

Board of Directors:

Chair: I **Vice Chair:** Sue Rae Irelan, Placer County Appointee
Treasurer: Dan Tester, Squaw Valley Business Assoc. | **Secretary:** Ray Villaman, Northstar Business Assoc.
Past Chair: Samir Tuma, Tahoe City Lodge
Adam Wilson, Northstar California | **Mike DeGross**, Palisades Tahoe | **Kevin Mitchell**, Homewood Mountain Resort
David Lockard, Resort at Squaw Creek | **Colin Perry**, Ritz-Carlton, Lake Tahoe
Jill Schott, Tahoe Moon Properties | **Stephanie Hoffman**, Tahoe Luxury Properties
Jim Phelan, Tahoe City Marina | **Tom Turner**, Tahoe Restaurant Collection
Dave Wilderotter, Tahoe Dave's | **Melissa Siig**, TCDA | **Alyssa Reilly**, NTBA
Advisory members: **Stephanie Holloway**, Placer County Executive Office | **Jeff Cowen**, TRPA

Instruction for Public Participation:

Members of the public may attend the Zoom teleconference by telephone, computer or mobile device or in-person. To participate via Zoom, join the meeting from the link: <https://bit.ly/3cOIAxS> as authorized by AB 361.

Pre-registration is required, and members of the public will be admitted into the meeting as an attendee, with audio and video controls disabled. If you wish to make a public comment, use the "Raise Hand" feature in Zoom or *9 on your telephone. You will be called upon and unmuted when it is your turn to provide comment. Comments must be 3 minutes or less and limited to one comment per item.

8:30 a.m. 1. Call to Order – Establish Quorum

Page:1

2. Approval of Resolution 2022.08

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE NORTH LAKE TAHOE RESORT ASSOCIATION PROCLAIMING A LOCAL EMERGENCY, RATIFYING THE PROCLAMATION OF A STATE OF EMERGENCY BY GOVERNOR NEWSOM'S ORDER DATED MARCH 4, 2020 AND AUTHORIZING REMOTE TELECONFERENCE MEETINGS OF THE LEGISLATIVE BODIES OF THE NORTH LAKE TAHOE RESORT ASSOCIATION FOR THE PERIOD AUGUST 3, 2022 TO SEPTEMBER 2, 2022 PURSUANT TO BROWN ACT PROVISIONS. **[ACTION]**

8:35a.m. 3. Public Forum – Any person wishing to address the Board of Directors on items of interest to the Board not listed on the agenda may do so at this time. It is requested that comments be limited to three minutes since no action may be taken by the Board on items addressed under Public Forum.

8:40 a.m. 4. Agenda Amendments and Approval **[ACTION]**

8:45 a.m. 5. Election of New Chair **[ACTION]**

8:50 a.m. 6. Consent Calendar – All items listed under the consent calendar are considered to be routine and/or have been or will be reviewed by the Board and approved by one motion. There will not be a separate discussion of these items unless a Board member or staff person requests a specific item be removed from the consent calendar for separate consideration. Any item removed will be considered after the motion and vote to approve the remainder of consent calendar motions.

Page:4
Page:9
Page:11
Page:82

- A. NLTRA Board Meeting Minutes from June 1, 2022 [Link to preliminary online document](#)
- B. NLTRA Emergency Board Minutes from July 8, 2022
- C. NLTRA Financial Statements, May 31 and June, 30 2022
- D. Review and Approval of Sierra Nevada Alliance Contract
- E. F. The Committee Action Summary is provided for informational purposes only. Minutes are available as finalized at www.nltra.org
 - Finance Committee Meeting July 27, 2022
 - Tourism Development Committee May 24, 2022 (no meeting in June & July)
 - In-Market Tourism Development Committee May 24, 2022

8:55 a.m.
Page:92
Page:93

- 7. Action Item:
 - A. Procurement Policy amendment - Tony
 - B. Changing of Bank Signatories - DeWitt

10:25 a.m.
Page:94
Page:100
Page:107
Page: 127

- 8. Informational Updates/Verbal Reports:
 - A. Organization Chart/Hiring update and Introduction of Kimberly Brown - Tony 15 min
 - B. Communications Update – JVP 20 min
 - C. NLTMC & In-Market 22/23 Strategy Overview – Augustine - 30 minutes
 - D. NLTRA Updates: Renaming process, Grant Process, Bylaw change Notification, TOT committee seat membership vote

10:40 a.m.

- 9. Reports/Back up – The following reports are provided on a monthly basis by staff and can be pulled for discussion by any Board member.
 - A. Destimetrics Report, June, 2022
 - B. Conference Revenue Statistics Report, June 2022
 - C. Tourism Development Report on Activities, June 2022
 - D. Reno Tahoe Airport Report, June 2022
 - E. Visitor Information Center Report, June 2022
 - F. North Lake Tahoe Marketing Coop Financial Statements, June 2022
 - G. Membership Accounts Receivable Report June 2022
 - H. Financial Key Metrics Report June 2022

10:40 a.m.

- 10. CEO and Staff Updates

10:45 a.m.

- 11. Directors Comments

10:47 a.m.

- 12. Meeting Review and Staff Direction

10:50 a.m.

- 13. Closed Session

11:00 a.m.

- 14. Adjournment

This meeting is wheelchair accessible

Posted online at nltra.org



north lake tahoe

Chamber | CVB | Resort Association

MEMORANDUM

Date: 07/29/2022

TO: NLTRA Board of Directors

FROM: Tony Karwowski, CEO

RE: Resolution Proclaiming a Local Emergency and Authorizing Remote Teleconference Meeting

Action(s) Requested:

North Lake Tahoe Resort Association (NLTRA) board approval of Resolution No. 2022.08 as **A RESOLUTION OF THE BOARD OF DIRECTORS OF THE NORTH LAKE TAHOE RESORT ASSOCIATION PROCLAIMING A LOCAL EMERGENCY, RATIFYING THE PROCLAMATION OF A STATE OF EMERGENCY BY GOVERNOR NEWSOM'S ORDER DATED MARCH 4, 2020 AND AUTHORIZING REMOTE TELECONFERENCE MEETINGS OF THE LEGISLATIVE BODIES OF THE NORTH LAKE TAHOE RESORT ASSOCIATION FOR THE PERIOD AUGUST 3, 2022 TO SEPTEMBER 2, 2022 PURSUANT TO BROWN ACT PROVISIONS.**

Background:

The NLTRA Board of Directors has been conducting virtual Board of Directors meetings since April 1, 2020 under the provisions of the Governor of California's Executive Order N-29-20 in response to the COVID -19 pandemic. That order expired on September 30, 2021. On September 16, 2021, the Governor signed into law AB 361 which amends the Brown Act to allow continued flexibility for conducting public meetings. A subsequent Executive Order N-15-21 gave AB361 an application date of October 1, 2021. The provisions of AB 361 regarding remote meetings can only be used in the event there is a Governor issued state of emergency that is active under the California Emergency Services Act that impacts our area. The Governor's state of emergency enacted on March 4, 2020 remains in effect.

Under AB 361 the board is required to vote and adopt a resolution finding that meeting in person during the state of emergency would pose imminent risk to the health and safety of attendees. That resolution is attached. This resolution would need to be renewed every 30 days should the board desire to hold another meeting under the modified remote meeting rules.

Fiscal Impact:

None.

Attachments:

Resolution 2021.02

RESOLUTION NO. 2022.08

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE NORTH LAKE TAHOE RESORT ASSOCIATION PROCLAIMING A LOCAL EMERGENCY, RATIFYING THE PROCLAMATION OF A STATE OF EMERGENCY BY GOVERNOR NEWSOM'S ORDER DATED MARCH 4, 2020 AND AUTHORIZING REMOTE TELECONFERENCE MEETINGS OF THE LEGISLATIVE BODIES OF THE NORTH LAKE TAHOE RESORT ASSOCIATION FOR THE PERIOD AUGUST 3, 2022 TO SEPTEMBER 2, 2022 PURSUANT TO BROWN ACT PROVISIONS.

WHEREAS, the North Lake Tahoe Resort Association ("NLTRA") is committed to preserving and nurturing public access and participation in meetings of the Board of Directors; and

WHEREAS, all meetings of the NLTRA's legislative bodies organized and meeting for purposes of the North Lake Tahoe Tourism & Business Improvement District ("NLTTBID") are open and public, as required by the Ralph M. Brown Act (Cal. Gov. Code 54950 – 54963), so that any member of the public may attend, participate, and watch the NLTRA's legislative bodies conduct their business; and

WHEREAS, the Brown Act, Government Code section 54953(e), makes provisions for remote teleconferencing participation in meetings by members of a legislative body, without compliance with the requirements of Government Code section 54953(b)(3), subject to the existence of certain conditions; and

WHEREAS, a required condition is that a state of emergency is declared by the Governor pursuant to Government Code section 8625, proclaiming the existence of conditions of disaster or of extreme peril to the safety of persons and property within the state caused by conditions as described in Government Code section 8558; and

WHEREAS, a proclamation is made when there is an actual incident, threat of disaster, or extreme peril to the safety of persons and property within the jurisdictions that are within the NLTRA's boundaries, caused by natural, technological, or human-caused disasters; and

WHEREAS, it is further required that state or local officials have imposed or recommended measures to promote social distancing, or the legislative body meeting in person would present imminent risks to the health and safety of attendees; and

WHEREAS, such conditions now exist in the NLTRA, specifically, the State of Emergency declared by Governor Newsom on March 4, 2020, due to COVID-19; and

WHEREAS, the Board of Directors does hereby find that the increase in SARS-CoV-2 Delta Variant has caused, and will continue to cause, conditions of peril to the safety of persons within the NLTRA that are likely to be beyond the control of services, personnel, equipment, and facilities of the NLTRA, and desires to proclaim a local emergency and ratify the proclamation of state of emergency by the Governor of the State of California; and

WHEREAS, as a consequence of the local emergency, the Board of Directors does hereby find that the legislative bodies of North Lake Tahoe Resort Association organized and meeting for purposes of the NLTTBID shall conduct their meetings without compliance with paragraph (3) of subdivision (b) of Government Code section 54953, as authorized by subdivision (e) of section 54953, and that such legislative bodies shall comply with the requirements to provide the public with access to the meetings as prescribed in paragraph (2) of subdivision (e) of section 54953; and

WHEREAS, the NLTRA enacted virtual meeting protocols on April 01, 2020, which include options for public participation.

