



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

Wednesday September 23, 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
Senior Accountant

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:

- 8/19/2020 Meeting Minutes [MOTION] Pg. 1

F. Review and Approval of Preliminary Financials:

- Review Staff Report of Financial Performance Pg. 2
- NLTRA 8/31/20 Financials Review and Approval.....Pg. 5
- NLTRMC 8/31/2020 Financials ReviewPg. 22

G. Items for Committee Review, Discussion/or Recommendations

- COVID-19 Response Update

H. Supplemental Information

- July 2020 Dashboard Report.....Pg.30

I. Approval of CEO Expenses August 2020:

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

J. Agenda Input for Next Finance Committee Meeting

K. Next Meeting Date

L. Committee Member Comments

M. Adjourn



Wednesday August 19, 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: Jeff Hentz, Bonnie Bavetta, DeWitt Van Sicien
- 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 July 29, 2020 Finance Committee meeting minutes; David Brown/Ramona Cruz, Approved 3-0-0
- F. Review and Approval of July 31, 2020 Preliminary Financials
 - Review Staff Report – adjustments to preliminary June 30, 2020 financial results for NLTRA reviewed and discussed
 - Review Staff Report – Preliminary July 31, 2020 financial results for NLTRA
 - **MOTION** to approve July 31, 2020 Preliminary Financials, subject to results of the audit; Ramona Cruz /David Brown, Approved 3-0-0
 - Review Staff Report – Preliminary July 31, 2020 financial results for NLT Marketing Coop
- G. Items for Committee Review, Discussion and/or Recommendations
 - Covid-19 Response Update given by Hentz
- H. Approval of CEO Expenses for July 2020
 - **MOTION** to approve July 2020 CEO expenses NLTRA; David Brown/Ramona Cruz, Approved 3-0-0
 - **MOTION** to approve July 2020 CEO expenses NLTMC; David Brown/Ramona Cruz, Approved 3-0-0
- I. Agenda Input for Next Finance Committee Meeting
 - Covid-19 Response Update
- J. Next Meeting Date –September 23, 2020 at 3:30 PM
- K. Committee Member Comments
 - **NONE**
- L. Adjourn 4:40 PM



north lake tahoe

Chamber | CVB | Resort Association

Date: 09/18/20

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

From: Bonnie Bavetta, CFO

RE: Report for August 2020

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

- Cash balance on July 31, 2020 of \$1,027,000 was \$510,000 greater than prior year. Variances to prior year included a decrease in Accounts Receivables of \$61,000, an increase in Deferred Revenue from the County of \$175,000, a net due to the County of Placer in the amount of approximately \$365,000, and an increase to the Designated Marketing Reserve of \$16,000, offset primarily by increased Inventory of \$13,000, decreased Accounts Payable of \$34,000, decreased Payroll Liabilities of \$44,000, and decreased Accrued Expenses of \$22,000.
- Accounts Receivable (QB) balance of \$3,000 was down relative to last year by \$9,000, primarily due to fewer outstanding commissions owed to the NLTRA.
- The Accounts Receivable – TOT balance of \$445,000 reflected a County TOT funding invoice for July (\$233,000) and one for August (\$212,000). The balance at this date last year was \$555,000.
- Receivable from NLTMC was down \$12,000 relative to last year due to reduced credit card expenses to be reimbursed to the NLTRA.
- Membership dues receivable totaled \$80,000, an increase of \$68,000 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 \$35,000 represents an increase of \$13,000 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 \$1,000 was \$34,000 lower than prior year primarily due to reduced expenditures during the COVID – 19 period and refunds on credit cards from cancelled events and merchandise returns. Prior year also included TBID expenses that we have not incurred this year.
- Wages and related liabilities of \$107,000 were \$44,000 less than prior year, primarily as a result of fewer commissions owed to NLTRA reps and prompt payout of incentives.
- Accrued Expenses of \$21,000 were less than prior year by \$22,000 primarily due to fewer events taking place this year due to COVID-19 concerns.
- Deferred Revenue-Member Dues of \$54,000 was \$1,000 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 income of \$32,000 at month end August reflected a \$20,000 decrease from prior year positive results of \$52,000, and represented Membership's positive net results YTD of \$9,000, and \$23,000 net positive results from TOT funded departments.
- Operating Results YTD – Marketing
 - YTD Revenue from Placer TOT Funding of \$292,000 was on budget.
 - Expenses, before overhead allocation, totaled \$193,000 and was \$16,000 below budget.
 - Total net results before overhead allocation of \$100,000 were better than budget by \$16,000.
- Operating Results YTD – Conference
 - TOT revenue of \$67,000 was on budget.
 - Expenses of \$48,000 before allocated overhead were positive to budget by \$8,000.
 - Net results of \$19,000 before overhead allocation were positive to budget by \$8,000.
- Operating Results YTD – Visitor Center
 - Merchandise sales of \$26,000 were positive to budget by \$11,000. TOT revenue of \$59,000 was below budget \$15,000.
 - Expenses before overhead allocation of \$107,000 were \$31,000 higher than budget, due primarily to the cost of personal protection equipment distributed to local business for free.
 - Net loss of \$21,000 before overhead allocation was \$35,000 negative to budget.
- Operating Results YTD – TMPI
 - TOT revenue of \$26,000 was on budget.
 - Expenditures of \$10,000 before overhead were \$10,000 good to budget.
 - Net results of \$16,000 before overhead allocation were positive to budget \$10,000.
- Operating Results YTD – Membership
 - Membership dues revenue of \$23,000 was \$2,000 over budget.
 - Expenses of \$11,000 were \$7,000 below budget.
 - Net income of \$13,000 before overhead allocations was positive to budget by \$10,000.
 - Net income of \$9,000 after overhead allocations was \$11,000 favorable to budget.
- Operating Results YTD – Administration
 - Total expenses of \$94,000 were \$26,000 below budget due primarily to timing.
- Membership cash position as of August 31, 2020
 - Membership activities resulted in a net income \$9,298.
 - Deferred revenues of \$54,685 less receivables of \$80,025, plus the allowance for uncollectible receivable of \$24,987 provided negative cash of \$353.
 - Prior years' cumulative negative net results totaled \$10,145.
 - Net cash was negative \$1,200.

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

- Cash balance at month end of \$514,000 was \$329,000 greater than prior year due to increased Unrestricted Net Assets of \$462,000 (prior year funding reserve) and a decrease in Prepaid Expenses of \$8,000, offset by increased Accounts Receivable of \$21,000, reduced Accounts Payable of \$78,000 and lower Net Income of \$45,000.
- Accounts receivable – Other balance of \$23,000 represents refunds due for cancelled events.
- Accounts payable of \$20,000 were \$78,000 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 \$58,000 was \$45,000 below prior year.
- Year-to-date revenue from NLTRA and IVCBVB of \$158,000 was on budget. Prior year reserves had not been utilized to fund YTD operations.
- Consumer Marketing expenditures of \$39,000 were \$81,000 below budget due to timing.
- Leisure Sales expenditures of \$3,000 were \$4,000 below budget.
- Public Relations expenses of \$27,000 were \$6,000 below budget.
- Conference Sales expenditures of \$17,000 were \$9,000 below budget due to timing.

- Trade Show expenditures of \$0 were \$15,000 below budget.
- Committed & Administrative expenditures of \$5,000 were \$20,000 below budget due to timing.
- Website & Maintenance expenses of \$9,000 were \$7,000 below budget.
- Net income of \$58,000 was better than budget by \$58,000.

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

August 31, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2020

09/18/20

Accrual Basis

	Aug 31, 20	Aug 31, 19	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	158	365	(207)	(57)%
1003-00 · Cash - Operations BOTW #6712	763,830	193,335	570,495	295%
1007-00 · Cash - Payroll BOTW #7421	2,285	7,920	(5,636)	(71)%
1008-00 · Marketing Reserve - Plumas	50,321	50,257	65	0%
1009-00 · Cash Flow Reserve - Plumas	100,865	100,685	180	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	79,311	133,988	(54,677)	(41)%
10950 · Cash in Drawer	169	281	(112)	(40)%
Total Checking/Savings	1,026,520	516,411	510,108	99%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	2,500	11,326	(8,826)	(78)%
1290-00 · A/R - TOT	445,022	555,024	(110,002)	(20)%
Total Accounts Receivable	447,522	566,350	(118,828)	(21)%
Other Current Assets				
1200-99 · AR Other	2,031	99	1,932	1,951%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	80,025	12,245	67,780	554%
1201-03 · Member AR - Other	1,300	1,700	(400)	(24)%
Total 1201-00 · Member Accounts Receivable	81,325	13,945	67,380	483%
1201-02 · Allowance for Doubtful Accounts	(24,987)	(2,775)	(22,212)	(801)%
12100 · Inventory Asset				
25300 · Gift Cards Outstanding	18	15	3	18%
12100 · Inventory Asset - Other	35,388	22,475	12,913	58%
Total 12100 · Inventory Asset	35,405	22,490	12,916	57%
1299 · Receivable from NLTC	754	12,375	(11,621)	(94)%
1490-00 · Security Deposits	1,150	1,250	(100)	(8)%
Total Other Current Assets	95,678	47,384	48,295	102%
Total Current Assets	1,569,720	1,130,145	439,575	39%
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)	(19,321)	(1,171)	(6)%
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	1,172	(1,172)	(100)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	16,381	15,306	1,075	7%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	7,651	3,847	3,804	99%
Total 1400-00 · Prepaid Expenses	24,132	19,253	4,879	25%
Total Other Assets	24,132	19,253	4,879	25%
TOTAL ASSETS	1,593,852	1,150,569	443,283	39%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	1,495	35,682	(34,187)	(96)%

