31.40 (Sale)
Card Number: **** 4616
Date/Time: 2020/07/07 16:54:45
Application ID: A0000000041010
Terminal ID: xxxx0018
Application PAN Sequence Number: 0
Device Id: 0018
Card Type: Credit
TVR: 0000008000
TSI: E800
No CVM

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NORTH LAKE TAHOE MARKETING COOP (NL TMC)

Employee Expense Report

Month Yr July 2020
Employee Hentz, Jeff

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE	
07.23.2020	A	The Dam Café	n/a	lunch meeting with Kind Traveler	\$7.96		5280-00/91	
07.23.2020	B	The Dam Café	97	lunch meeting with Kind Traveler	\$20.76		5280-00/91	
	C							
	D							
	E							
	F							
	G							
	H							
	I							
	J							
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	S							
	T							
	U							
	V							
	W							
	X							
	Y							
	Z							
MILEAGE REIMBURSEMENT								
Attach 1		Mileage		See Attached Mileage Report		\$0.00	8700-00-70	
				Mileage Reimbursed Through Payroll				
TOTAL - CREDIT CARD EXPENSES								
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					\$28.72			
						\$0.00		

Signed By: Jeff Hentz
Date: 8/10/2020

Approved By: _____
Date: _____

ACCOUNTING	
DATE RECEIVED	DATE ENTERED
<u>7/10/20 117</u>	<u>BB</u>
	8/11/2020
CFO APPROVAL	CFO APPROVAL DATE
DATE RECEIVED	DATE SCANNED



BANK OF THE WEST
BNP PARIBAS

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0150-4616
Statement Date	JUL 28, 2020
Total Activity	\$60.12

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

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

ACCOUNT MESSAGES

Your Bank of the West Mastercard includes an additional benefit: Mastercard ID Theft Protection with access to complimentary Identity Theft resolution services. The benefit also helps prevent identity theft by monitoring the Internet to identify compromised and potentially damaging use of personal information. To enroll your card, please visit: <https://mastercardus.idprotectiononline.com>.

ACCOUNT SUMMARY

JEFFREY HENTZ XXXX-XXXX-0150-4616	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$60.12		\$0.00		\$0.00		\$60.12

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
07-08	07-07	55432860190200929601107	APPLE STORE #R186 RENO NV	31.40
		Tax ID: 942404110 Mer Ref: R186625090824 Mer Zip: 89511		
07-23	07-22	02305370204100090641058	TST* THE DAM CAFE TAHOE CITY CA	7.96
		Tax ID: 593057272 Mer Zip: 96145 Origin Zip: 96145		
07-23	07-22	02305370204100090641132	TST* THE DAM CAFE 530-581-0278 CA	20.76
		Tax ID: 593057272 Mer Zip: 96145 Origin Zip: 96145		

ULTRA
A
B

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0150-4616	Account Summary
	Statement Date JUL 28, 2020	Purchases & Other Charges \$60.12
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$10,000	Cash Advances \$0.00
	Disputed Amount \$0.00	Fees \$0.00
		Credits \$0.00
		Payments \$0.00
		Total Activity \$60.12

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: Monday, August 10, 2020 12:25 PM
To: DeWitt Van Siclen
Subject: Re: Dam Cafe receipt for \$7.96 posted 7/21 or 7/22

Yes, it was and they didn't have the receipt available because charged on site versus the other was thru the APP they required.

It was for the same travel media group I was hosting ...it was for large water bottle and scone

Jeffrey Hentz
Chief Executive Officer

Phone: 530.581.8739
Cell: 407.466.1320

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



north lake tahoe
Chamber | CVB | Resort Association

From: DeWitt Van Siclen <dewitt@gotahoenorth.com>
Date: Monday, August 10, 2020 at 11:56 AM
To: Jeffrey Hentz <jeff@gotahoenorth.com>
Subject: Dam Cafe receipt for \$7.96 posted 7/21 or 7/22

Hey Jeff, could you check your emails for a Dam Café receipt for \$7.96? I see two charges on your card and have one of the receipts. I tried calling them but they aren't answering their phone. I'm guessing it is for the same lunch meeting.