NOW, THEREFORE, THE BOARD OF DIRECTORS OF THE NORTH LAKE TAHOE RESORT ASSOCIATION DOES HEREBY RESOLVE AS FOLLOWS:

1. Recitals. The Recitals set forth above are true and correct and are incorporated into this Resolution by this reference.
2. Proclamation of Local Emergency. The Board hereby proclaims that a local emergency now exists throughout the NLTRA, and COVID-19 has caused, and will continue to cause, conditions of peril to the safety of persons within the NLTRA that are likely to be beyond the control of services, personnel, equipment, and facilities of the NLTRA.
3. Ratification of Governor’s Proclamation of a State of Emergency. The Board hereby ratifies the Governor of the State of California’s Proclamation of State of Emergency, effective as of its issuance date of March 4, 2020.
4. Remote Teleconference Meetings. The General Manager and Board of Directors of the North Lake Tahoe Resort Association are hereby authorized and directed to take all actions necessary to carry out the intent and purpose of this Resolution including, conducting open and public meetings in accordance with Government Code section 54953(e) and other applicable provisions of the Brown Act.
5. Effective Date of Resolution. This Resolution shall take effect immediately upon its adoption and shall be effective until the earlier of (i) June 30, 2022, or such time the Board of Directors adopts a subsequent resolution in accordance with Government Code section 54953(e)(3) to extend the time during which the legislative bodies of Tahoe City Public Utility NLTRA may continue to teleconference without compliance with paragraph (3) of subdivision (b) of section 54953.

PASSED AND ADOPTED by the Board of Directors of the North Lake Tahoe Resort Association Tahoe this 1st day of June 2022 by the following vote:

NORTH LAKE TAHOE RESORT ASSOCIATION

BY:

ATTEST:

Sue Rae Irelan, Vice President

Dan Tester, NLTRA Secretary



north lake tahoe

Chamber | CVB | Resort Association

BOARD OF DIRECTORS MEETING

Date: Wednesday, June 1, 2022

Time: 8:30 a.m. – 11:00 a.m.

Location: North Tahoe Event Center
8318 North Lake Blvd. Kings Beach, CA

Board of Directors – Draft Meeting Minutes – June 1, 2022

Board of Directors

Chair: Deirdra Walsh, Northstar California, **Vice Chair:** Sue Rae Irelan, Placer County Appointee

Treasurer: Dan Tester, Squaw Valley Business Assoc. | **Secretary:** Ray Villaman, Northstar Business Assoc.

Past Chair: Samir Tuma, Tahoe City Lodge

Mike DeGroff, Palisades Tahoe | **Kevin Mitchell**, Homewood Mountain Resort

David Lockard, Resort at Squaw Creek | **Colin Perry**, Ritz-Carlton, Lake Tahoe

Jill Schott, Tahoe Moon Properties | **Stephanie Hoffman**, Tahoe Luxury Properties

Jim Phelan, Tahoe City Marina | **Tom Turner**, Tahoe Restaurant Collection

Dave Wilderotter, Tahoe Dave's | **Melissa Siig**, TCDA | **Alyssa Reilly**, NTBA

Advisory members: Stephanie Holloway, Placer County Executive Office | Jeff Cowen, TRPA

1. Call to Order at 8:35 AM – Establish Quorum

Board members in attendance

Sue Rae Irelan, Alyssa Reilly, Dave Wilderotter, Ray Villaman, Dan Tester, Colin Perry, Melissa Siig, Samir Tuma, Jill Schott, Tom Turner, Stephanie Hoffman, and Mike Degroff. A quorum was established. Advisory Committee member Stephanie Holloway was also present.

Tom Turner left the meeting at 10:02 AM and was not present for votes after Item 7.D.

Board members absent

Kevin Mitchell, David Lockhard, and Deirdra Walsh

Staff Members in attendance

Tony Karwowski, Anna Atwood, Amber Burke, and DeWitt Van Siclén

Others in attendance

Included Katie Biggers. There may have been others attending electronically who did not introduced themselves.

2. Approval of Resolution 2022.06

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE NORTH LAKE TAHOE RESORT ASSOCIATION PROCLAIMING A LOCAL EMERGENCY, RATIFYING THE PROCLAMATION OF A STATE OF EMERGENCY BY GOVERNOR NEWSOM'S ORDER DATED MARCH 4, 2020 AND AUTHORIZING REMOTE TELECONFERENCE MEETINGS OF THE LEGISLATIVE BODIES OF THE NORTH LAKE TAHOE RESORT ASSOCIATION FOR THE PERIOD JUNE 1, 2022 TO JUNE 30, 2022 PURSUANT TO BROWN ACT PROVISIONS.

Motion to adopt Resolution 2022.06. TUMA/TESTER/Approved unanimously by Roll Call vote.

3. Ratifying the Approval of March 2022, April 2022, and May 2022 consent and Action items

a) Ratify Consent items from March 2, 2022 Board of Directors meeting

- NLTRA Board Meeting Minutes from Feb 2, 2022
- NLTRA Financial Statement, Jan 31, 2022
- Approval of Event Sponsorship for 2022 Adventure Van Expo
- Approval of Event Sponsorship for 2022 High Sierra Archery
- Approval of Event Sponsorship for 2022 Lake Tahoe Paddle Racing Series

Motion to ratify approval of Consent Items from the March 2, 2022 Board meeting. TUMA/TESTER/Approved unanimously by Roll Call vote

b) Ratify Action items from March 2, 2022 Board of Directors meeting

- Approval of Event Sponsorship for 2022 Tahoe 100 Mountain Bike Race
- Approval of Event Sponsorship for 2022 Kings Beach Fireworks
- Approval of Event Sponsorship for 2022 Tahoe City Fireworks
- Approval of Spartan 2022 Contract Amendment
- Approval of Coraggio Consulting Services Agreement
- Approval of CEO Authority of Execution

Motion to ratify approval of Action Items from the March 2, 2022 Board meeting. TUMA/TESTER/Approved unanimously by Roll Call vote

c) Ratify Consent items from April 6, 2022 Board of Directors meeting

- NLTRA Board Meeting Minutes from March 2, 2022
- NLTRA Financial Statements, Feb 28, 2022
- CEO Expense Reports for February 2022
- Notification of NLTRA Marketing Cooperative members
- Civitas retainer contract

Motion to ratify approval of Consent Items from the April 6, 2022 Board meeting. TUMA/TESTER/Approved unanimously by Roll call vote

d) Ratify Action items from April 6, 2022 Board of Directors meeting

- Election of NLTRA Board Officers
- Amend CEO authority of execution
- Approval of Rebranding Scope of Work with Augustine Agency
- TBID Advisory committee recommendations and appointments
- TBID Zone 1 Advisory committee recommendations and appointment
- NLTRA Building lease at 100 North Lake Blvd. Tahoe City, CA

Motion to ratify approval of Action Items from the April 6, 2022 Board meeting. TUMA/TESTER/Approved unanimously by Roll Call vote

e) Ratify Action items for Special Board of Directors meeting April 13, 2022

- Review and approve TBID Zone 1 committee recommended Q4 expense budget
- Review and approve TBID Advisory committee recommended Q4 expense budget

Motion to ratify approval of Action Items from the April 13, 2022 Board meeting. TUMA/TESTER/Approved unanimously by Roll Call vote

f) Ratify Consent items from May 4, 2022 Board of Directors meeting

- NLTRA Board of Director Meeting Minutes from April 6, 2022
- NLTRA Special Board Meeting Minutes from April 13, 2022
- NLTRA Financial Statements, Mar 31, 2022
- CEO Expense Report for March 2022
- NLTRA CEO Coach agreement

Motion to ratify approval of Consent Items from the May 4, 2022 Board meeting. TUMA/TESTER/Approved unanimously by Roll Call vote

g) Ratify Action items from May 4, 2022 Board of Directors meeting

- Lease to Locals Program and TOT expense proposal
- North Lake Tahoe Microtransit service TOT expense proposal

Motion to ratify approval of Action Items from the May 4, 2022 Board meeting. TUMA/TESTER/Approved unanimously by Roll Call vote

4.Public Forum

Judy Friedman encouraged everyone to vote yes on Measure A, the ballot initiative to renew the 2% TOT.

5. Agenda Amendments and Approval [ACTION]

Motion to approve today's agenda, agreeing to take items out of order. TUMA/TURNER/Approved unanimously by Roll Call vote

6. Consent Calendar

A. NLTRA Board Meeting Minutes from May 4, 2022 [Link to preliminary online document](#)

B. NLTRA Financial Statements, Apr 30, 2022

C. Tahoe Training Partners - Agreement for recruitment services

D. CyberlinkASP - Agreement for accounting software licensing

E. Squaw Valley Business Association 21.22 Business Association Marketing Grant

F. West Shore Association 21.22 Business Association Marketing Grant

G. NTBA Q4 Zone 1 Holiday lighting program recommendation

H. The Committee Action Summary is provided for informational purposes only. Minutes are available as finalized at www.nltra.org

- Finance Committee Meeting May 25, 2022
- Tourism Development Committee May 24, 2022
- In-Market Tourism Development Committee May 24, 2022

Motion to approve the Consent Calendar as presented. PHELAN/VILLAMAN/Approved unanimously by Roll Call vote

7. Action Items

A. Review & Approval of InBloom contract for NLTRA social media, newsletter and website and support

Burke presented the proposed contract for \$3,350 per month for 12 months. She described the work InBloom does for NLTRA. This contract is specific to NLTRA and does not include the Co-op.

Motion to approve the InBloom contract as proposed. VILLAMAN/WILDEROTTER/Approved unanimously by Roll Call vote

B. Review & Approval of JVP Communications contract for NLTRA PR and communications and support

Burke explained this contract is to renew the agreement with Jess Weaver and JVP Communications for 12 months at \$5,600 per month. Burke answered questions about how the marketing team works together. She was asked to develop clearer communications regarding the TBID, including concise information on how marketing dollars are spent and how TBID collections fit in with the overall plan.

Motion to approve the contract with JVP Communications as presented. TESTER/SCHOTT/ Approved unanimously by Roll Call vote

C. Review & Approval of Fiscal Year 2022/23 NLTRA Budget

Van Sicklen presented the proposed budget, explaining TBID collections for FY 2021/22 exceeded anticipated revenues and expenses were lower. He expects a surplus of approximately \$1 million. Van Sicklen noted changes made to the proposed budget since it was discussed at last month's Board meeting.