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2020

09/18/20

Accrual Basis

	Aug 31, 20	Aug 31, 19	\$ Change	% Change
Total Accounts Payable	1,495	35,682	(34,187)	(96)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	11,815	10,516	1,299	12%
2101-00 · Incentive Payable	29,676	68,672	(38,996)	(57)%
2102-00 · Commissions Payable	3,500	11,973	(8,473)	(71)%
2120-00 · Empl. Federal Tax Payable	5,078	4,605	473	10%
2175-00 · 401 (k) Plan	2,053	2,039	14	1%
2180-00 · Estimated PTO Liability	54,845	52,993	1,852	4%
Total 21000 · Salaries/Wages/Payroll Liabilit	106,967	150,797	(43,830)	(29)%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	0	504	(504)	(100)%
25500 · *Sales Tax Payable	1,897	2,063	(166)	(8)%
Total 2190-00 · Sales and Use Tax Payable	1,897	2,567	(670)	(26)%
2250-00 · Accrued Expenses	20,507	42,946	(22,438)	(52)%
2400-60 · Deferred Revenue- Member Dues	54,685	53,939	747	1%
2500-00 · Deferred Revenue - TMBC	1,290	1,170	120	10%
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%
2900-00 · Due To/From County of Placer	384,939	19,871	365,068	1,837%
Total Other Current Liabilities	1,095,591	621,595	473,996	76%
Total Current Liabilities	1,097,087	657,277	439,810	67%
Total Liabilities	1,097,087	657,277	439,810	67%
Equity				
32000 · Unrestricted Net Assets	(10,145)	(17,007)	6,862	40%
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	32,054	51,830	(19,776)	(38)%
Total Equity	496,765	493,292	3,473	1%
TOTAL LIABILITIES & EQUITY	1,593,852	1,150,569	443,283	39%

11:49 AM

09/18/20

North Lake Tahoe Resort Association
A/R Aging Summary
As of August 31, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>> 120</u>	<u>TOTAL</u>
County of Placer	212,268.20	0.00	232,754.03	0.00	0.00	0.00	445,022.23
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	<u>212,268.20</u>	<u>0.00</u>	<u>232,754.03</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>445,022.23</u>

North Lake Tahoe Resort Association
A/P Aging Summary
As of August 31, 2018

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	448.75	0.00	0.00	0.00	0.00	448.75
Adventure Maps, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Adventure Marketing	0.00	0.00	0.00	0.00	0.00	0.00
Amber Burke	108.95	0.00	0.00	0.00	0.00	108.95
Anne-Karin Atwood*	26.16	0.00	0.00	0.00	0.00	26.16
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
Anthem Blue Cross	8,245.42	0.00	0.00	0.00	0.00	8,245.42
AT & T*	361.62	181.97	0.00	0.00	0.00	543.59
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Bank of the West Bank Card Center	0.00	0.00	0.00	0.00	0.00	0.00
Bison Bookbinding and Letterpre	0.00	0.00	0.00	0.00	0.00	0.00
Center Point Corporate Services	0.00	175.00	0.00	0.00	0.00	175.00
Cindy Gustafson	242.42	0.00	144.97	0.00	0.00	387.39
CoPower	0.00	110.80	0.00	0.00	0.00	110.80
Daphne Lange	109.49	0.00	0.00	0.00	0.00	109.49
David C. Antonucci	0.00	0.00	0.00	0.00	0.00	0.00
Dawn Teran	47.42	0.00	0.00	0.00	0.00	47.42
Dorfman Pacific Co.	0.00	0.00	0.00	0.00	0.00	0.00
Enchanted Leaves	0.00	0.00	0.00	0.00	0.00	0.00
FedEx	66.59	24.71	0.00	0.00	0.00	91.30
FP Mailing Solutions	0.00	0.00	0.00	0.00	-0.18	-0.18
Geo-Tourism Specialties	0.00	0.00	0.00	0.00	0.00	0.00
Globe Pequot Press	0.00	0.00	0.00	0.00	0.00	0.00
Haleigh Hoff	0.00	0.00	0.00	-165.00	165.00	0.00
Hawk's Peak Publishing	0.00	0.00	0.00	0.00	0.00	0.00
Heyday	0.00	0.00	0.00	0.00	0.00	0.00
Independent Technologies	360.00	0.00	0.00	0.00	0.00	360.00
Ingram Publisher Services, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Jujuz Treat Company	0.00	0.00	0.00	0.00	0.00	0.00
Kay Dee Designs	0.00	0.00	0.00	0.00	0.00	0.00
Keen Communications	0.00	0.00	0.00	0.00	0.00	0.00
Krista Tranquilla Designs	0.00	0.00	0.00	0.00	0.00	0.00
Kym Fabel	58.60	0.00	0.00	0.00	0.00	58.60
Laser Gifts	0.00	0.00	0.00	0.00	0.00	0.00
LazyOne	0.00	0.00	0.00	0.00	0.00	0.00
Liberty Utilities*	0.00	798.49	0.00	0.00	0.00	798.49
Liz Bowling	60.19	0.00	0.00	0.00	0.00	60.19
Longleaf Services, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
McClintock Accountancy	400.00	0.00	0.00	0.00	0.00	400.00
McSteven's, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Mic Mac Publishing	0.00	0.00	0.00	0.00	0.00	0.00
Native to this Place	0.00	0.00	-374.50	0.00	0.00	-374.50
North Lake Tahoe Marketing Co-op	131,923.00	0.00	0.00	0.00	0.00	131,923.00
Office Boss	239.59	0.00	0.00	0.00	0.00	239.59
Placer County Sheriff's Office	0.00	120.00	0.00	0.00	0.00	120.00
Principal Financial Group	0.00	87.04	0.00	0.00	363.82	450.86
Ricoh USA	1,447.42	0.00	0.00	0.00	0.00	1,447.42
Southwest Gas Corporation*	11.00	0.00	0.00	0.00	0.00	11.00
Specialty Beads	0.00	0.00	0.00	0.00	0.00	0.00
Squaw Valley Ski Museum Foundation, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Stephen's Farmhouse	0.00	0.00	0.00	0.00	0.00	0.00
Stormtech USA Inc	0.00	0.00	0.00	-1,093.20	1,093.20	0.00
Tahoe Basics	0.00	0.00	0.00	0.00	-198.00	-198.00
Tahoe Blue Bath	0.00	0.00	0.00	0.00	0.00	0.00
Tahoe Eco	0.00	0.00	0.00	0.00	0.00	0.00
Tahoe House, Inc.*	0.00	35.49	0.00	0.00	0.00	35.49
Tahoe Quarterly*	0.00	0.00	168.00	0.00	0.00	168.00
Tahoe Tree Company	0.00	0.00	4.15	0.00	0.00	4.15
The Abbi Agency, Inc.	2,583.33	0.00	0.00	0.00	0.00	2,583.33
The Store...Copies and More	0.00	42.36	0.00	0.00	0.00	42.36
University of Chicago Press	0.00	0.00	0.00	0.00	0.00	0.00
Vail Resorts	7,500.00	0.00	0.00	0.00	0.00	7,500.00
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	21.50	21.50
Woodluck Wholesale	0.00	0.00	0.00	0.00	0.00	0.00
YIG Administration	0.00	-42.45	-33.96	-25.47	-42.53	-144.41

11:24 AM

09/18/20

North Lake Tahoe Resort Association

A/P Aging Summary

As of August 31, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
TOTAL	<u>154,814.95</u>	<u>1,533.41</u>	<u>-91.34</u>	<u>-1,283.67</u>	<u>1,015.83</u>	<u>155,989.18</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	212,268	221,654	(9,386)	445,022	460,336	(15,314)	4,043,822
4200-00 · Membership Dues Revenue	11,316	10,417	899	22,663	20,833	1,830	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	1,310	0	1,310	1,360	0	1,360	0
Total 4250-00 · Revenues-Membership Activities	1,310	0	1,310	1,360	0	1,360	72,500
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC Income	390	0	390	1,062	0	1,062	0
4504-00 · Retail Revenue - Other	130	0	130	360	0	360	0
46000 · Merchandise Sales - Other	13,409	9,500	3,909	24,745	15,500	9,245	85,000
Total 46000 · Merchandise Sales	13,929	9,500	4,429	26,167	15,500	10,667	85,000
Total Income	238,823	241,571	(2,748)	495,213	496,670	(1,457)	4,328,822
Gross Profit	238,823	241,571	(2,748)	495,213	496,670	(1,457)	4,328,822
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	137	0	137	137	0	137	0
5020-00 · P/R - Tax Expense	5,313	7,049	(1,736)	11,234	14,098	(2,864)	84,586
5030-00 · P/R - Health Insurance Expense	13,334	11,750	1,584	18,535	23,500	(4,965)	141,000
5040-00 · P/R - Workmans Comp	1,335	1,128	208	2,091	2,255	(165)	13,532
5060-00 · 401 (k)	259	3,308	(3,049)	2,825	6,617	(3,792)	39,700
5070-00 · Other Benefits and Expenses	151	428	(277)	318	856	(538)	5,135
5000-00 · Salaries & Wages - Other	79,908	94,593	(14,685)	165,402	189,187	(23,785)	1,135,121
Total 5000-00 · Salaries & Wages	100,437	118,256	(17,819)	200,540	236,512	(35,972)	1,419,074
5100-00 · Rent							
5110-00 · Utilities	760	957	(196)	1,623	1,938	(315)	11,655
5140-00 · Repairs & Maintenance	0	888	(888)	87	1,777	(1,690)	10,660
5150-00 · Office - Cleaning	725	1,058	(333)	1,325	2,117	(792)	12,700
5100-00 · Rent - Other	13,535	12,648	887	26,865	25,295	1,570	152,798
Total 5100-00 · Rent	15,020	15,551	(531)	29,900	31,127	(1,227)	187,813
5310-00 · Telephone							
5320-00 · Telephone	2,352	1,924	428	4,531	3,848	683	23,088
Total 5310-00 · Telephone	2,352	1,924	428	4,531	3,848	683	23,088
5420-00 · Mail - USPS	0	161	(161)	0	322	(322)	2,080
5510-00 · Insurance/Bonding	269	1,692	(1,423)	538	3,383	(2,846)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	287	(287)	131	573	(442)	3,440
5520-00 · Supplies - Other	468	7,598	(7,130)	1,357	15,196	(13,839)	91,174
Total 5520-00 · Supplies	468	7,885	(7,417)	1,488	15,769	(14,281)	94,614
5700-00 · Equipment Support & Maintenance	2,366	2,267	99	4,745	4,533	211	27,200
5710-00 · Taxes, Licenses & Fees	495	1,025	(530)	1,641	2,050	(409)	12,300
5740-00 · Equipment Rental/Leasing	433	969	(537)	798	1,938	(1,140)	11,630
5800-00 · Training Seminars	66	1,667	(1,601)	66	3,333	(3,267)	22,000
5850-00 · Artist of Month - Commissions	120	250	(130)	360	500	(140)	3,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	620	750	(130)	920	1,500	(580)	9,000
5920-00 · Professional Fees - Accountant	400	0	400	400	0	400	26,000
5921-00 · Professional Fees - Other	6,240	9,500	(3,260)	6,240	12,250	(6,010)	134,000
Total 5900-00 · Professional Fees	7,260	10,250	(2,990)	7,560	13,750	(6,190)	169,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	2,500	(2,500)	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
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
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	0	0	0	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	583	417	166	1,152	833	318	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	833	82	5,000
Total 6423-00 · Membership Activities	583	833	(250)	2,362	1,667	695	42,000
6730-00 · Marketing Cooperative/Media	56,309	56,309	0	135,748	135,748	0	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	3,333	(3,333)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	398	1,000	(602)	797	2,000	(1,203)	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	2,500	(2,500)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	91	125	(34)	470	250	220	1,500
8100-01 · CGS - Other	5,040	0	5,040	48,143	0	48,143	0
8100-00 · Cost of Goods Sold - Other	6,758	4,247	2,511	12,636	6,929	5,707	38,000
Total 8100-00 · Cost of Goods Sold	11,890	4,372	7,518	61,248	7,179	54,070	39,500
8200-00 · Associate Relations	250	135	115	413	248	165	1,600
8300-00 · Board Functions	858	500	358	858	500	358	7,000
8500-00 · Credit Card Fees	407	447	(40)	753	729	24	5,850
8600-00 · Additional Opportunites	3,330	10,000	(6,670)	7,330	20,000	(12,670)	120,000
8700-00 · Automobile Expenses	117	466	(348)	482	795	(312)	5,450
8750-00 · Meals/Meetings	145	763	(618)	145	1,275	(1,130)	8,900
8810-00 · Dues & Subscriptions	500	1,513	(1,013)	890	2,767	(1,878)	17,900
8910-00 · Travel	0	0	0	0	0	0	12,600
Total Expense	204,072	242,399	(38,327)	463,193	498,307	(35,114)	4,299,899
Net Ordinary Income	34,751	(828)	35,579	32,020	(1,637)	33,657	28,924
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17	0	17	34	0	34	0
Total Other Income	17	0	17	34	0	34	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	34	0	34	(0)
Net Income	34,768	(828)	35,597	32,054	(1,637)	33,691	28,924