Thanks,

DeWitt Van Siclen
Staff Accountant | HR Assistant
North Lake Tahoe Resort Association
530.581.8706



north lake tahoe
Chamber | CVB | Resort Association



Sent from my iPhone

Begin forwarded message:

From: The Dam Cafe <no-reply@toasttab.com>
Date: July 21, 2020 at 12:13:33 PM PDT
To: "jeff@gotahoenorth.com" <jeff@gotahoenorth.com>
Subject: Online Order Receipt for \$20.76 at The Dam Cafe
Reply-To: "no-reply@toasttab.com" <no-reply@toasttab.com>

JH
COOP

JESSICA BLOTTER
+

BUSINESS
PARTNER

Powered by Toast

The Dam Cafe - 530-581-0278
 Check #97 for Jeff Hentz
 Pick up 12:23 PM PDT



The Dam Cafe
 55 W Lake Blvd
 Tahoe City, CA 96145
 530-581-0278

**Online Ordering
 - Takeout
 Information**

When you RECEIVE A TEXT saying
 order is complete, PICK UP @ FRONT
 DOOR. THANK YOU!!

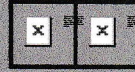
**Online Ordering - Takeout
 (Online)**

Jeff Hentz 530-522-3223
jeff@gotahoenorth.com

Server: Default O
 Check #97
 Ordered: 07/21/20 12:13 PM
 Due: 07/21/20 12:23 PM

(B)

How was your visit?



2 VEGGIE
 BREAKFAST \$16.98
 BURRITO
 PEPPERJACK
 CHEESE
 Hot sauce

Subtotal \$16.98
 Tax \$1.23
 Tip \$2.55
Total \$20.76

Mastercard xxxxxxxx4616

Transaction Type Sale
 Authorization Approved
 Approval Code
 Payment ID hmdWwWJrntPh

Thank You!

Come again soon!

Download the Toast TakeOut app

Food you love without the wait.



[Privacy Policy](#) | [Terms of Service](#) | [Refer a Restaurant & Earn \\$500](#)

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DeWitt Van Siclen

From: Jeffrey Hentz <jeff@gotahoenorth.com> on behalf of Jeffrey Hentz
Sent: Tuesday, July 21, 2020 1:59 PM
To: DeWitt Van Siclen
Subject: Re: Online Order Receipt for \$20.76 at The Dam Cafe

No worries and will include both next time.

I hosted for a lunch/snack over at Dam Café the founders of Kind Traveler that is an organization that is focused on connect sustainable travel consumers with destinations seeking same.

Jessica Blotter and spouse/biz partner I bought lunch and discussed our community and destination..

I would code entertainment with media/trade company reps.

Jeffrey Hentz
Chief Executive Officer

Phone: 530.581.8739

Cell: 407.466.1320

Jeff@GoTahoeNorth.com

www.GoTahoeNorth.com

www.nltra.org



north lake tahoe

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From: DeWitt Van Siclen <dewitt@gotahoenorth.com>
Date: Tuesday, July 21, 2020 at 12:47 PM
To: Jeffrey Hentz <jeff@gotahoenorth.com>
Subject: RE: Online Order Receipt for \$20.76 at The Dam Cafe

Hey Jeff, when you forward receipts to me, could you provide info on what they are for so I know where to code them?

Also, with food receipts the county requires the names of those who are included in the bill.

Thanks!

DeWitt

From: Jeffrey Hentz [mailto:jeff@gotahoenorth.com]
Sent: Tuesday, July 21, 2020 12:35 PM
To: DeWitt Van Siclen <dewitt@gotahoenorth.com>
Subject: Fwd: Online Order Receipt for \$20.76 at The Dam Cafe