Discussion followed regarding details of the budget and TBID assessments and allocations. There was a discussion about setting up an unrestricted Reserve Account. It was noted the MDP specifies that surplus dollars are to be spent in the categories the dollars were originally to fund. TBID revenues can be re-allocated to other categories by up to 15% annually by a vote of the Board.

Motion to approve the FY 2022/23 NLTRA budget as presented. WILDEROTTER/PERRY/Approved unanimously by Roll Call vote

D. NTBA Zone 1 Kings Beach mural program recommendation

Burke presented the request for \$30,100 to support the Kings Beach mural program. The plan is for ten murals to be painted on ADA concrete ramp walls in the commercial core. The murals will depict local themes. Arts for the Schools is partnering on the project and a professional artist will work with students on the murals. The total budget is \$33,500. NTBA has secured \$3,400 for the project.

Reilly provided more detail on the program and answered questions clarifying how the artwork will be selected and the project branded to note TBID dollars were contributed.

Motion to allocate \$30,100 from Zone 1 TBID funds for the Kings Beach mural program. VILLAMAN/WILDEROTTER/ Approved by Roll Call vote with Reilly abstaining.

Tom Turner left the meeting at 10:02 AM and was not present for the following votes.

E. TCDA Zone 1 lighting project recommendation

TCDA Executive Director Katie Biggers requested \$50,000 to fund building perimeter and “character tree” lighting in Tahoe City. She described her vision, the work she’s done with Starlight to identify appropriate lighting areas, and the overall budget. Included in the proposal is canopy lighting over Heritage Plaza and the Cobblestone, and an agreement with Starlight that TCDA would receive a commission on any lakefront homes that agree to hiring Starlight to light their property.

Discussion followed. There was concern that too much lighting in town and along the shoreline would not provide the “dark sky” the community supports and is against TRPA codes. Continuing to light the aspens and building perimeters may be acceptable. It was noted this request was submitted to the Zone 1 Committee, which asked for a reduced scope. That scope was presented today.

Motion to allocate \$50,000 from Zone 1 TBID funds for the TCDA lighting project. VILLAMAN/WILDEROTTER/ Approved unanimously by Roll Call vote

F. Q4 Business Association Grant Funding recommendation for TCDA/NTBA contracts

Karwowski recommended TCDA and NTBA both receive \$20,000 from Q4 funds. An additional \$10,000 will come from the Zone 1 Specific Services line item. Today’s total ask is for \$50,000.

Motion to approve the Q4 Business Association Grant Funding request for TCDA and NTBA contracts. PHELAN/TUMA/ Approved by Roll Call vote with Riley abstaining.

G. Proposed TOT committee makeup and appointment

Karwowski gave a presentation describing the Committee, noting the focus on housing and transit. Twenty-eight applications were received for the seven-seat Committee. Karwowski said all applicants were very qualified and recommends expanding the Committee from 5-7 seats to 11-13 seats. Discussion followed as the recommendations for Committee members and expanding the committee were clarified.

Motion to appoint the following seven to the TOT Committee: Sara Monson, Teresa Cremmens, Tara Zuardo, Samir Tuma, Dave Wilderotter, Linda Meckel, and Sarah Coolidge and approve the County appointments: Stephanie Holloway and Shawna Purvines. Further, to appoint the following six temporary Advisory appointees: Pat Fraser, Scott Zumwalt, Alyssa Bettinger, Alyssa Reilly, Kim Boyd, and Kane Schaller. Additionally, the temporary non-voting advisory seats will become voting seats if the membership votes to amend NLTRA Bylaws to increase the number of NLTRA appointed TOT Committee seats from 5-7 seats to 11-13 seats. WILDEROTTER/VILLAMAN/ Approved unanimously by Roll Call vote

H. Proposed membership vote to amend NLTRA bylaws increasing the number of NLTRA appointed TOT committee seats from 5-7 to 11-13

Motion to approve a “by mail” membership vote to amend NLTRA Bylaws increasing the number of NLTRA appointed TOT Committee seats from 5-7 seats to 11-13 seats. WILDROTTER/SIIG/ Approved unanimously by Roll Call vote

8. Informational Updates/Verbal Reports

A. Renaming project timeline and approach

B. TBID Advisory and Zone 1 committee project intake update

Karwowski presented the timeline for renaming NLTRA and the process for Committees to consider funding applications. He expects both processes to be completed by August 2022.

C. NLTMC & In-Market 22.23 Strategic Overview

This item was tabled.

9. Reports/Back up – The following reports are provided on a monthly basis by staff and can be pulled for discussion by any Board member.

- A. Destimetrics Report, Apr, 2022**
- B. Conference Revenue Statistics Report, Apr 2022**
- C. Tourism Development Report on Activities, Apr 2022**
- D. Reno Tahoe Airport Report, Apr 2022**
- E. Visitor Information Center Report, Apr2022**
- F. North Lake Tahoe Marketing Coop Financial Statements, Apr 2022**
- G. Membership Accounts Receivable Report Apr 2022**
- H. Financial Key Metrics Report Apr 2022**

There were no questions or comments.

10. CEO and Staff Updates

Karwowski is working with an outside contractor to fill staffing vacancies. He asked for two or three Board members to participate in interviews for top leadership positions.

Traditionally, the July NLTRA Board meeting is cancelled. Karwowski suggested there may be action items to be addressed in July. He suggested convening in July, but cancelling the August meeting.

The Annual Membership Meeting will be in October. The Community Awards Dinner is being planned for October 6.

Burke was certified as a Blue Crew Member and will be organizing three community clean-up days this summer. In Oct, annual membership mtg and Community Awards Dinner on Oct 6

11. Directors Comments

Tuma explained the importance of Measure A, the TOT renewal initiative. If it fails, the approximately \$4 million that comes to the east side of the County annually will be lost. An advocacy campaign has been launched but needs another \$5,000 - \$6,000 to continue. Contributions can be made at nltra.org/measure-A.

12. Meeting Review and Staff Direction

13. Closed Session

Closed Session was not convened.

14. Adjournment

There being no further business to come before the Board, the meeting adjourned at 11:17 AM.

Respectfully submitted,

Judy Friedman

Recording Secretary

THE PAPER TRAIL SECRETARIAL & BUSINESS SOLUTIONS

~ Emergency NLTRA Board of Directors Meeting minutes – July 8, 2022 ~

Board of Directors:

Chair: Deirdra Walsh, Northstar California, **Vice Chair:** Sue Rae Irelan, Placer County Appointee

Treasurer: Dan Tester, Squaw Valley Business Assoc. | **Secretary:** Ray Villaman, Northstar Business Assoc.

Past Chair: Samir Tuma, Tahoe City Lodge

Mike DeGroff, Palisades Tahoe | **Kevin Mitchell**, Homewood Mountain Resort

David Lockard, Resort at Squaw Creek | **Colin Perry**, Ritz-Carlton, Lake Tahoe

Jill Schott, Tahoe Moon Properties | **Stephanie Hoffman**, Tahoe Luxury Properties

Jim Phelan, Tahoe City Marina | **Tom Turner**, Tahoe Restaurant Collection

Dave Wilderotter, Tahoe Dave's | **Melissa Siig**, TCDA | **Alyssa Reilly**, NTBA

Advisory members: **Stephanie Holloway**, Placer County Executive Office | **Jeff Cowen**, TRPA

Committee members in attendance: Tom Turner, Samir Tuma, Dan Tester, Sue Rae Irelan, Melissa Siig, Stephanie Hoffman, Kevin Mitchell, David Wilderotter, Colin Perry, Alyssa Reilly, Ray Villaman

Committee members absent

Deirdra Walsh, Mike DeGroff, Jill Schott, Jim Phelan

Staff members in attendance: Amber Burke, Tony Karwowski, DeWitt Van Sicen, Anna Atwood

1. Call to Order – Establish Quorum at 3pm

2. Approval of Resolution 2022.07

Motion to approve resolution 2022.07 TESTER/TURNER/UNANIMOUS

3. Public Forum

No public forum

4. Agenda Amendments and Approval

Motion to approve the agenda TESTER/MITCHELL/UNANIMOUS

5. Review and approval of Robert Half Placement Services

Karwowski stated there has been 3 positions open now for almost 6 weeks. One position that has been extremely hard to fill is the Director of Finance. He has been working with an experienced consultant in our region, who understands our employment base, our industry and our needs at NLTRA. She has recommended utilizing Robert Half Placement Services, a finance specific placement firm. If hired the fee for the agreement are 25% of hired candidates starting salary. If the NLTRA find a candidate on our own, we do not pay Robert Half for his services.

Karwowski thanked everyone for coming together on such short notice.

Turner questioned the salary range and Karwowski shared the position's currently salary range is \$106-132K. He is uncertain if NLTRA will find a candidate in that range.

Perry asked if NLTRA provides guidance and make sure that the service do not actively solicit their members and teams. Karwowski will pre-screen with their representative.

Tester questioned if Karwowski has vetted the current salary range with Robert Half? Karwowski shared he has and it's a little bit on the lower range.

Mitchell questioned if we bring someone onboard, is there a guarantee that person will be onboard for a certain period of time before we pay the fee? Karwowski stated that is highlighted in the schedule and guarantee.

**Motion to recommend the Robert Half Placement Services agreement of 25% of hired candidate salary
TESTER/WILDEROTTER/UNANIMOUS**

6. Adjournment

The meeting adjourned at 3:12pm



north lake tahoe

Chamber of Commerce & Resort Association

Date: 7/22/2022

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

From: DeWitt Van Siclen, Accounting Manager

RE: Report on Financial Results for May 31, 2022 and June 30, 2022

- Unspent TOT dollars from FY21/22 that are to be allocated to the "freed-up" TOT fund for workforce housing & transportation is projected to be between \$1,450,000 and \$1,500,000 pending annual audit of NLTRA financials.