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
August 2020

	Aug 20	Aug 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	212,268	216,947	-4,679	-2%
4200-00 · Membership Dues Revenue	11,316	11,102	214	2%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	0	635	-635	-100%
4250-00 · Revenues-Membership Activities - Other	1,310	915	395	43%
Total 4250-00 · Revenues-Membership Activities	1,310	1,550	-240	-16%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	0	0	0%
4600-00 · Commissions - Other	0	3,026	-3,026	-100%
Total 4600-00 · Commissions	0	3,026	-3,026	-100%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	390	0	390	100%
4504-00 · Retail Revenue - Other	130	0	130	100%
46000 · Merchandise Sales - Other	13,409	14,088	-679	-5%
Total 46000 · Merchandise Sales	13,929	14,088	-159	-1%
Total Income	238,823	246,713	-7,890	-3%
Gross Profit	238,823	246,713	-7,890	-3%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	137	4,624	-4,487	-97%
5020-00 · P/R - Tax Expense	5,313	5,768	-455	-8%
5030-00 · P/R - Health Insurance Expense	13,334	11,309	2,025	18%
5040-00 · P/R - Workmans Comp	1,335	1,233	102	8%
5060-00 · 401 (k)	259	2,661	-2,402	-90%
5070-00 · Other Benefits and Expenses	151	149	2	1%
5000-00 · Salaries & Wages - Other	79,908	76,139	3,769	5%
Total 5000-00 · Salaries & Wages	100,437	101,883	-1,446	-1%
5100-00 · Rent				
5110-00 · Utilities	760	800	-40	-5%
5140-00 · Repairs & Maintenance	0	207	-207	-100%
5150-00 · Office - Cleaning	725	700	25	4%
5100-00 · Rent - Other	13,535	13,058	477	4%
Total 5100-00 · Rent	15,020	14,765	255	2%
5310-00 · Telephone				
5320-00 · Telephone	2,352	1,937	415	21%
Total 5310-00 · Telephone	2,352	1,937	415	21%
5420-00 · Mail - USPS	0	100	-100	-100%
5510-00 · Insurance/Bonding	269	916	-647	-71%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	0	110	-110	-100%
5520-00 · Supplies - Other	468	1,303	-835	-64%
Total 5520-00 · Supplies	468	1,413	-945	-67%
5610-00 · Depreciation	0	118	-118	-100%
5700-00 · Equipment Support & Maintenance	2,366	71	2,295	3,233%
5710-00 · Taxes, Licenses & Fees	495	869	-374	-43%
5740-00 · Equipment Rental/Leasing	433	1,089	-656	-60%
5800-00 · Training Seminars	66	649	-583	-90%
5850-00 · Artist of Month - Commissions	120	449	-329	-73%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	620	0	620	100%
5920-00 · Professional Fees - Accountant	400	0	400	100%
5921-00 · Professional Fees - Other	6,240	10,000	-3,760	-38%
Total 5900-00 · Professional Fees	7,260	10,000	-2,740	-27%
6020-00 · Programs				
6016-00 · Special Event Partnership	0	1,250	-1,250	-100%
Total 6020-00 · Programs	0	1,250	-1,250	-100%
6420-00 · Events				
6420-01 · Sponsorships				

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
August 2020

	Aug 20	Aug 19	\$ Change	% Change
6023-00 · Autumn Food & Wine	0	650	-650	-100%
Total 6420-01 · Sponsorships	0	650	-650	-100%
6424-00 · Event Operation Expenses	0	448	-448	-100%
Total 6420-00 · Events	0	1,098	-1,098	-100%
6423-00 · Membership Activities				
6437-00 · Tuesday Morning Breakfast Club	0	513	-513	-100%
6442-00 · Public Relations/Website	583	1,248	-665	-53%
6423-00 · Membership Activities - Other	0	47	-47	-100%
Total 6423-00 · Membership Activities	583	1,808	-1,225	-68%
6730-00 · Marketing Cooperative/Media	56,309	75,189	-18,880	-25%
6742-00 · Non-NLT Co-Op Marketing Program	398	828	-430	-52%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	0	5,450	-5,450	-100%
Total 6743-00 · BACC Marketing Programs	0	5,450	-5,450	-100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	91	111	-19	-18%
52500 · Purchase Discounts	0	-1	1	100%
59900 · POS Inventory Adjustments	0	-4	4	100%
8100-01 · CGS - Other	5,040	0	5,040	100%
8100-00 · Cost of Goods Sold - Other	6,758	6,989	-231	-3%
Total 8100-00 · Cost of Goods Sold	11,890	7,095	4,795	68%
8200-00 · Associate Relations	250	0	250	100%
8300-00 · Board Functions	858	684	173	25%
8500-00 · Credit Card Fees	407	609	-203	-33%
8600-00 · Additional Opportunitites	3,330	0	3,330	100%
8700-00 · Automobile Expenses	117	259	-142	-55%
8750-00 · Meals/Meetings	145	54	91	168%
8810-00 · Dues & Subscriptions	500	1,023	-523	-51%
Total Expense	204,072	229,607	-25,535	-11%
Net Ordinary Income	34,751	17,106	17,645	103%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	17	24	-6	-27%
Total Other Income	17	24	-6	-27%
Other Expense				
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	17	24	-6	-27%
Net Income	34,768	17,129	17,639	103%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	131,984	131,984	0	292,387	292,387	(0)	2,983,637
Total Income	131,984	131,984	0	292,387	292,387	(0)	2,983,637
Gross Profit	131,984	131,984	0	292,387	292,387	(0)	2,983,637
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,750	1,667	1,084	3,967	3,333	634	20,000
5030-00 · P/R - Health Insurance Expense	5,041	4,000	1,041	7,306	8,000	(694)	48,000
5040-00 · P/R - Workmans Comp	417	125	292	547	250	297	1,500
5060-00 · 401 (k)	1,579	833	746	2,313	1,667	646	10,000
5070-00 · Other Benefits and Expenses	33	142	(109)	72	283	(211)	1,700
5000-00 · Salaries & Wages - Other	25,412	22,299	3,113	44,912	44,599	314	267,592
Total 5000-00 · Salaries & Wages	35,233	29,066	6,167	59,117	58,132	985	348,792
5100-00 · Rent							
5110-00 · Utilities	143	140	3	322	305	17	1,855
5140-00 · Repairs & Maintenance	0	75	(75)	0	150	(150)	900
5150-00 · Office - Cleaning	258	250	8	471	500	(29)	3,000
5100-00 · Rent - Other	2,580	2,229	351	5,058	4,459	599	27,777
Total 5100-00 · Rent	2,981	2,694	287	5,851	5,414	438	33,532
5310-00 · Telephone							
5320-00 · Telephone	597	549	48	1,140	1,098	42	6,588
Total 5310-00 · Telephone	597	549	48	1,140	1,098	42	6,588
5420-00 · Mail - USPS	0	34	(34)	0	69	(69)	560
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	100	0	100	0
5520-00 · Supplies - Other	29	1,716	(1,687)	110	3,432	(3,322)	20,594
Total 5520-00 · Supplies	29	1,716	(1,687)	210	3,432	(3,222)	20,594
5700-00 · Equipment Support & Maintenance	1	13	(11)	(3)	25	(28)	150
5710-00 · Taxes, Licenses & Fees	0	13	(13)	48	25	23	150
5740-00 · Equipment Rental/Leasing	108	167	(59)	199	333	(134)	2,000
5800-00 · Training Seminars	0	750	(750)	0	1,500	(1,500)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	250	(250)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	2,250	(2,250)	13,500
Total 5900-00 · Professional Fees	0	1,250	(1,250)	0	2,500	(2,500)	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	40,087	45,057	(4,970)	119,526	119,526	0	925,000
6742-00 · Non-NLT Co-Op Marketing Program	198	0	198	397	0	397	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	0	23	(23)	32	23	9	250
8600-00 · Additional Opportunitites	2,680	7,917	(5,237)	6,030	15,833	(9,803)	95,000
8700-00 · Automobile Expenses	33	136	(103)	90	136	(47)	1,500
8750-00 · Meals/Meetings	16	250	(234)	16	250	(234)	2,750
8810-00 · Dues & Subscriptions	51	259	(208)	93	259	(166)	2,850
8910-00 · Travel	0	0	0	0	0	0	11,100
Total Expense	82,015	89,893	(7,878)	192,747	208,555	(15,808)	2,459,816
Net Ordinary Income	49,969	42,091	7,878	99,640	83,831	15,808	523,821

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17	0	17	34	0	34	0
Total Other Income	17	0	17	34	0	34	0
Other Expense							
8990-00 · Allocated	32,247	42,125	(9,879)	65,095	83,900	(18,805)	524,426
Total Other Expense	32,247	42,125	(9,879)	65,095	83,900	(18,805)	524,426
Net Other Income	(32,230)	(42,125)	9,896	(65,061)	(83,900)	18,839	(524,426)
Net Income	17,740	(34)	17,774	34,579	(69)	34,647	(605)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

30 - Conference

	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	36,636.86	36,636.86	0.00	66,946.61	66,946.61	0.00	384,054.23
Total Income	36,636.86	36,636.86	0.00	66,946.61	66,946.61	0.00	384,054.23
Gross Profit	36,636.86	36,636.86	0.00	66,946.61	66,946.61	0.00	384,054.23
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	136.61	0.00	136.61	136.61	0.00	136.61	0.00
5020-00 · P/R - Tax Expense	522.03	1,157.17	(635.14)	1,592.38	2,314.34	(721.96)	13,886.00
5030-00 · P/R - Health Insurance Expense	1,460.46	2,041.67	(581.21)	1,928.26	4,083.34	(2,155.08)	24,500.00
5040-00 · P/R - Workmans Comp	110.47	166.67	(56.20)	198.65	333.34	(134.69)	2,000.00
5060-00 · 401 (k)	275.57	500.00	(224.43)	865.72	1,000.00	(134.28)	6,000.00
5070-00 · Other Benefits and Expenses	8.49	37.50	(29.01)	55.98	75.00	(19.02)	450.00
5000-00 · Salaries & Wages - Other	8,198.85	14,030.42	(5,831.57)	23,635.43	28,060.84	(4,425.41)	168,365.00
Total 5000-00 · Salaries & Wages	10,712.48	17,933.43	(7,220.95)	28,413.03	35,866.86	(7,453.83)	215,201.00
5100-00 · Rent							
5110-00 · Utilities	93.38	75.00	18.38	189.87	150.00	39.87	900.00
5140-00 · Repairs & Maintenance	0.00	21.67	(21.67)	0.00	43.34	(43.34)	260.00
5150-00 · Office - Cleaning	161.11	141.67	19.44	294.44	283.34	11.10	1,700.00
5100-00 · Rent - Other	1,163.27	1,166.67	(3.40)	2,326.54	2,333.34	(6.80)	14,000.00
Total 5100-00 · Rent	1,417.76	1,405.01	12.75	2,810.85	2,810.02	0.83	16,860.00
5310-00 · Telephone							
5320-00 · Telephone	418.19	266.67	151.52	757.52	533.34	224.18	3,200.00
Total 5310-00 · Telephone	418.19	266.67	151.52	757.52	533.34	224.18	3,200.00
5420-00 · Mail - USPS	0.00	16.67	(16.67)	0.00	33.34	(33.34)	200.00
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0.00	45.00	(45.00)	0.00	90.00	(90.00)	540.00
5520-00 · Supplies - Other	21.81	112.50	(90.69)	71.48	225.00	(153.52)	1,350.00
Total 5520-00 · Supplies	21.81	157.50	(135.69)	71.48	315.00	(243.52)	1,890.00
5710-00 · Taxes, Licenses & Fees	0.00	8.33	(8.33)	29.79	16.66	13.13	100.00
5740-00 · Equipment Rental/Leasing	47.58	83.33	(35.75)	87.77	166.66	(78.89)	1,000.00
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
6730-00 · Marketing Cooperative/Media	16,222.00	11,252.00	4,970.00	16,222.00	16,222.00	0.00	75,000.00
8750-00 · Meals/Meetings	0.00	29.17	(29.17)	0.00	58.34	(58.34)	350.00
8810-00 · Dues & Subscriptions	0.00	62.50	(62.50)	0.00	125.00	(125.00)	750.00
Total Expense	28,839.82	31,214.61	(2,374.79)	48,392.44	56,147.22	(7,754.78)	316,551.00
Net Ordinary Income	7,797.04	5,422.25	2,374.79	18,554.17	10,799.39	7,754.78	67,503.23
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,148.99	5,422.27	(1,273.28)	8,375.44	10,799.43	(2,423.99)	67,503.23
Total Other Expense	4,148.99	5,422.27	(1,273.28)	8,375.44	10,799.43	(2,423.99)	67,503.23
Net Other Income	(4,148.99)	(5,422.27)	1,273.28	(8,375.44)	(10,799.43)	2,423.99	(67,503.23)
Net Income	3,648.05	(0.02)	3,648.07	10,178.73	(0.04)	10,178.77	0.00

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

Accrual Basis

42 - Visitor Center

	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	27,144	36,530	(9,386)	59,459	74,773	(15,314)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	390	0	390	1,062	0	1,062	0
4504-00 · Retail Revenue - Other	130	0	130	360	0	360	0
46000 · Merchandise Sales - Other	13,409	9,500	3,909	24,745	15,500	9,245	85,000
Total 46000 · Merchandise Sales	13,929	9,500	4,429	26,167	15,500	10,667	85,000
Total Income	41,073	46,030	(4,957)	85,626	90,273	(4,647)	542,711
Gross Profit	41,073	46,030	(4,957)	85,626	90,273	(4,647)	542,711
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	917	1,292	(375)	2,153	2,583	(431)	15,500
5030-00 · P/R - Health Insurance Expense	1,360	1,583	(224)	1,910	3,167	(1,257)	19,000
5040-00 · P/R - Workmans Comp	528	433	95	936	867	70	5,200
5060-00 · 401 (k)	389	417	(27)	874	833	40	5,000
5070-00 · Other Benefits and Expenses	18	82	(64)	29	164	(134)	982
5000-00 · Salaries & Wages - Other	10,207	15,568	(5,361)	22,772	31,136	(8,365)	186,818
Total 5000-00 · Salaries & Wages	13,419	19,375	(5,956)	28,674	38,750	(10,076)	232,500
5100-00 · Rent							
5110-00 · Utilities	340	583	(243)	713	1,167	(454)	7,000
5140-00 · Repairs & Maintenance	0	458	(458)	0	917	(917)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	717	(717)	4,300
5100-00 · Rent - Other	6,631	6,721	(90)	13,261	13,442	(180)	80,650
Total 5100-00 · Rent	6,971	8,121	(1,150)	13,974	16,242	(2,267)	97,450
5310-00 · Telephone							
5320-00 · Telephone	328	238	91	591	475	116	2,850
Total 5310-00 · Telephone	328	238	91	591	475	116	2,850
5420-00 · Mail - USPS	0	17	(17)	0	33	(33)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	75	(75)	0	150	(150)	900
5520-00 · Supplies - Other	98	2,917	(2,819)	669	5,833	(5,164)	35,000
Total 5520-00 · Supplies	98	2,992	(2,894)	669	5,983	(5,314)	35,900
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	8	(8)	50
5710-00 · Taxes, Licenses & Fees	0	4	(4)	29	8	21	50
5740-00 · Equipment Rental/Leasing	87	129	(43)	160	258	(99)	1,550
5800-00 · Training Seminars	0	250	(250)	0	500	(500)	3,000
5850-00 · Artist of Month - Commissions	120	250	(130)	360	500	(140)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	3,333	(3,333)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	400	2,000	(1,600)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	91	125	(34)	470	250	220	1,500
8100-01 · CGS - Other	5,040	0	5,040	48,143	0	48,143	0
8100-00 · Cost of Goods Sold - Other	6,758	4,247	2,511	12,636	6,929	5,707	38,000
Total 8100-00 · Cost of Goods Sold	11,890	4,372	7,518	61,248	7,179	54,070	39,500
8200-00 · Associate Relations	0	17	(17)	0	33	(33)	200
8500-00 · Credit Card Fees	387	447	(60)	713	729	(16)	4,000
8700-00 · Automobile Expenses	0	46	(46)	59	92	(33)	550
8750-00 · Meals/Meetings	0	33	(33)	0	67	(67)	400
8810-00 · Dues & Subscriptions	0	8	(8)	0	17	(17)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	33,499	38,968	(5,469)	106,877	76,207	30,670	454,800
Net Ordinary Income	7,575	7,062	512	(21,251)	14,066	(35,317)	87,911
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,965	7,062	(1,097)	12,041	14,066	(2,025)	87,921
Total Other Expense	5,965	7,062	(1,097)	12,041	14,066	(2,025)	87,921
Net Other Income	(5,965)	(7,062)	1,097	(12,041)	(14,066)	2,025	(87,921)
Net Income	1,610	0	1,610	(33,292)	0	(33,292)	(10)