A summary of preliminary NLTRA financial results for June 30, 2022 follows:

- Cash balance on June 30, 2022 of \$5,538,000 was \$3,581,000 greater than prior year due primarily to an increase in Net Income of \$5,414,000 and an increase in Deferred Revenue of the County of \$145,000, offset by an increase in Receivables of \$447,000 and a decrease in Due To County of Placer of \$1,481,000. Other changes in the cash balance from prior year include a decrease in Inventory of \$9,000, an increase in Deferred Revenue – Member Dues of \$16,000, an increase in Accrued Expenses of \$7,000, and an increase in Unrestricted Net Assets of \$29,000 offset by an increase in Prepaid Expenses of \$16,000, a decrease in Accounts Payable of \$60,000, and a decrease in Salaries & Wages Payable of \$36,000.
- Accounts Receivable (QB) balance of \$5,000 was up relative to last year by \$4,000.
- The Accounts Receivable – TOT balance was \$0. The balance at this date last year was \$432,000.
- AR Other balance of \$12,000 was higher than prior year by \$9,000.
- Membership dues receivable totaled \$39,000, which reflects a decrease of \$22,000 from prior year due to a large write-off at the end of the prior year. The Allowance for Doubtful Accounts balance of \$1,000 was \$9,000 less than prior year. An adjustment will be made to the Allowance for Doubtful Accounts to reflect anticipated write-offs in the new fiscal year.
- Retail Inventory totaled \$18,000, which reflects a decrease of \$9,000 from prior year.
- AR TBID balance of \$841,000 reflects the anticipated revenue on TBID assessment collections that have not yet been received, primarily consisting of Q4 assessments.
- Receivable for NLTMC of \$1,000 was \$5,000 lower than prior year.
- Prepaid Expenses of \$25,000 increased by \$16,000 from prior year primarily due to the timing of payment on building rent for July 2022.
- Accounts Payable of \$10,000 was \$60,000 lower than prior year due to timely payment.

- Accounts Payable – Other balance of \$24,000 reflects unrealized revenue due back for member dues invoices paid by TBID-assessed businesses prior to the start of the TBID.
- Wages and related liabilities of \$116,000 were \$36,000 lower than prior year. This is primarily the result of reduced staffing offset by pending year-end true-ups to Tax and 401(k) payables.
- Accrued expenses of \$208,000 were \$8,000 higher than prior year. This balance primarily consists of the Spartan 2022 event sponsorship at \$175,000.
- Deferred Revenue-Member Dues of \$37,000 was up \$16,000 from last year due to a large write-off of invoices at the end of the prior year.
- Deferred Revenue–County of \$145,000 reflects a portion of the 2021/22 prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow at the start of the fiscal year and is greater than prior year by \$145,000. This balance will be reduced to zero pending adjustments made to TOT departments.
- Due To/From County balance of \$0 was \$1,481,000 lower than prior year. This balance reflects the unspent prior year TOT funding that is due back to Placer County.
- YTD consolidated net income of \$5,443,000 at June 30 reflected a \$5,414,000 increase from prior year positive results of \$29,000, and represents TBID revenues of \$4,928,000 YTD, Membership's net positive results of \$1,000, and \$514,000 net positive results from TOT funded departments.
- TBID Collections of \$4,908,000 reflected collection of payments made through June, and does not include any quarterly assessments collected by members for the fourth quarter.
 - Zone 1 collections totaled \$767,000, or 15.6% of the total.
 - Updated forecasts for TBID collections are anticipated to be approximately \$5,780,000, based on pre-pandemic comparisons between Q2 and Q4 TOT collections.
 - The updated forecasts are primarily due to a robust first quarter, in which collections were originally anticipated to be significantly lower due to the inability to collect on any bookings made prior to the July 1, 2021 start date.
- Operating Results YTD – Marketing, Promotions, & Special Events (TBID)
 - TBID Revenue of \$2,972,000 was good to budget by \$492,000 primarily due to higher than anticipated Q1 collections.
 - Total expense of \$417,000 before overhead allocation was good to budget by \$65,000 primarily due to timing partially offset by increased salaries & wages.
 - Net results of \$2,555,000 before overhead allocation were good to budget by \$557,000.
- Operating Results YTD – Visitor Services & Visitor Centers (TBID)
 - TBID Revenue of \$413,000 was \$68,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Retail Revenue of \$26,000 was on budget.
 - Expenditures of \$77,000 before overhead allocation were good to budget by \$13,000 due to reduced expenditures partially offset by increased salaries & wages.
 - Net results of \$362,000 before overhead allocation were good to budget by \$81,000.
- Operating Results YTD – Business Advocacy & Support (TBID)
 - TBID Revenue of \$311,000 was \$52,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Membership Dues Revenue of \$0 was bad to budget by \$19,000 to keep Membership cash separate from the TBID.
 - Expenditures of \$50,000 before overhead allocation were good to budget by \$22,000 due to lower than anticipated expenditures partially offset by some changes to allocated expenditures around building rent & maintenance.
 - Net results of \$262,000 before overhead allocation were good to budget by \$49,000.
- Operating Results YTD – Zone 1 Services (TBID)
 - TBID Revenue of \$838,000 was \$139,000 good to budget primarily due to higher than anticipated Q1 collections.

- Expenditures of \$11,000 before overhead allocation were good to budget by \$125,000 due to reduced expenditures.
 - Net results of \$827,000 before overhead allocation were good to budget by \$263,000.
- Operating Results YTD – Economic Development, Transportation, & Other Opportunities (TBID)
 - TBID Revenue of \$430,000 was \$71,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$2,000 before overhead allocation were good to budget by \$67,000 due to reduced expenditures.
 - Net results of \$428,000 before overhead allocation were good to budget by \$138,000.
- Operating Results YTD – Sustainability & Mitigation of Tourism Impacts (TBID)
 - TBID Revenue of \$187,000 was \$31,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$30,000 before overhead allocation were on budget.
 - Net results of \$157,000 before overhead allocation were good to budget by \$31,000.
- Operating Results YTD – Administration (TBID)
 - TBID Revenue of \$283,000 was \$47,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Allocated Administrative Overhead of \$51,000 was on budget.
 - Net results of \$232,000 after overhead allocation were good to budget by \$47,000.
- Operating Results YTD – County Admin Fee (TBID)
 - TBID Revenue of \$113,000 was \$19,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$0 before overhead allocation were bad to budget by \$56,000 due to timing.
 - Net results of \$113,000 were good to budget by \$75,000.
 - Anticipated first year costs were considerably higher than the initial estimate, and are expected to be \$127,000.
- Operating Results YTD – Contingency/Reserve (TBID)
 - TBID Revenue of \$113,000 was \$19,000 good to budget primarily due to higher than anticipated Q1 collections.
 - There are currently no plans for the use of contingency/reserve funds.
 - Net results of \$113,000 were good to budget by \$19,000.
- Operating Results YTD – Marketing (TOT)
 - YTD Revenue from Placer TOT Funding of \$2,061,000 was lower than budget by \$127,000 due to fewer expenditures in the pay for performance portion of the county contract.
 - Expenses before overhead allocation totaled \$1,601,000 and were \$227,000 below budget largely due to a combination of reduced staffing, reduced coop contributions, and reduced non-coop related marketing and program expenditures.
 - Total net results before overhead allocation of \$460,000 were higher than budget by \$100,000.
- Operating Results YTD – Conference (TOT)
 - TOT revenue of \$360,000 was on budget.
 - Expenses of \$121,000 before allocated overhead were below budget by \$168,000 primarily due to reduced staffing, rent, and coop contributions.
 - Net results of \$239,000 before overhead allocation were good to budget by \$168,000.
- Operating Results YTD – Visitor Center (TOT)
 - Retail sales of \$77,000 were positive to budget by \$18,000. TOT revenue of \$343,000 was on budget.
 - Expenses before overhead allocation of \$221,000 were below budget by \$100,000 primarily due to staffing and reduced expenditures on the visitor guide.
 - Net income of \$198,000 before overhead allocation was \$118,000 positive to budget.
- Operating Results YTD – TMPI (TOT)
 - TOT revenue of \$136,000 was below budget by \$6,000.
 - Expenditures of \$37,000 before overhead were \$76,000 good to budget primarily due to reduced staffing.
 - Net results of \$99,000 before overhead allocation were positive to budget \$71,000.
- Operating Results YTD – Business Association Grant Funding (TOT)
 - TOT Revenue of \$167,000 was below budget by \$33,000 due to transitioning Q4 funding to the TBID.

- Expenses of \$200,000 was on budget.
- Net loss of \$33,000 was below budget by \$33,000.
- Operating Results YTD – TOT Housing & Transportation Allocation (TOT)
 - TOT Revenue of \$135,000 was below budget by \$28,000.
 - Total expense of \$0 before overhead allocation was below budget \$131,000 due to staffing.
 - Net results of \$135,000 before overhead was \$103,000 good to budget.
- Operating Results YTD – Membership
 - Membership dues revenue of \$77,000 was \$20,000 good to budget due to initially applying revenue to the TBID category for Business Advocacy & Support, total other revenues of \$4,000 were bad to budget by \$3,000.
 - Expenses before overhead allocation of \$65,000 were good to budget by \$2,000.
 - Net results of \$15,000 before overhead allocation was good to budget by \$15,000.
 - Net results of \$1,000 after overhead allocations was good to budget \$17,000.
- Operating Results YTD – Administration
 - Total expenses of \$771,000 were \$3,000 good to budget due primarily to unbudgeted professional fees expenses offset by reduced staffing.
- Membership cash position as of June 30, 2022
 - Membership activities YTD resulted in a net gain of \$530.
 - Deferred revenues of \$36,813 less receivables of \$39,855, plus the allowance for uncollectible receivables of \$794 resulted in the decrease in cash in the amount of \$1,718.
 - The balance owed on paid invoices from TBID businesses increased cash by \$23,835.
 - Tuesday Morning Breakfast Club deferred revenue provided \$1,290 in cash.
 - Prior years' cumulative net results totaled \$17,781.
 - Net cash year-to-date was positive \$41,188.

A summary of preliminary NLTRA financial results for May 31, 2022 follows:

- Operating Results YTD – Marketing, Promotions, & Special Events (TBID)
 - TBID Revenue of \$2,456,000 was good to budget by \$216,000 primarily due to higher than anticipated Q1 collections.
 - Total expense of \$321,000 before overhead allocation was good to budget by \$41,000 primarily due to timing partially offset by increased salaries & wages.
 - Net results of \$2,135,000 before overhead allocation were good to budget by \$258,000.
- Operating Results YTD – Visitor Services & Visitor Centers (TBID)
 - TBID Revenue of \$342,000 was \$30,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Retail Revenue of \$15,000 was on budget.
 - Expenditures of \$48,000 before overhead allocation were good to budget by \$11,000 due to reduced expenditures partially offset by increased salaries & wages.
 - Net results of \$309,000 before overhead allocation were good to budget by \$40,000.
- Operating Results YTD – Business Advocacy & Support (TBID)
 - TBID Revenue of \$257,000 was \$23,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Membership Dues Revenue of \$0 was bad to budget by \$13,000 to keep Membership cash separate from the TBID.
 - Expenditures of \$7,000 before overhead allocation were good to budget by \$40,000 due to lower than anticipated expenditures partially offset by some changes to allocated expenditures around building rent & maintenance.
 - Net results of \$251,000 before overhead allocation were good to budget by \$47,000.
- Operating Results YTD – Zone 1 Services (TBID)
 - TBID Revenue of \$692,000 was \$61,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$1,000 before overhead allocation were good to budget by \$89,000 due to reduced expenditures.
 - Net results of \$691,000 before overhead allocation were good to budget by \$150,000.

- Operating Results YTD – Economic Development, Transportation, & Other Opportunities (TBID)
 - TBID Revenue of \$356,000 was \$31,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$1,000 before overhead allocation were good to budget by \$39,000 due to reduced expenditures.
 - Net results of \$354,000 before overhead allocation were good to budget by \$70,000.
- Operating Results YTD – Sustainability & Mitigation of Tourism Impacts (TBID)
 - TBID Revenue of \$154,000 was \$14,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$1,000 before overhead allocation were below budget by \$19,000 due to timing.
 - Net results of \$154,000 before overhead allocation were good to budget by \$33,000.
- Operating Results YTD – Administration (TBID)
 - TBID Revenue of \$234,000 was \$21,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Allocated Administrative Overhead of \$34,000 was on budget.
 - Net results of \$200,000 after overhead allocation were good to budget by \$21,000.
- Operating Results YTD – County Admin Fee (TBID)
 - TBID Revenue of \$94,000 was \$8,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$0 before overhead allocation were bad to budget by \$37,000 due to timing.
 - Net results of \$94,000 were good to budget by \$46,000.
 - Anticipated first year costs were considerably higher than the initial estimate, and are expected to be \$127,000.
- Operating Results YTD – Contingency/Reserve (TBID)
 - TBID Revenue of \$94,000 was \$8,000 good to budget primarily due to higher than anticipated Q1 collections.
 - There are currently no plans for the use of contingency/reserve funds.
 - Net results of \$94,000 were good to budget by \$8,000.
- Operating Results YTD – Marketing (TOT)
 - YTD Revenue from Placer TOT Funding of \$2,061,000 was lower than budget by \$127,000 due to fewer expenditures in the pay for performance portion of the county contract.
 - Expenses before overhead allocation totaled \$1,601,000 and were \$227,000 below budget largely due to a combination of reduced staffing, reduced coop contributions, and reduced non-coop related marketing and program expenditures.
 - Total net results before overhead allocation of \$460,000 were higher than budget by \$100,000.
- Operating Results YTD – Conference (TOT)
 - TOT revenue of \$360,000 was on budget.
 - Expenses of \$121,000 before allocated overhead were below budget by \$168,000 primarily due to reduced staffing, rent, and coop contributions.
 - Net results of \$239,000 before overhead allocation were good to budget by \$168,000.
- Operating Results YTD – Visitor Center (TOT)
 - Retail sales of \$77,000 were positive to budget by \$18,000. TOT revenue of \$343,000 was on budget.
 - Expenses before overhead allocation of \$221,000 were below budget by \$100,000 primarily due to staffing and reduced expenditures on the visitor guide.
 - Net income of \$198,000 before overhead allocation was \$118,000 positive to budget.
- Operating Results YTD – TMPI (TOT)
 - TOT revenue of \$136,000 was below budget by \$6,000.
 - Expenditures of \$37,000 before overhead were \$76,000 good to budget primarily due to reduced staffing.
 - Net results of \$99,000 before overhead allocation were positive to budget \$71,000.
- Operating Results YTD – Business Association Grant Funding (TOT)
 - TOT Revenue of \$167,000 was below budget by \$33,000 due to transitioning Q4 funding to the TBID.
 - Expenses of \$200,000 was on budget.
 - Net loss of \$33,000 was below budget by \$33,000.

- Operating Results YTD – TOT Housing & Transportation Allocation (TOT)
 - TOT Revenue of \$135,000 was below budget by \$28,000.
 - Total expense of \$0 before overhead allocation was below budget \$131,000 due to staffing.
 - Net results of \$135,000 before overhead was \$103,000 good to budget.
- Operating Results YTD – Membership
 - Membership dues revenue of \$70,000 was \$14,000 good to budget due to initially applying revenue to the TBID category for Business Advocacy & Support, total other revenues of \$4,000 were bad to budget by \$3,000.
 - Expenses before overhead allocation of \$65,000 were good to budget by \$2,000.
 - Net results of \$9,000 before overhead allocation was good to budget by \$9,000.
 - Net loss of \$6,000 after overhead allocations was good to budget \$11,000.
- Operating Results YTD – Administration
 - Total expenses of \$717,000 were \$8,000 bad to budget due primarily to unbudgeted professional fees expenses offset by reduced staffing.

Summary of North Lake Tahoe Marketing Cooperative (NLTMC) preliminary financial results at June 30, 2022 follows:

- Cash balance at month end of \$434,000 was \$217,000 higher than prior year primarily due to an increase in Net Income of \$496,000 offset by a decrease in Unrestricted Net Assets of \$294,000.
- Accounts Receivable balance was \$4,000.
- Prepaid Expenses of \$21,000 were \$19,000 lower than prior year.
- Accounts Payable of \$64,000 were the same as prior year.
- Unrestricted Net Assets Equity of \$193,000 was \$294,000 less than prior year due to the use of unspent FY19.20 funds in the prior fiscal year.
- Net Income of \$202,000 was \$496,000 higher than prior year primarily due to halt of funding in the prior fiscal year.
- Year-to-date revenue from NLTRA and IVCBVB of \$1,800,000 was on budget.
- Consumer Marketing expenditures of \$901,000 were \$3,000 good to budget.
- Leisure Sales expenditures of \$36,000 were \$46,000 below budget due to lower than anticipated expenditures.
- Public Relations expenses of \$199,000 were \$55,000 below budget due to lower than anticipated expenditures.
- Conference Sales expenditures of \$83,000 were \$9,000 good to budget due to lower than anticipated expenditures.
- Trade Show expenditures of \$24,000 were \$30,000 below budget due lower than anticipated expenditures.
- Committed & Administrative expenditures of \$183,000 were \$157,000 below budget due to lower than anticipated expenditures.
- Website & Maintenance expenses of \$173,000 were on budget.
- Total Expenses of \$1,598,000 were \$300,000 below budget.
- Net Income of \$202,000 was good to budget by \$299,000.

Summary of North Lake Tahoe Marketing Cooperative (NLTMC) preliminary financial results at May 31, 2022 follows:

- Year-to-date revenue from NLTRA and IVCBVB of \$1,683,000 was on budget.
- Consumer Marketing expenditures of \$836,000 were \$28,000 good to budget due to timing.
- Leisure Sales expenditures of \$35,000 were \$40,000 below budget due to lower than anticipated expenditures.
- Public Relations expenses of \$179,000 were \$59,000 below budget due to lower than anticipated expenditures.

- Conference Sales expenditures of \$79,000 were \$6,000 good to budget due to lower than anticipated expenditures.
- Trade Show expenditures of \$24,000 were \$24,000 below budget due lower than anticipated expenditures.
- Committed & Administrative expenditures of \$179,000 were \$46,000 below budget due to lower than anticipated expenditures.
- Website & Maintenance expenses of \$159,000 were on budget.
- Total Expenses of \$1,491,000 were \$204,000 below budget.
- Net Income of \$191,000 was good to budget by \$204,000.

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

May 31, 2022

5:12 PM

North Lake Tahoe Resort Association

Balance Sheet

As of May 31, 2022

07/21/22

Accrual Basis

	May 31, 22	May 31, 21	\$ Change	% Change
ASSETS				
Current Assots				
Checking/Savings				
1001-00 · Petty Cash	158	158	0	0%
1002-00 · Cash - Operations BOTW #8328	2,138,963	0	2,138,963	100%
1003-00 · Cash - Operations BOTW #6712	0	1,864,047	(1,864,047)	(100)%
1007-00 · Cash - Payroll BOTW #7421	20,936	7,973	12,964	163%
1008-00 · Marketing Reserve - Plumas	50,384	50,354	30	0%
1009-00 · Cash Flow Reserve - Plumas	101,069	100,967	101	0%
1071-00 · Payroll Reserves	25,703	29,582	(3,879)	(13)%
1080-00 · Special Events BOTW #1626	2,068	43,811	(41,743)	(95)%
1090-00 · TBID Account- BOTW #0650	2,505,773	0	2,505,773	100%
10950 · Cash In Drawer	1,336	1,356	(20)	(2)%
Total Checking/Savings	4,846,390	2,098,247	2,748,143	131%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	5,000	1,000	4,000	400%
1290-00 · A/R - TOT	0	218,253	(218,253)	(100)%
Total Accounts Receivable	5,000	219,253	(214,253)	(98)%
Other Current Assets				
1200-99 · AR Other	10,027	2,397	7,630	318%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	36,290	80,020	(43,730)	(55)%
1201-03 · Member AR - Other	320	575	(255)	(44)%
Total 1201-00 · Member Accounts Receivable	36,610	80,595	(43,985)	(55)%
1201-02 · Allowance for Doubtful Accounts	(650)	(49,558)	48,908	99%
12100 · Inventory Asset				
26300 · Gift Cards Outstanding	18	18	0	0%
12100 · Inventory Asset - Other	22,450	28,229	(5,779)	(21)%
Total 12100 · Inventory Asset	22,467	28,246	(5,779)	(21)%
1220-00 · AR TBID	840,589	0	840,589	100%
1299 · Receivable from NLTC	1,060	3,041	(1,981)	(65)%
1490-00 · Security Deposits	1,672	1,150	522	45%
Total Other Current Assets	911,774	65,871	845,903	1,284%
Total Current Assets	5,763,165	2,383,371	3,379,793	142%
Fixed Assets				
1700-00 · Furniture & Fixtures	43,330	45,289	(1,958)	(4)%
1701-00 · Accum. Depr. - Furn & Fix	(43,330)	(45,289)	1,958	4%
1740-00 · Computer Equipment	11,013	11,013	0	0%
1741-00 · Accum. Depr. - Computer Equip	(4,902)	(3,069)	(1,833)	(60)%
1750-00 · Computer Software	6,206	20,493	(14,287)	(70)%
1751-00 · Accum. Amort. - Software	(6,206)	(20,493)	14,287	70%
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	6,110	7,944	(1,833)	(23)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	3,366	16,337	(12,971)	(79)%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	19,030	9,601	9,429	98%
Total 1400-00 · Prepaid Expenses	22,496	26,038	(3,542)	(14)%
Total Other Assets	22,496	26,038	(3,542)	(14)%
TOTAL ASSETS	5,791,771	2,417,353	3,374,419	140%
LIABILITIES & EQUITY				
Liabilities				