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
51 - TMPI

	Aug 20	Budget	\$ Over Bud...	Jul - Aug 20	YTD Budget	\$ Over Bud...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	16,502.84	16,502.84	0.00	26,230.03	26,230.03	0.00	218,419.46
Total Income	16,502.84	16,502.84	0.00	26,230.03	26,230.03	0.00	218,419.46
Gross Profit	16,502.84	16,502.84	0.00	26,230.03	26,230.03	0.00	218,419.46
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	95.39	225.00	(129.61)	203.77	450.00	(246.23)	2,700.00
5030-00 · P/R - Health Insurance Expense	147.82	166.67	(18.85)	295.16	333.34	(38.18)	2,000.00
5040-00 · P/R - Workmans Comp	6.72	175.00	(168.28)	13.49	350.00	(336.51)	2,100.00
5060-00 · 401 (k)	0.00	166.67	(166.67)	0.00	333.34	(333.34)	2,000.00
5070-00 · Other Benefits and Expenses	0.85	16.92	(16.07)	1.70	33.84	(32.14)	203.00
5000-00 · Salaries & Wages - Other	1,585.64	3,835.50	(2,249.86)	3,355.91	7,671.00	(4,315.09)	46,026.00
Total 5000-00 · Salaries & Wages	1,836.42	4,585.76	(2,749.34)	3,870.03	9,171.52	(5,301.49)	55,029.00
5100-00 · Rent							
5110-00 · Utilities	4.66	0.00	4.66	5.97	0.00	5.97	0.00
5150-00 · Office - Cleaning	8.06	0.00	8.06	14.73	0.00	14.73	0.00
Total 5100-00 · Rent	12.72	0.00	12.72	20.70	0.00	20.70	0.00
5310-00 · Telephone							
5320-00 · Telephone	18.66	0.00	18.66	29.91	0.00	29.91	0.00
Total 5310-00 · Telephone	18.66	0.00	18.66	29.91	0.00	29.91	0.00
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0.00	0.00	0.00	3.14	0.00	3.14	0.00
5520-00 · Supplies - Other	1.09	2,083.33	(2,082.24)	2.62	4,166.66	(4,164.04)	25,000.00
Total 5520-00 · Supplies	1.09	2,083.33	(2,082.24)	5.76	4,166.66	(4,160.90)	25,000.00
5710-00 · Taxes, Licenses & Fees	0.00			1.49			
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	6,240.00	6,750.00	(510.00)	6,240.00	6,750.00	(510.00)	100,000.00
Total 5900-00 · Professional Fees	6,240.00	6,750.00	(510.00)	6,240.00	6,750.00	(510.00)	100,000.00
8810-00 · Dues & Subscriptions	5.00	0.00	5.00	5.00	0.00	5.00	0.00
Total Expense	8,113.89	13,419.09	(5,305.20)	10,172.89	20,088.18	(9,915.29)	180,029.00
Net Ordinary Income	8,388.95	3,083.75	5,305.20	16,057.14	6,141.85	9,915.29	38,390.46
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,360.88	3,083.76	(722.88)	4,765.83	6,141.86	(1,376.03)	38,390.46
Total Other Expense	2,360.88	3,083.76	(722.88)	4,765.83	6,141.86	(1,376.03)	38,390.46
Net Other Income	(2,360.88)	(3,083.76)	722.88	(4,765.83)	(6,141.86)	1,376.03	(38,390.46)
Net Income	6,028.07	(0.01)	6,028.08	11,291.31	(0.01)	11,291.32	0.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis	60 - Membership						
	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,316	10,417	899	22,663	20,833	1,830	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	1,310	0	1,310	1,360	0	1,360	0
Total 4250-00 · Revenues-Membership Activities	1,310	0	1,310	1,360	0	1,360	72,500
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
Total Income	12,626	10,417	2,209	24,023	20,833	3,190	200,000
Gross Profit	12,626	10,417	2,209	24,023	20,833	3,190	200,000
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(1,131)	458	(1,589)	(936)	917	(1,853)	5,500
5030-00 · P/R - Health Insurance Expense	582	667	(84)	685	1,333	(649)	8,000
5040-00 · P/R - Workmans Comp	82	33	49	99	67	33	400
5060-00 · 401 (k)	(601)	142	(742)	(510)	283	(794)	1,700
5070-00 · Other Benefits and Expenses	12	33	(21)	19	67	(48)	400
5000-00 · Salaries & Wages - Other	3,958	5,333	(1,376)	7,314	10,667	(3,352)	64,000
Total 5000-00 · Salaries & Wages	2,903	6,667	(3,764)	6,671	13,333	(6,663)	80,000
5100-00 · Rent							
5110-00 · Utilities	23	33	(10)	68	67	1	400
5140-00 · Repairs & Maintenance	0	8	(8)	0	17	(17)	100
5150-00 · Office - Cleaning	29	58	(29)	53	117	(64)	700
5100-00 · Rent - Other	748	638	111	1,394	1,275	119	7,650
Total 5100-00 · Rent	800	737	63	1,514	1,475	39	8,850
5310-00 · Telephone							
5320-00 · Telephone	65	121	(56)	147	242	(95)	1,450
Total 5310-00 · Telephone	65	121	(56)	147	242	(95)	1,450
5420-00 · Mail - USPS	0	10	(10)	0	20	(20)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	2	0	2	0
5520-00 · Supplies - Other	9	167	(157)	31	333	(302)	2,000
Total 5520-00 · Supplies	9	167	(157)	33	333	(300)	2,000
5710-00 · Taxes, Licenses & Fees	0	0	0	9	0	9	0
5740-00 · Equipment Rental/Leasing	65	173	(108)	120	347	(227)	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	0	0	0	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	583	417	166	1,152	833	318	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	833	82	5,000
Total 6423-00 · Membership Activities	583	833	(250)	2,362	1,667	695	42,000
8200-00 · Associate Relations	0	13	(13)	0	25	(25)	150
8500-00 · Credit Card Fees	20	0	20	40	0	40	1,850
8700-00 · Automobile Expenses	4	33	(29)	28	67	(38)	400
8750-00 · Meals/Meetings	7	33	(27)	7	67	(60)	400
8810-00 · Dues & Subscriptions	73	17	56	73	33	39	200
Total Expense	4,529	8,804	(4,275)	11,003	17,608	(6,605)	140,500
Net Ordinary Income	8,097	1,613	6,484	13,020	3,225	9,795	59,500
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,844	2,407	(563)	3,722	4,793	(1,071)	29,961
Total Other Expense	1,844	2,407	(563)	3,722	4,793	(1,071)	29,961
Net Other Income	(1,844)	(2,407)	563	(3,722)	(4,793)	1,071	(29,961)
Net Income	6,253	(794)	7,047	9,298	(1,568)	10,866	29,539

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

70 - Administration

	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,158	2,250	(92)	4,254	4,500	(246)	27,000
5030-00 · P/R - Health Insurance Expense	4,742	3,292	1,450	6,411	6,583	(172)	39,500
5040-00 · P/R - Workmans Comp	191	194	(4)	296	389	(93)	2,332
5060-00 · 401 (k)	(1,384)	1,250	(2,634)	(717)	2,500	(3,217)	15,000
5070-00 · Other Benefits and Expenses	79	117	(37)	139	233	(94)	1,400
5000-00 · Salaries & Wages - Other	30,547	33,527	(2,980)	63,412	67,053	(3,641)	402,320
Total 5000-00 · Salaries & Wages	36,333	40,629	(4,296)	73,795	81,259	(7,463)	487,552
5100-00 · Rent							
5110-00 · Utilities	156	125	31	325	250	75	1,500
5140-00 · Repairs & Maintenance	0	325	(325)	87	650	(563)	3,900
5150-00 · Office - Cleaning	269	250	19	492	500	(8)	3,000
5100-00 · Rent - Other	2,413	1,893	519	4,826	3,787	1,039	22,720
Total 5100-00 · Rent	2,838	2,593	245	5,729	5,187	542	31,120
5310-00 · Telephone							
5320-00 · Telephone	925	750	175	1,866	1,500	366	9,000
Total 5310-00 · Telephone	925	750	175	1,866	1,500	366	9,000
5420-00 · Mail - USPS	0	83	(83)	0	167	(167)	1,000
5510-00 · Insurance/Bonding	269	1,692	(1,423)	538	3,383	(2,846)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	167	(167)	27	333	(307)	2,000
5520-00 · Supplies - Other	308	603	(294)	472	1,205	(733)	7,230
Total 5520-00 · Supplies	308	769	(461)	499	1,538	(1,040)	9,230
5700-00 · Equipment Support & Maintenance	2,364	2,250	114	4,748	4,500	248	27,000
5710-00 · Taxes, Licenses & Fees	495	1,000	(505)	1,523	2,000	(477)	12,000
5740-00 · Equipment Rental/Leasing	125	417	(291)	231	833	(602)	5,000
5800-00 · Training Seminars	66	667	(601)	66	1,333	(1,267)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	620	625	(5)	920	1,250	(330)	7,500
5920-00 · Professional Fees - Accountant	400	0	400	400	0	400	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	3,250	(3,250)	19,500
Total 5900-00 · Professional Fees	1,020	2,250	(1,230)	1,320	4,500	(3,180)	53,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	2,500	(2,500)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	2,500	(2,500)	15,000
8200-00 · Associate Relations	250	83	167	381	167	214	1,000
8300-00 · Board Functions	858	500	358	858	500	358	7,000
8600-00 · Additional Opportunitites	650	2,083	(1,433)	1,300	4,167	(2,867)	25,000
8700-00 · Automobile Expenses	80	250	(170)	306	500	(195)	3,000
8750-00 · Meals/Meetings	122	417	(294)	122	833	(711)	5,000
8810-00 · Dues & Subscriptions	371	1,167	(795)	719	2,333	(1,614)	14,000
Total Expense	47,076	60,100	(13,024)	94,000	119,700	(25,700)	748,202
Net Ordinary Income	(47,076)	(60,100)	13,024	(94,000)	(119,700)	25,700	(748,202)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(46,566)	(60,100)	13,535	(94,000)	(119,700)	25,700	(748,202)
Total Other Expense	(46,566)	(60,100)	13,535	(94,000)	(119,700)	25,700	(748,202)
Net Other Income	46,566	60,100	(13,535)	94,000	119,700	(25,700)	748,202
Net Income	(510)	(0)	(510)	0	(0)	0	0