5:12 PM

North Lake Tahoe Resort Association
Balance Sheet
As of May 31, 2022

07/21/22

Accrual Basis

	May 31, 22	May 31, 21	\$ Change	% Change
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	46,791	137,164	(90,373)	(66)%
Total Accounts Payable	46,791	137,164	(90,373)	(66)%
Other Current Liabilities				
2000-01 · Accounts Payable - Other	23,835	0	23,835	100%
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	16,690	20,202	(3,512)	(17)%
2101-00 · Incentive Payable	39,521	85,711	(46,190)	(54)%
2102-00 · Commissions Payable	0	30	(30)	(100)%
2120-00 · Empl. Federal Tax Payable	8,395	9,032	(637)	(7)%
2175-00 · 401 (k) Plan	4,179	4,204	(24)	(1)%
2180-00 · Estimated PTO Liability	35,088	54,845	(19,757)	(36)%
Total 21000 · Salaries/Wages/Payroll Liabilit	103,872	174,023	(70,150)	(40)%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	25	10	15	146%
25500 · *Sales Tax Payable	1,107	1,584	(478)	(30)%
Total 2190-00 · Sales and Use Tax Payable	1,132	1,595	(463)	(29)%
2250-00 · Accrued Expenses	207,500	0	207,500	100%
2400-60 · Deferred Revenue- Member Dues	37,731	72,693	(34,962)	(48)%
2500-00 · Deferred Revenue - TMBC	1,290	1,290	0	0%
2700-00 · Deferred Rev. County	144,818	525,305	(380,487)	(72)%
Total Other Current Liabilities	520,179	774,906	(254,727)	(33)%
Total Current Liabilities	566,970	912,069	(345,100)	(38)%
Total Liabilities	566,970	912,069	(345,100)	(38)%
Equity				
32000 · Unrestricted Net Assets	17,781	(10,145)	27,927	275%
3300-11 · Designated Marketing Reserve	331,856	324,590	7,266	2%
3301 · Cash Flow Reserve	100,839	100,248	591	1%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	4,724,307	1,040,572	3,683,735	354%
Total Equity	5,224,802	1,505,283	3,719,518	247%
TOTAL LIABILITIES & EQUITY	5,791,771	2,417,353	3,374,419	140%

5:12 PM
07/21/22

North Lake Tahoe Resort Association
A/R Aging Summary
As of May 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
CA Board of Equalization	0.00	0.00	0.00	0.00	0.00	0.00
County of Placer	0.00	0.00	0.00	0.00	0.00	0.00
Harrah's/Harvoys Casino	0.00	0.00	0.00	0.00	0.00	0.00
Sales Estimates	0.00	0.00	0.00	0.00	0.00	0.00
Spartan Race Inc	0.00	0.00	0.00	0.00	5,000.00	5,000.00
Wanderlust	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>5,000.00</u>	<u>5,000.00</u>



north lake tahoe

Aging by Revenue Item

As of 5/31/2022

Invoice ID	Invoice Date	Due Date	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable:Member AR - Member Dues)									
11-20 Employees Membership Dues			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$345.00	\$345.00
1-5 Employees Membership Dues			\$6,470.00	\$0.00	\$0.00	\$295.00	\$2,350.00	\$8,200.00	\$17,315.00
21-50 Employees Membership Dues			\$540.00	\$0.00	\$540.00	\$0.00	\$1,620.00	\$0.00	\$2,700.00
6-10 Employees Membership Dues			\$1,290.00	\$0.00	\$0.00	\$0.00	\$3,900.00	\$1,300.00	\$6,490.00
Associate Member Membership Dues			\$100.00	\$0.00	\$100.00	\$50.00	\$0.00	\$200.00	\$450.00
Eblast Totals:			\$0.00	\$0.00	\$170.00	\$0.00	\$0.00	\$0.00	\$170.00
Financial Institutions Membership			\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$0.00	\$700.00
Non-Profit Membership Dues Totals:			\$680.00	\$0.00	\$510.00	\$340.00	\$1,190.00	\$1,360.00	\$4,080.00
PUD Membership Dues Totals:			\$0.00	\$0.00	\$0.00	\$0.00	\$415.00	\$0.00	\$415.00
Ski Resorts Membership Dues Totals:			\$0.00	\$0.00	\$0.00	\$0.00	\$3,625.00	\$0.00	\$3,625.00
1201-01 Member AR Membership			\$9,080.00	\$0.00	\$1,320.00	\$685.00	\$13,800.00	\$11,405.00	\$36,290.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable:Member AR - Other)									
Eblast Totals:			\$170.00	\$0.00	\$0.00	\$150.00	\$0.00	\$0.00	\$320.00
1201-03 Member Accounts Receivable			\$170.00	\$0.00	\$0.00	\$150.00	\$0.00	\$0.00	\$320.00
GRAND TOTALS			\$9,250.00	\$0.00	\$1,320.00	\$835.00	\$13,800.00	\$11,405.00	\$36,610.00

North Lake Tahoe Resort Association
A/P Aging Summary

As of May 31, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accounting on Computers, Inc.	550.00	0.00	0.00	0.00	0.00	550.00
ADP	444.20	0.00	153.14	-1.79	-15.99	579.56
Alpen Sierra Coffee Roasting Company, Inc	121.00	0.00	0.00	0.00	0.00	121.00
Amber Burke	28.08	0.00	0.00	0.00	0.00	28.08
Anno-Karin Atwood*	91.65	0.00	0.00	0.00	0.00	91.65
Annie's Cleaning Service	600.00	600.00	0.00	0.00	0.00	1,200.00
AT & T*	211.69	0.00	0.00	0.00	0.00	211.69
Augustineldeas	8,268.34	0.00	0.00	0.00	0.00	8,268.34
Bank of the West Bank Card Center	5,191.86	0.00	0.00	0.00	0.00	5,191.86
Cintas Corporation #623	242.04	0.00	0.00	0.00	0.00	242.04
Coraggio Group	351.00	0.00	0.00	0.00	0.00	351.00
County Of Placer*	0.00	0.00	0.00	0.00	380.15	380.15
Faire	0.00	0.00	0.00	0.00	677.50	677.50
Google LLC	162.00	0.00	0.00	0.00	0.00	162.00
InBloom Marketing	3,300.00	0.00	0.00	0.00	0.00	3,300.00
InfiniSource Benefits	1,120.88	0.00	0.00	0.00	0.00	1,120.88
iSolved Benefit Services	140.00	0.00	0.00	0.00	0.00	140.00
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
JVP Communications, LLC	5,600.00	0.00	0.00	0.00	0.00	5,600.00
Kay Doe Designs	0.00	0.00	0.00	0.00	3.00	3.00
Kym Fabel	30.42	0.00	0.00	0.00	0.00	30.42
Liberty Utilities*	0.00	479.63	0.00	0.00	0.00	479.63
Live a Tahoe Day	0.00	0.00	0.00	0.00	27.00	27.00
McClintock Accountancy	3,000.00	0.00	0.00	0.00	0.00	3,000.00
Palge Bechdolt	0.00	0.00	0.00	0.00	8.72	8.72
Porter Simon*	1,275.00	0.00	0.00	0.00	0.00	1,275.00
Ray Morgan Company, LLC	0.00	137.91	0.00	0.00	0.00	137.91
SDBX Studio, LLC.	50.00	100.00	0.00	0.00	0.00	150.00
Sierra Nevada Ad Partners	400.70	0.00	0.00	0.00	0.00	400.70
Squaw Valley Business Association*, Inc.	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Tahoha	0.00	0.00	0.00	0.00	-195.00	-195.00
Tahoe Truckee Community Foundation*	0.00	0.00	0.00	400.00	0.00	400.00
Tahoe Truckee Sierra Disposal*	252.36	0.00	0.00	0.00	0.00	252.36
The Office Boss*	0.00	0.00	0.00	0.00	-7.94	-7.94
The Paper Trail*	572.50	0.00	0.00	0.00	0.00	572.50
Wells Fargo Financial Leasing	398.58	0.00	0.00	0.00	0.00	398.58
Wholesale Resort Accessories, Inc.	1,565.50	0.00	0.00	0.00	0.00	1,565.50
TOTAL	44,044.55	1,317.54	153.14	398.21	877.44	46,790.88