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

August 31, 2020

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of August 31, 2020

09/18/20

Accrual Basis

	Aug 31, 20	Aug 31, 19	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	514,300	185,402	328,899	177%
Total Checking/Savings	514,300	185,402	328,899	177%
Accounts Receivable				
1200-00 · Accounts Receivable	1,335	3,115	(1,780)	(57)%
Total Accounts Receivable	1,335	3,115	(1,780)	(57)%
Other Current Assets				
1200-99 · Accounts Receivable - Other	22,820	0	22,820	100%
1300 · Reimbursements Receivable	132	0	132	100%
1350-00 · Security Deposits	100	3,325	(3,225)	(97)%
Total Other Current Assets	23,052	3,325	19,727	593%
Total Current Assets	538,687	191,842	346,846	181%
Other Assets				
1400-00 · Prepaid Expenses	26,700	34,489	(7,789)	(23)%
Total Other Assets	26,700	34,489	(7,789)	(23)%
TOTAL ASSETS	565,387	226,331	339,056	150%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	20,038	97,716	(77,678)	(80)%
Total Accounts Payable	20,038	97,716	(77,678)	(80)%
Total Current Liabilities	20,038	97,716	(77,678)	(80)%
Total Liabilities	20,038	97,716	(77,678)	(80)%
Equity				
32000 · Unrestricted Net Assets	486,983	24,842	462,141	1,860%
Net Income	58,366	103,773	(45,407)	(44)%
Total Equity	545,349	128,615	416,734	324%
TOTAL LIABILITIES & EQUITY	565,387	226,331	339,056	150%

North Lake Tahoe Marketing Cooperative
A/R Aging Summary
As of October 31, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Beach Retreat & Lodge	0.00	0.00	0.00	0.00	0.00	0.00
Black Diamond Agency Ltd*	0.00	0.00	249.82	2,000.00	0.00	2,249.82
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
National Air Filtration Association	1,177.61	0.00	0.00	0.00	0.00	1,177.61
NLTRA*	0.00	0.00	(10.00)	10.00	0.00	0.00
Northstar California	0.00	0.00	0.00	0.00	0.00	0.00
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	3,286.11	3,286.11
Sierra Ski Marketing Council	0.00	0.00	0.00	0.00	0.00	0.00
Tahoe Mountain Lodging	(375.00)	0.00	0.00	0.00	0.00	(375.00)
The Cottage Inn	0.00	0.00	0.00	0.00	500.00	500.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	1,279.91	1,279.91
The Resort at Squaw Creek	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	<u>802.61</u>	<u>0.00</u>	<u>239.82</u>	<u>2,010.00</u>	<u>5,066.02</u>	<u>8,118.45</u>

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Augustineldeas	1,943.96	0.00	0.00	0.00	0.00	1,943.96
Greg Howey	65.54	0.00	0.00	0.00	0.00	65.54
Ideal Wild	100.00	0.00	0.00	0.00	0.00	100.00
IVCB Visitors Bureau	323.98	0.00	0.00	0.00	0.00	323.98
Liz Bowling	25.30	0.00	0.00	0.00	0.00	25.30
NLTRA	754.46	0.00	0.00	0.00	0.00	754.46
Richter7	5,500.00	0.00	0.00	0.00	0.00	5,500.00
SDBX Studio, LLC	875.00	0.00	0.00	0.00	0.00	875.00
The Abbi Agency, Inc	10,450.00	0.00	0.00	0.00	0.00	10,450.00
TOTAL	<u>20,038.24</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>20,038.24</u>

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

August 2020

	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
Income							
4000-00 · LTVCBVB Funding	20,200	20,200	0	20,200	20,200	0	592,000
4001-00 · NLTRA Funding	56,309	56,309	0	135,748	135,748	0	1,000,000
4004-00 · IVCBVB Entertainment	2,000	2,000	0	2,000	2,000	0	8,000
4005-00 · Prior Year Net Income	0	34,903	(34,903)	0	69,806	(69,806)	410,697
Total Income	78,509	113,412	(34,903)	157,948	227,754	(69,806)	2,010,697
Gross Profit	78,509	113,412	(34,903)	157,948	227,754	(69,806)	2,010,697
Expense							
5000-00 · CONSUMER MARKETING							
5001-00 · Broadcast / Radio - High Notes	0	0	0	0	0	0	5,000
5002-01 · Native Display	0	4,000	(4,000)	0	4,000	(4,000)	42,501
5004-00 · Trip Advisor	0	9,800	(9,800)	0	11,600	(11,600)	86,800
5005-00 · Paid Social	0	24,172	(24,172)	961	32,472	(31,511)	120,000
5005-01 · Digital Display / Retargeting	0	2,000	(2,000)	0	3,200	(3,200)	87,000
5005-02 · Retargeting Video	0	1,000	(1,000)	0	2,000	(2,000)	10,000
5007-00 · Creative Production							
5007-01 · Creative Production	1,755			13,425			
5007-02 · Website Production	0			889			
5007-03 · Photo/Video Creative	100			100			
5007-00 · Creative Production - Other	128	7,628	(7,501)	255	22,756	(22,501)	105,364
Total 5007-00 · Creative Production	1,983	7,628	(5,646)	14,668	22,756	(8,088)	105,364
5010-00 · Account Strategy & Management	6,000	6,000	0	12,000	12,000	0	72,000
5010-02 · Website Strategy & Analysis	0	3,117	(3,117)	0	6,234	(6,234)	37,400
5013-00 · Outdoor	0	0	0	0	0	0	115,000
5015-00 · Video	0	4,000	(4,000)	0	6,650	(6,650)	115,000
5017-00 · Rich Media	0	0	0	0	0	0	35,000
5018-00 · Media Commission	69	5,871	(5,802)	598	8,031	(7,433)	98,211
5018-01 · Digital Ad Serving	0	250	(250)	0	500	(500)	3,000
5020-00 · Search Engine Marketing	5,500	5,500	0	8,947	8,300	647	65,000
5022-00 · Email	0	0	0	0	0	0	35,000
5024-00 · Fusion 7	0	2,000	(2,000)	2,000	4,000	(2,000)	24,000
5025-00 · Expedia	0	0	0	0	0	0	20,000
5028-00 · High Impact Media	0	0	0	0	0	0	30,000
Total 5000-00 · CONSUMER MARKETING	13,552	75,338	(61,786)	39,175	121,743	(82,568)	1,106,276
5110-00 · LEISURE SALES							
5107-00 · Creative Production	0	0	0	0	0	0	7,250
5111-00 · FAMS - Domestic	0	0	0	0	0	0	4,500
5112-00 · Training / Sales Calls	0	0	0	0	0	0	5,000
5113-00 · Additional Opportunities	0	0	0	0	0	0	10,000
5115-00 · Travel Agent Incentive Program	0	0	0	0	0	0	2,000
5120-00 · Domestic - Trade Shows	0	0	0	0	0	0	6,500
5131-00 · FAMS -Intl - Travel Trade	0	0	0	0	0	0	5,510
5133-00 · Ski-Tops	0	0	0	0	0	0	2,545
5134-00 · Intl Marketing - Additional Opp	0	0	0	0	0	0	4,000
5137-00 · Co-op Opportunities	0	0	0	0	0	0	12,000
5143-00 · Mountain Travel Symposium	0	0	0	0	0	0	5,350
5144-00 · IPW - POW WOW	0	0	0	0	0	0	11,000
5145-00 · TIA Annual Dues	0	2,695	(2,695)	0	2,695	(2,695)	2,695
5147-00 · AUS / Gate 7	1,013	0	1,013	2,025	0	2,025	12,150
5154-00 · Canada							
5154-01 · Canada Sales Mission	0	0	0	0	0	0	6,000
5154-00 · Canada - Other	0	0	0	0	0	0	12,000
Total 5154-00 · Canada	0	0	0	0	0	0	18,000
5155-00 · California Star Program	292	0	292	583	3,500	(2,917)	3,500
Total 5110-00 · LEISURE SALES	1,304	2,695	(1,391)	2,608	6,195	(3,587)	112,000
5200-00 · PUBLIC RELATIONS							
5200-01 · Strategy, Reporting, Mgmt, Etc.	1,500	1,500	0	3,000	3,000	0	18,000
5202-00 · PR Program/ Content Dev - Blogs	1,750	1,000	750	3,500	3,500	0	18,500
5204-00 · Media Mission(s)	0	0	0	0	0	0	30,000
5206-00 · Digital Buy/ Social Media Boost	500	500	0	1,000	1,000	0	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	0	600	600	0	3,600
5209-00 · Domestic Travel Media FAMS	4,085	2,000	2,085	5,001	2,000	3,001	20,000
5210-00 · Content Dev - Newsletters	1,800	1,800	0	3,600	3,600	0	21,600
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	0	8,000	8,000	0	48,000
5212-00 · Social Giveaways & Contests	0	0	0	0	0	0	10,500
5213-00 · Facebook Live	0	0	0	0	150	(150)	150
5214-00 · Social Takeover	0	3,750	(3,750)	0	3,750	(3,750)	15,000
5216-00 · PR Content Development + Distri	600	700	(100)	600	1,400	(800)	8,400
5218-00 · Crisis Communication / Training	0	0	0	0	0	0	4,900
5221-00 · Photography & Video Asset Dev	0	3,750	(3,750)	0	3,750	(3,750)	15,000
5222-00 · Media Tracking / Membership	0	1,166	(1,166)	1,800	2,332	(532)	14,000
5280-00 · PR Meals / Entertainment	0	0	0	29	0	0	0
Total 5200-00 · PUBLIC RELATIONS	14,535	20,466	(5,931)	27,130	33,082	(5,952)	233,650
6000-00 · CONFERENCE SALES							
6002-00 · Destination Print	0	0	0	0	0	0	20,000
6003-00 · Geo-Fence Targeting	0	0	0	0	0	0	3,000
6004-00 · Email	0	0	0	0	0	0	5,000
6005-00 · Paid Media	0	0	0	0	0	0	6,000
6006-00 · CVENT	0	24	0	10,678	11,200	(522)	11,200

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

August 2020

	Aug 20	Budget	\$ Over Budget	Jul - Aug 20	YTD Budget	\$ Over Budget	Annual Budget
6007-00 - Creative Production	0	0	0	0	0	0	14,744
6014-00 - MCC Group Incentive Program	0	0	0	0	0	0	10,000
6015-00 - MCC National Memberships	379	1,680	(1,301)	379	1,680	(1,301)	3,773
6016-00 - MCC Search Engine Marketing	0	416	(416)	0	832	(832)	5,000
6018-00 - MCC Media Commission	120	0	120	1,401	0	1,401	6,526
6019-00 - Conference Direct Partnership	2,417	0	2,417	2,833	5,000	(2,167)	5,000
6128-00 - HelmsBriscoe Strategic Partner	583	0	583	1,167	7,000	(5,833)	7,000
6152-00 - Client Events / Opportunities	0	0	0	0	0	0	6,570
6153-00 - Chicago Sales Rep Support	147	0	147	295	0	295	1,000
Total 6000-00 - CONFERENCE SALES	3,646	2,096	1,550	16,752	25,712	(8,960)	104,813
6100-00 - TRADE SHOWS							
6111-00 - Site Inspections	194	500	(306)	194	500	(306)	4,500
6116-00 - CalSAE Seasonal Spectacular	0	0	0	0	0	0	3,700
6118-00 - ASAE Annual	0	795	(795)	0	795	(795)	795
6120-01 - Sac River Cats Client Event	0	0	0	0	0	0	1,000
6127-00 - CalSAE Annual	0	0	0	0	0	0	6,700
6143-00 - Connect Marketplace	0	11,250	(11,250)	0	11,250	(11,250)	14,850
6146-00 - UC Vendor Fair	0	0	0	0	0	0	5,250
6151-00 - Destination CA	0	0	0	0	0	0	1,500
6154-00 - HelmsBriscoe ABC	0	0	0	0	0	0	6,500
6156-00 - Connect California	0	0	0	0	0	0	5,250
6156-02 - Connect Chicago	0	0	0	0	0	0	5,750
6160-01 - AllThingsMeetings East Bay	0	0	0	0	0	0	2,000
6164-00 - Connect Mountain Incentive	0	0	0	0	0	0	5,750
6165-00 - Bay Area Client Appreciation	0	0	0	0	0	0	4,500
6166-00 - Sports Commission	0	795	(795)	0	795	(795)	795
6168-00 - Sacramento/Roseville TopGolf	0	0	0	0	0	0	2,500
6169-00 - Prestige Meetings SF	0	0	0	0	0	0	2,500
6171-00 - Outdoor Retailer	0	0	0	0	0	0	1,000
6173-00 - Connect NYC	0	0	0	0	0	0	6,250
6180-00 - Conference Direct CA	0	1,000	(1,000)	0	1,000	(1,000)	1,000
6181-00 - Conference Direct PNW	0	1,000	(1,000)	0	1,000	(1,000)	1,000
Total 6100-00 - TRADE SHOWS	194	15,340	(15,146)	194	15,340	(15,146)	83,090
7000-00 - COMMITTED & ADMIN EXPENSES							
5008-00 - Cooperative Programs	0	2,500	(2,500)	0	5,000	(5,000)	30,000
5009-00 - Fulfillment / Mail	336	1,000	(664)	336	2,000	(1,664)	12,000
5021-00 - RASC-Reno Air Service Corp	0	0	0	0	0	0	50,000
5123-00 - HSVC - High Sierra Visitors	0	0	0	0	2,000	(2,000)	2,000
7002-00 - CRM Subscription	833	0	833	1,667	2,499	(832)	9,996
7003-00 - IVCBVB Entertainment Fund	0	0	0	14	0	14	8,000
7004-00 - Research	0	0	0	0	2,500	(2,500)	29,000
7005-00 - Film Festival	0	0	0	0	0	0	15,000
7006-00 - Special Events	0	0	0	0	0	0	30,000
7007-00 - Destimetrics / DMX	0	0	0	0	8,338	(8,338)	33,352
7008-00 - Opportunistic Funds	0	0	0	0	0	0	46,487
7009-00 - Tahoe Cam Usage	0	177	(177)	0	354	(354)	2,124
7010-00 - Photo Management & Storage	676	592	84	1,267	1,184	83	7,099
7020-00 - Collateral Production / Printin	875	0	875	1,250	0	1,250	8,000
8700-00 - Automobile Expense*	91	350	(259)	130	700	(570)	4,200
Total 7000-00 - COMMITTED & ADMIN EXPENSES	2,811	4,619	(1,808)	4,663	24,575	(19,912)	287,258
8000-00 - WEBSITE CONTENT & MAINTENANCE							
8002-00 - Content Manager Contractor	4,250	4,250	0	8,526	8,500	26	51,000
8003-00 - Website Hosting Maintenance	0	4,000	(4,000)	534	8,000	(7,466)	48,000
Total 8000-00 - WEBSITE CONTENT & MAINTENANCE	4,250	8,250	(4,000)	9,060	16,500	(7,440)	99,000
Total Expense	40,292	128,804	(88,512)	99,582	243,147	(143,565)	2,026,087
Net Income	38,217	(15,392)	53,609	58,366	(15,393)	73,759	(15,390)

North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

August 2020

	Aug 20	Aug 19	\$ Change	% Change
Income				
4000-00 · LTIVCBVB Funding	20,200.00	78,898.00	-58,698.00	-74.4%
4001-00 · NLTRA Funding	56,309.00	75,189.00	-18,880.00	-25.1%
4004-00 · IVCBVB Entertainment	2,000.00	0.00	2,000.00	100.0%
Total Income	78,509.00	154,087.00	-75,578.00	-49.1%
Gross Profit	78,509.00	154,087.00	-75,578.00	-49.1%
Expense				
5000-00 · CONSUMER MARKETING				
5001-00 · Broadcast / Radio - High Notes	0.00	2,044.00	-2,044.00	-100.0%
5004-00 · Trip Advisor	0.00	3,437.08	-3,437.08	-100.0%
5005-00 · Paid Social	0.00	16,807.02	-16,807.02	-100.0%
5005-01 · Digital Display / Retargeting	0.00	12,919.66	-12,919.66	-100.0%
5007-00 · Creative Production				
5007-01 · Creative Production	1,755.00	0.00	1,755.00	100.0%
5007-03 · Photo/Video Creative	100.00	0.00	100.00	100.0%
5007-00 · Creative Production - Other	127.50	5,385.45	-5,257.95	-97.6%
Total 5007-00 · Creative Production	1,982.50	5,385.45	-3,402.95	-63.2%
5010-00 · Account Strategy & Management	6,000.00	7,000.00	-1,000.00	-14.3%
5010-01 · Digital Management & Reporting	0.00	2,000.00	-2,000.00	-100.0%
5010-02 · Website Strategy & Analysis	0.00	1,200.00	-1,200.00	-100.0%
5018-00 · Media Commission	69.37	5,143.91	-5,074.54	-98.7%
5020-00 · Search Engine Marketing	5,500.00	3,713.25	1,786.75	48.1%
5022-00 · Email	0.00	3,750.20	-3,750.20	-100.0%
Total 5000-00 · CONSUMER MARKETING	13,551.87	63,400.57	-49,848.70	-78.6%
5110-00 · LEISURE SALES				
5107-00 · Creative Production	0.00	1,400.00	-1,400.00	-100.0%
5112-00 · Training / Sales Calls	0.00	30.00	-30.00	-100.0%
5113-00 · Additional Opportunities	0.00	329.25	-329.25	-100.0%
5120-00 · Domestic - Trade Shows	0.00	649.00	-649.00	-100.0%
5131-00 · FAMS -Intl - Travel Trade	0.00	595.54	-595.54	-100.0%
5134-00 · Intl Marketing - Additional Opp	0.00	381.94	-381.94	-100.0%
5137-00 · Co-op Opportunities	0.00	800.00	-800.00	-100.0%
5142-00 · UK Sales Mission	0.00	60.00	-60.00	-100.0%
5143-00 · Mountain Travel Symposium	0.00	509.75	-509.75	-100.0%
5144-00 · IPW - POW WOW	0.00	-600.00	600.00	100.0%
5147-00 · AUS / Gate 7	1,012.50	0.00	1,012.50	100.0%
5154-00 · Canada				
5154-01 · Canada Sales Mission	0.00	955.19	-955.19	-100.0%
5154-00 · Canada - Other	0.00	1,666.67	-1,666.67	-100.0%
Total 5154-00 · Canada	0.00	2,621.86	-2,621.86	-100.0%
5155-00 · California Star Program	291.67	0.00	291.67	100.0%
Total 5110-00 · LEISURE SALES	1,304.17	6,777.34	-5,473.17	-80.8%
5200-00 · PUBLIC RELATIONS				
5200-01 · Strategy, Reporting, Mgmt, Etc.	1,500.00	2,200.00	-700.00	-31.8%
5201-00 · National, Regional, & Local PR	0.00	5,000.00	-5,000.00	-100.0%
5202-00 · PR Program/ Content Dev - Blogs	1,750.00	2,000.00	-250.00	-12.5%
5206-00 · Digital Buy/ Social Media Boost	500.00	500.00	0.00	0.0%
5207-00 · Content Campaigns/Tools-My Emma	300.00	300.00	0.00	0.0%
5208-02 · Int'l Media Retainer	0.00	300.00	-300.00	-100.0%
5209-00 · Domestic Travel Media FAMS	4,085.39	0.00	4,085.39	100.0%
5210-00 · Content Dev - Newsletters	1,800.00	1,800.00	0.00	0.0%
5211-00 · Social Media Strategy & Mgmt	4,000.00	4,000.00	0.00	0.0%
5216-00 · PR Content Development + Distri	600.00	0.00	600.00	100.0%
Total 5200-00 · PUBLIC RELATIONS	14,535.39	16,100.00	-1,564.61	-9.7%
6000-00 · CONFERENCE SALES				
6004-00 · Email	0.00	850.00	-850.00	-100.0%
6005-00 · Paid Media	0.00	869.12	-869.12	-100.0%
6007-00 · Creative Production	0.00	4,736.11	-4,736.11	-100.0%
6008-00 · Conference PR / Social Outreach	0.00	1,000.00	-1,000.00	-100.0%
6015-00 · MCC National Memberships	379.00	0.00	379.00	100.0%
6018-00 · MCC Media Commission	119.59	206.30	-86.71	-42.0%
6019-00 · Conference Direct Partnership	2,416.67	0.00	2,416.67	100.0%
6128-00 · HelmsBriscoe Strategic Partner	583.33	583.33	0.00	0.0%
6152-00 · Client Events / Opportunities	0.00	379.00	-379.00	-100.0%
6153-00 · Chicago Sales Rep Support	147.25	32.34	114.91	355.3%
Total 6000-00 · CONFERENCE SALES	3,645.84	8,656.20	-5,010.36	-57.9%
6100-00 · TRADE SHOWS				
6111-00 · Site Inspections	194.13	1,006.57	-812.44	-80.7%
6118-00 · ASAE Annual	0.00	5,584.70	-5,584.70	-100.0%
6143-00 · Connect Marketplace	0.00	2,494.72	-2,494.72	-100.0%
6157-00 · HPN Partner Conference	0.00	2,450.00	-2,450.00	-100.0%
6160-00 · AllThingsMeetings Silicon Valley	0.00	17.45	-17.45	-100.0%
Total 6100-00 · TRADE SHOWS	194.13	11,553.44	-11,359.31	-98.3%
7000-00 · COMMITTED & ADMIN EXPENSES				
5009-00 · Fulfillment / Mail	335.92	323.98	11.94	3.7%
5123-00 · HSVC - High Sierra Visitors	0.00	166.67	-166.67	-100.0%