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

All Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4080-00 - County of Placer TOT Funding	0	39,590	(33,590)	3,202,001	3,302,223	(160,222)	3,395,286
4100-00 - TBID Assessment Revenue	467,143	467,143	0	4,678,270	4,266,035	412,235	4,723,176
4200-00 - Membership Dues Revenue	6,000	6,250	(190)	70,118	69,750	1,368	75,000
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	1,500	(1,500)	0	0,000	(0,000)	0,000
4250-03 - Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4261-00 - Tues AM Breakfast Club							
4261-01 - Tues AM Breakfast Club Sponsors	0	550	(550)	0	3,450	(3,450)	4,000
4261-00 - Tues AM Breakfast Club - Other	0	200	(200)	0	1,600	(1,600)	2,000
Total 4261-00 - Tues AM Breakfast Club	0	750	(750)	0	5,050	(5,050)	6,000
4260-00 - Revenues-Membership Activities - Other	420	0	420	3,645	0	3,645	0
Total 4260-00 - Revenues-Membership Activities	420	2,250	(1,830)	3,645	12,550	(8,905)	14,500
4263-00 - Revenue- Other	0	500	(500)	0	2,000	(2,000)	2,500
46000 - Merchandise Sales							
4602-00 - Non-Retail VIC Income	201			1,703	0	1,703	0
46000 - Merchandise Sales - Other	7,882	8,000	(118)	90,612	75,000	15,512	85,000
Total 46000 - Merchandise Sales	8,083	8,000	83	92,315	75,000	17,315	85,000
Total Income	471,686	507,733	(36,046)	8,046,349	7,788,558	259,790	8,295,463
Gross Profit	471,686	507,733	(36,046)	8,046,349	7,788,558	259,790	8,295,463
Expense							
6000-00 - Salaries & Wages							
6020-00 - P/R - Tax Expense	3,934	7,110	(3,185)	50,503	110,494	(59,991)	117,342
6030-00 - P/R - Health Insurance Expense	4,429	8,142	(3,713)	66,834	141,280	(74,446)	149,432
6040-00 - P/R - Workmans Comp	569	775	(206)	7,643	11,733	(4,090)	12,500
6060-00 - 401 (k)	1,973	2,587	(614)	18,374	39,782	(21,408)	42,260
6070-00 - Other Benefits and Expenses	24	505	(481)	2,683	8,826	(4,244)	7,331
6000-00 - Salaries & Wages - Other	55,842	87,227	(11,384)	646,922	1,106,473	(459,551)	1,170,991
Total 6000-00 - Salaries & Wages	66,711	86,364	(19,643)	702,659	1,418,598	(823,630)	1,499,864
6100-00 - Rent							
6110-00 - Utilities	1,496	989	506	12,966	11,951	1,015	12,921
6140-00 - Repairs & Maintenance	87	432	(345)	10,836	10,801	34	11,233
6160-00 - Office - Cleaning	1,200	646	555	7,525	10,152	(2,627)	10,767
6100-00 - Rent - Other	13,994	13,449	545	151,041	156,415	(5,374)	189,064
Total 6100-00 - Rent	16,777	16,495	282	182,367	189,320	(6,953)	204,815
6310-00 - Telephone							
6320-00 - Telephone	1,715	2,631	(916)	30,103	32,023	(1,850)	34,854
6350-00 - Internet	0			360			
6310-00 - Telephone - Other	0			50			
Total 6310-00 - Telephone	1,715	2,631	(916)	30,572	32,023	(1,451)	34,854
6420-00 - Mail - USPS							
6470-00 - Mail - UPS	0	4	(4)	0	46	(46)	50
6480-00 - Mail - Fed Ex	0	4	(4)	233	46	188	50
6420-00 - Mail - USPS - Other	14	117	(102)	2,147	1,357	791	1,473
Total 6420-00 - Mail - USPS	14	126	(111)	2,381	1,448	933	1,673
6610-00 - Insurance/Bonding	306	1,250	(944)	10,248	13,750	(3,502)	15,000
6620-00 - Supplies							
6625-00 - Supplies - Computer	0	0	0	4,812	9,425	(4,613)	9,425
6620-00 - Supplies - Other	1,421	1,333	87	14,776	23,679	(8,903)	25,013
Total 6620-00 - Supplies	1,421	1,333	87	19,587	33,104	(13,517)	34,438
6610-00 - Depreciation	153	488	(333)	1,680	2,347	(667)	2,833
6700-00 - Equipment Support & Maintenance	2,501	2,917	(415)	26,813	32,233	(5,421)	35,150
6710-00 - Taxes, Licenses & Fees	3,955	19,938	(15,983)	20,231	51,647	(31,416)	71,562
6740-00 - Equipment Rental/Leasing	399	274	125	10,040	4,467	5,573	4,741
6800-00 - Training Seminars	2,100	417	1,683	3,164	5,333	(2,169)	5,750
6850-00 - Artist of Month - Commissions	0	167	(167)	1,744	1,533	(211)	2,000
6900-00 - Professional Fees							
6910-00 - Professional Fees - Attorneys	1,276	625	650	14,825	13,000	1,825	13,625
6920-00 - Professional Fees - Accountant	3,000	0	3,000	23,773	26,000	(2,227)	26,000
6921-00 - Professional Fees - Other	3,061	1,967	1,094	137,742	19,458	118,284	21,125
Total 6900-00 - Professional Fees	7,359	2,292	5,067	176,340	58,458	117,882	60,750
6941-00 - Research & Planning	0	1,250	(1,250)	0	13,750	(13,760)	16,000
6020-00 - Programs							
6016-00 - Special Event Partnership	0	0	0	42,720	50,000	(7,280)	50,000
6018-00 - Business Assoc. Grants	10,000	10,000	0	20,000	40,000	(20,000)	40,000
Total 6020-00 - Programs	10,000	10,000	0	62,720	60,000	(2,720)	90,000
6420-00 - Events							
6420-01 - Sponsorships							
6421-01 - 4th of July Fireworks	0	0	0	100,000	30,000	70,000	30,000
6421-04 - Broken Arrow Skyrace	0	0	0	45,000	25,400	19,600	25,400
6421-06 - Spartan	0	0	0	109,100	179,400	(70,300)	179,400
6421-07 - Tahoe Lacrosse Tournament	0	0	0	0	6,000	(6,000)	8,000
6421-10 - WinterWonderGrass - Tahoe	0	0	0	50,400	25,400	25,000	25,400

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

All Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May...	YTD Budget	\$ Over Budget	Annual Bud...
6421-15 - Lake Tahoe Dance Collective	0			15,000			
6421-17 - Enduro	0	0	0	0	80,000	(80,000)	80,000
6421-18 - Sponsorships - Other	0	0	0	59,000	62,600	(23,000)	62,600
Total 6420-01 - Sponsorships	0	0	0	418,600	411,000	7,500	411,000
6421-00 - New Event Development	0	0	0	33,000	102,075	(69,075)	102,075
6424-00 - Event Operation Expenses	0	0	0	543	1,500	(957)	1,600
Total 6420-00 - Events	0	0	0	462,043	514,575	(62,532)	514,575
6423-00 - Membership Activities							
6438-00 - Membership - Wn/Sum Rec Lunch	0			0	500	(500)	500
6437-00 - Tuesday Morning Breakfast Club	0	0	0	(500)	1,763	(2,263)	2,263
6442-00 - Public Relations/Website/Digital	990	990	0	9,474	6,430	2,994	7,470
6444-00 - Trades	0			295	0	295	0
6423-00 - Membership Activities - Other	15,100	0	15,100	15,353	3,750	11,603	3,750
Total 6423-00 - Membership Activities	16,090	990	15,100	24,622	12,493	12,130	13,993
6730-00 - Marketing Cooperative/Media	55,960	55,960	0	1,040,172	1,132,422	(92,250)	1,192,250
6740-00 - Media/Collateral/Production	0	0	0	250	15,000	(14,750)	10,500
6742-00 - Non-NLT Co-Op Marketing Program	8,420	8,500	(80)	77,363	71,000	6,363	79,500
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	2,219	2,000	219	26,776	18,000	8,776	20,000
6743-03 - Winter Lakeside Campaign	0	0	0	22,886	20,000	2,886	20,000
6743-04 - Summer/Long Music Campaign	1,178	2,000	(822)	7,709	8,000	1,709	20,000
6743-05 - Summer Mountain Campaign	0	2,000	(2,000)	0	6,000	(6,000)	20,000
6743-08 - Summer Regional Campaign	4,871	0	4,871	19,406	0	19,406	0
Total 6743-00 - BACC Marketing Programs	8,268	6,000	2,268	75,757	52,000	26,757	80,000
6760-00 - Business Association Grant							
6760-01 - Business Assn Grant - NTBA	8,333	8,333	(0)	81,667	81,667	(0)	100,000
6760-02 - Business Assn Grant - TCDA	8,333	8,333	(0)	81,667	81,667	(0)	100,000
Total 6760-00 - Business Association Grant	16,667	16,667	(0)	163,333	163,333	(0)	200,000
7600-00 - Trade Shows/Travel	0	1,667	(1,667)	0	18,333	(18,333)	20,000
8100-00 - Cost of Goods Sold							
8110 - Freight and Shipping Costs	0	125	(125)	1,408	1,375	33	1,500
82500 - Purchase Discounts	0	(73)	(73)	0	0	(73)	0
89900 - POS Inventory Adjustments	0	0	0	82	0	82	0
8100-01 - CGS - Other	0			580	0	580	0
8100-00 - Cost of Goods Sold - Other	3,975	4,000	(25)	46,860	37,500	9,460	42,500
Total 8100-00 - Cost of Goods Sold	3,975	4,125	(150)	48,868	38,875	10,083	44,000
8200-00 - Associate Relations	104	163	(59)	1,244	2,082	(838)	2,245
8300-00 - Board Functions	3,405	583	2,823	17,320	6,417	10,912	7,000
8500-00 - Credit Card Fees	240	426	(186)	2,865	4,075	(1,212)	4,600
8600-00 - Additional Opportunities	0	99,687	(99,687)	31,626	252,833	(228,309)	370,650
8700-00 - Automobile Expenses	111	355	(244)	1,244	5,505	(4,340)	5,981
8750-00 - Meals/Meetings	0	526	(526)	7,159	8,827	350	7,433
8810-00 - Dues & Subscriptions	1,161	1,101	50	14,324	13,687	737	14,599
8910-00 - Travel	0	0	0	303	3,750	(3,447)	3,750
8920-00 - Bad Debt	0			2,089	0	2,089	0
Total Expense	227,801	341,656	(113,855)	3,322,182	4,284,499	(962,337)	4,657,218
Net Ordinary Income	243,886	166,077	77,809	4,724,187	3,502,059	1,222,128	3,638,248
Other Income/Expense							
Other Income							
4700-00 - Revenues-Interest & Investment	11			120	0	120	0
Total Other Income	11			120	0	120	0
Other Expense							
8990-00 - Allocated	0	117,781	(117,781)	0	233,908	(233,908)	351,182
Total Other Expense	0	117,781	(117,781)	0	233,908	(233,908)	351,182
Net Other Income	11	(117,781)	117,792	120	(233,908)	234,029	(351,182)
Net Income	243,897	48,296	195,601	4,724,307	3,268,151	1,456,156	3,287,066