North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

August 2020

	Aug 20	Aug 19	\$ Change	% Change
7001-00 · Miscellaneous	0.00	1.00	-1.00	-100.0%
7002-00 · CRM Subscription	833.33	833.33	0.00	0.0%
7003-00 · IVCBVB Entertainment Fund	0.00	154.77	-154.77	-100.0%
7004-00 · Research	0.00	421.67	-421.67	-100.0%
7008-00 · Opportunistic Funds	0.00	1,579.22	-1,579.22	-100.0%
7010-00 · Photo Management & Storage	675.58	0.00	675.58	100.0%
7020-00 · Collateral Production / Printin	875.00	0.00	875.00	100.0%
8700-00 · Automobile Expense*	90.84	199.06	-108.22	-54.4%
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0.00	160.44	-160.44	-100.0%
Total 7000-00 · COMMITTED & ADMIN EXPENSES	2,810.67	3,840.14	-1,029.47	-26.8%
8000-00 · WEBSITE CONTENT & MAINTENANCE				
8002-00 · Content Manager Contractor	4,250.00	4,250.00	0.00	0.0%
8003-00 · Website Hosting Maintenance	0.00	534.00	-534.00	-100.0%
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	4,250.00	4,784.00	-534.00	-11.2%
Total Expense	40,292.07	115,111.69	-74,819.62	-65.0%
Net Income	38,216.93	38,975.31	-758.38	-2.0%

KEY METRICS FOR July 30, 2020 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru May 2020)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011 - 2012	3,578,859	1,708,682	3,083,886	1,461,499	\$ 9,832,926
2012 - 2013	3,767,648	2,018,857	4,199,290	1,352,487	\$ 11,338,282
2013 - 2014	4,401,773	2,048,674	3,497,093	1,639,259	\$ 11,586,799
2014 - 2015	4,560,065	2,415,022	3,428,514	1,742,210	\$ 12,145,811
2015 - 2016	4,729,061	3,755,563	5,332,084	2,201,370	\$ 16,018,078
2016 - 2017	5,335,081	3,217,765	5,991,509	3,175,348	\$ 17,719,703
2017 - 2018	6,083,237	3,298,036	5,504,277	3,020,130	\$ 17,905,680
2018 - 2019	6,865,753	3,832,273	6,816,271	3,346,850	\$ 20,861,147
2019 - 2020	7,006,544	3,949,418	5,217,807		\$ 16,173,769

updated

Visitor Information Comparative Statistics For FYTD 2016/17 - 2019/20 (thru June 2020)					
Referrals -	2016-2017	2017-2018	2018-2019	2019-2020	YOY % Change
Tahoe City:					
Walk In	41841	44438	42292	37510	-11.31%
Phone	3297	3074	2806	3452	23.02%
Email	343	378	404	463	14.60%
Kings Beach (Walk In)	3926	8733	11881	8251	-30.55%
NLT - Event Traffic	6,800	6509	5113	3467	-32.19%
Total	56,207	63,132.00	62,496.00	53,143.00	-14.97%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)					
Quarter	2016	2017	2018	2019	YOY % Change
First (Jan - Mar)	\$ 699,157	\$ 820,233	\$ 762,370	\$ 875,360	14.82%
Second (Apr - June)	\$ 558,566	\$ 716,779	\$ 627,831	\$ 674,366	7.41%
Third (Jul - Sept)	\$ 943,574	\$ 1,001,144	\$ 1,018,271	\$ 1,058,279	3.93%
Fourth (Oct - Dec)	\$ 629,807	\$ 641,261	\$ 671,770		
Total	\$ 2,831,104	\$ 3,179,417	\$ 3,080,242	\$ 2,608,005	

Unemployment Rates - EDD	July 2020
California (pop. 38,332,521)	13.5%
Placer County (367,309)	7.7%
Dollar Point (1,215)	5.2%
Kings Beach (3,893)	3.0%
Sunnyside/Tahoe City (1,557)	11.7%
Tahoe Vista (1,433)	1.6%

Destimetrics Reservations Activity	FYTD 2019/20	FYTD 2020/21	YOY % Change
Occupancy	68.3%	49.3%	-27.9%
ADR (Average Daily Rate)	\$ 386	\$ 479	24.1%
RevPAR (Rev per Available Room)	\$ 264	\$ 236	-10.5%
Occupancy 1 Mth Forecast	51.0%	30.5%	-40.1%
ADR 1 Mth Forecast	\$ 284	\$ 402	41.6%
RevPAR 1 Mth Forecast	\$ 145	\$ 123	-15.2%
Occupancy (prior 6 months)	55.0%	26.1%	-52.7%
ADR (prior 6 months)	\$ 338	\$ 443	31.4%
RevPAR (prior 6 months)	\$ 186	\$ 116	-37.8%
Occupancy (next 6 months)	21.7%	11.2%	-48.4%
ADR (next 6 months)	\$ 304	\$ 400	31.4%
RevPAR (next 6 months)	\$ 66	\$ 45	-32.3%

Total Chamber Membership	
June 2016	508
June 2017	424
June 2018	378
June 2019	371
June 2020	362

Conference Revenue Statistics Comparison FYTD 19/20 vs. FYTD 20/21 at 8/30/2020						
	2019-20	2019-20	2020-21	YOY %		
FORWARD LOOKING	Actuals	Forecasted	Forecasted	Change		
Total Revenue Booked	\$2,685,035	\$ 3,344,505	\$ 1,104,796	-66.97%		
Commission for this Revenue	\$ 36,962	\$ 47,908	\$ -	-100.00%		
Number of Room Nights	12,075	15,988	5,024	-68.58%		
Number of Bookings	53	53	17	-67.92%		
Conference Revenue And Percentage by County:						
	<u>19-20</u>	<u>20-21</u>				
Placer	80%	83%	\$2,096,775	\$ 2,660,497	\$ 913,164	-65.68%
Washoe	15%	17%	\$381,642	\$ 514,448	\$ 191,632	-62.75%
South Lake	5%	0%	\$206,618	\$ 169,560		-100.00%
Nevada County	0%	0%				
Total Conference Revenue	100%	100%	\$2,685,035	\$ 3,344,505	\$ 1,104,796	-66.97%
CURRENT						
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	0.00%	

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) Employee Expense Report

Month*Yr August 2020
Employee Hentz, Jeff

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
08.18.2020	A	Tahoe Prosperity Center	14256333815	Tahoe Rising Summit	\$66.09		5800-00/70
08.25.2020	B	Spindleshanks	163276	Staff meeting after trash pickup in Kings Beach	\$122.18		8750-00/70
	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		\$0.00	8700-00-70
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES					\$188.27		
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						\$0.00	

Signed By: Jeff Hentz
Date: 9/8/2020

Approved By: _____
Date: _____

ACCOUNTING					
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE	DATE SCANNED	
		BB	9/8/2020		



BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0150-4616
Statement Date	AUG 28, 2020
Total Activity	\$188.27

**** 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	\$188.27		\$0.00		\$0.00		\$188.27

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
08-18	08-17	55429500230719006357548 Tax ID: 141888467 Mer Ref: 00635754	EB TAHOE RISING SUMMI 8014137200 CA Mer Zip: 94103 Origin Zip: 94103 Dest Ctry: USA	66.09
08-25	08-24	25247800237002351665637 Tax ID: 300346317 Mer Zip: 96143	SPINDLESHANKS AMERICAN KINGS BEACH CA	122.18

(A)
(B)

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0150-4616	Account Summary Purchases & Other Charges \$188.27
	Statement Date AUG 28, 2020	
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$10,000	Fees \$0.00
	Disputed Amount \$0.00	Credits \$0.00
		Payments \$0.00

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, September 7, 2020 9:18 AM
To: DeWitt Van Siclen
Subject: Fwd: Order Confirmation for Tahoe Rising Summit

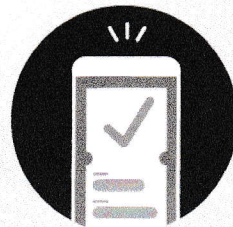
Sent from my iPhone

Begin forwarded message:

From: Eventbrite <noreply@order.eventbrite.com>
Date: August 17, 2020 at 2:21:25 PM CDT
To: jeff@gotahoenorth.com
Subject: Order Confirmation for Tahoe Rising Summit
Reply-To: info@tahoeprosperity.org

eventbrite

Jeffrey,
your order is confirmed



Get the app

Tahoe Rising Summit





 3 x Tickets
Order total: \$66.09

[View event details](#)

Tahoe Prosperity Center

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[Questions about this event?](#)

[Contact the organizer](#)

Order Summary

Order #1425633815 - August 17, 2020

\$66.09 paid by MasterCard
Last 4 digits: 4616



Appears on your card statement as EB *Tahoe Rising Summi

jeffrey hentz	1 x Early Bird: All Three Sessions
jeffrey hentz	1 x Early Bird: All Three Sessions
jeffrey hentz	1 x Early Bird: All Three Sessions

View and manage your order online

Contact the organizer for any questions related to this purchase.

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Your tickets

3 eTickets

The organizer will follow up with instructions on how to redeem your tickets and access the event.

eventbrite



This email was sent to jeff@gotahoenorth.com

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