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
May 2022

	May 22	May 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4060-00 · County of Placer TOT Funding	0.00	218,253.11	-218,253.11	-100.0%
4100-00 · TBID Assessment Revenue	457,143.00	0.00	457,143.00	100.0%
4200-00 · Membership Dues Revenue	6,060.41	11,663.75	-5,493.34	-47.6%
4260-00 · Revenues-Membership Activities	420.00	385.00	35.00	9.1%
46000 · Merchandise Sales				
4602-00 · Non-Retail VIC Income	201.01	2,663.99	-2,462.98	-92.5%
46000 · Merchandise Sales - Other	7,861.76	10,803.04	-2,941.28	-27.2%
Total 46000 · Merchandise Sales	8,062.77	13,467.03	-5,404.26	-40.1%
4720-00 · Miscellaneous	0.00	2,402.74	-2,402.74	-100.0%
Total Income	471,686.18	246,061.63	225,624.55	91.7%
Gross Profit	471,686.18	246,061.63	225,624.55	91.7%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	3,933.97	5,229.16	-1,295.19	-24.8%
5030-00 · P/R - Health Insurance Expense	4,429.16	8,527.40	-4,098.25	-48.1%
5040-00 · P/R - Workmans Comp	508.64	669.96	-161.32	-24.1%
5060-00 · 401 (k)	1,972.83	2,422.28	-449.45	-18.6%
5070-00 · Other Benefits and Expenses	24.25	24.59	-0.34	-1.4%
5000-00 · Salaries & Wages - Other	55,842.16	60,710.85	-24,868.69	-30.8%
Total 5000-00 · Salaries & Wages	66,711.00	87,884.24	-30,873.24	-31.6%
5100-00 · Rent				
5110-00 · Utilities	1,495.71	653.54	842.17	128.9%
5140-00 · Repairs & Maintenance	86.75	341.99	-255.24	-74.6%
5160-00 · Office - Cleaning	1,200.00	0.00	1,200.00	100.0%
5100-00 · Rent - Other	13,984.17	13,278.76	715.42	5.4%
Total 5100-00 · Rent	16,776.63	14,274.28	2,502.35	17.5%
5310-00 · Telephone				
5320-00 · Telephone	1,715.00	2,630.80	-915.80	-34.8%
Total 5310-00 · Telephone	1,715.00	2,630.80	-915.80	-34.8%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0.00	50.09	-50.09	-100.0%
5420-00 · Mail - USPS - Other	14.32	235.00	-220.68	-93.9%
Total 5420-00 · Mail - USPS	14.32	285.09	-270.77	-95.0%
5510-00 · Insurance/Bonding	308.00	268.92	37.08	13.8%
5520-00 · Supplies				
5525-00 · Supplies- Computer	0.00	3,176.21	-3,176.21	-100.0%
5520-00 · Supplies - Other	1,420.72	2,189.14	-768.42	-35.1%
Total 5520-00 · Supplies	1,420.72	5,365.36	-3,944.63	-73.6%
5610-00 · Depreciation	152.76	152.76	0.00	0.0%
5700-00 · Equipment Support & Maintenance	2,501.46	2,395.64	105.82	4.4%
5710-00 · Taxes, Licenses & Fees	3,956.39	322.13	3,633.26	1,127.9%
5740-00 · Equipment Rental/Leasing	398.68	0.00	398.68	100.0%
5800-00 · Training Seminars	2,100.00	0.00	2,100.00	100.0%
5850-00 · Artist of Month - Commissions	0.00	2,070.00	-2,070.00	-100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,275.00	1,460.00	-185.00	-12.7%
5920-00 · Professional Fees - Accountant	3,000.00	0.00	3,000.00	100.0%
5921-00 · Professional Fees - Other	3,081.00	29,165.50	-26,084.50	-89.4%
Total 5900-00 · Professional Fees	7,356.00	30,625.50	-23,269.50	-76.0%
6020-00 · Programs				
6016-00 · Special Event Partnership	0.00	1,500.00	-1,500.00	-100.0%
6018-00 · Business Assoc. Grants	10,000.00	0.00	10,000.00	100.0%
Total 6020-00 · Programs	10,000.00	1,500.00	8,500.00	566.7%
6423-00 · Membership Activities				
6442-00 · Public Relations/Website/Digital	990.07	319.00	671.07	210.4%
6423-00 · Membership Activities - Other	15,100.00	0.00	15,100.00	100.0%
Total 6423-00 · Membership Activities	16,090.07	319.00	15,771.07	4,943.9%
6730-00 · Marketing Cooperative/Media	55,860.33	-124,402.38	180,362.71	145.0%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
May 2022

	May 22	May 21	\$ Change	% Change
6740-00 · Media/Collateral/Production	0.00	1,825.00	-1,825.00	-100.0%
6742-00 · Non-NLT Co-Op Marketing Program	8,419.60	109,261.48	-100,841.88	-92.3%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	2,219.44	0.00	2,219.44	100.0%
6743-04 · Summerlong Music Campaign	1,178.20	0.00	1,178.20	100.0%
6743-08 · Summer Regional Campaign	4,870.70	0.00	4,870.70	100.0%
Total 6743-00 · BACC Marketing Programs	8,268.34	0.00	8,268.34	100.0%
6750-00 · Business Association Grant				
6750-01 · Business Assn Grant - NTBA	8,333.33	0.00	8,333.33	100.0%
6750-02 · Business Assn Grant - TCDA	8,333.33	0.00	8,333.33	100.0%
Total 6750-00 · Business Association Grant	16,666.66	0.00	16,666.66	100.0%
8100-00 · Cost of Goods Sold				
81100 · Freight and Shipping Costs	0.00	205.81	-205.81	-100.0%
89900 · POS Inventory Adjustments	0.00	-16.35	16.35	100.0%
8100-00 · Cost of Goods Sold - Other	3,975.03	5,590.69	-1,615.66	-28.9%
Total 8100-00 · Cost of Goods Sold	3,975.03	5,780.15	-1,805.12	-31.2%
8200-00 · Associate Relations	103.99	479.19	-375.20	-78.3%
8300-00 · Board Functions	3,406.33	1,013.50	2,392.83	236.1%
8600-00 · Credit Card Fees	240.02	337.32	-97.30	-28.9%
8600-00 · Additional Opportunites	0.00	797.34	-797.34	-100.0%
8700-00 · Automobile Expenses	111.15	81.60	29.55	36.2%
8810-00 · Dues & Subscriptions	1,151.44	587.44	564.00	96.0%
8920-00 · Bad Debt	0.00	50.00	-50.00	-100.0%
Total Expense	227,800.82	153,604.35	74,196.47	48.3%
Net Ordinary Income	243,885.36	92,457.28	151,428.08	163.8%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	11.15	14.57	-3.42	-23.5%
Total Other Income	11.15	14.57	-3.42	-23.5%
Other Expense				
8990-00 · Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net Other Income	11.15	14.57	-3.42	-23.5%
Net Income	243,896.51	92,471.85	151,424.66	163.8%

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

TBID Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May ...	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	457,143	457,143	0	4,678,270	4,266,025	412,236	4,723,176
4200-00 - Membership Dues Revenue	0	6,250	(6,250)	0	12,600	(12,500)	10,750
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	1,500	(1,500)	0	1,500	(1,500)	1,500
4250-03 - Summer/Winter Rte Luncheon	0	0	0	0	0	0	1,000
4251-00 - Tues AM Breakfast Club							
4251-01 - Tues AM Breakfast Club Sponsors	0	550	(550)	0	1,100	(1,100)	1,650
4251-02 - Tues AM Breakfast Club - Other	0	200	(200)	0	400	(400)	800
Total 4251-00 - Tues AM Breakfast Club	0	750	(750)	0	1,500	(1,500)	2,450
Total 4250-00 - Revenues-Membership Activities	0	2,250	(2,250)	0	3,000	(3,000)	4,950
4263-00 - Revenue - Other	0	500	(500)	0	1,000	(1,000)	1,500
46000 - Merchandise Sales							
4602-00 - Non-Retail VIC Income	201			207			
46000 - Merchandise Sales - Other	7,862	8,000	(138)	15,068	15,500	(432)	25,500
Total 46000 - Merchandise Sales	8,063	8,000	63	15,275	15,500	(225)	25,500
Total Income	465,206	474,143	(8,937)	4,693,545	4,296,035	395,510	4,773,876
Gross Profit	465,206	474,143	(8,937)	4,693,545	4,296,035	395,510	4,773,876
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	2,111	2,788	(577)	5,898	5,576	92	8,095
5030-00 - P/R - Health Insurance Expense	2,531	3,198	(664)	7,017	6,360	1,627	9,586
5040-00 - P/R - Workmans Comp	375	555	(180)	1,537	1,110	427	1,695
5050-00 - 401 (k)	979	957	23	2,281	1,914	667	2,702
5070-00 - Other Benefits and Expenses	5	203	(259)	54	527	(472)	700
5000-00 - Salaries & Wages - Other	27,861	23,920	3,941	58,722	47,841	10,881	69,052
Total 5000-00 - Salaries & Wages	33,863	34,676	(813)	76,478	63,357	13,121	91,348
5100-00 - Rent							
5110-00 - Utilities	1,202	727	475	1,499	1,454	45	2,181
5150-00 - Office - Cleaning	702	330	371	702	1,161	(459)	1,491
5100-00 - Rent - Other	10,816	10,106	710	21,427	20,211	1,216	30,317
Total 5100-00 - Rent	12,719	11,163	1,556	23,628	22,826	803	33,989
5310-00 - Telephone							
5320-00 - Telephone	562	616	(55)	1,336	1,231	105	1,847
Total 5310-00 - Telephone	562	616	(55)	1,336	1,231	105	1,847
5420-00 - Mail - USPS	0	33	(33)	0	50	(50)	83
5520-00 - Supplies	1,007	417	590	1,524	833	691	1,250
5710-00 - Taxes, Licenses & Fees	45	18,667	(18,622)	1,480	37,333	(35,874)	55,000
5740-00 - Equipment Rental/Leasing	248	83	165	823	167	656	260
5800-00 - Training Seminars	105	0	105	105	0	105	0
5850-00 - Artist of Month - Commissions	0	167	(167)	0	333	(333)	500
6020-00 - Programs							
6016-00 - Business Assoc. Grants	10,000	10,000	0	10,000	20,000	(10,000)	20,000
Total 6020-00 - Programs	10,000	10,000	0	10,000	20,000	(10,000)	20,000
6423-00 - Membership Activities							
6437-00 - Tuesday Morning Breakfast Club	0	0	0	0	0	0	500
6442-00 - Public Relations/Website/Digital	890	890	0	1,500	1,980	(380)	2,970
Total 6423-00 - Membership Activities	890	890	0	1,500	1,980	(380)	3,470
6730-00 - Marketing Cooperative/Media	55,960	55,960	0	215,179	261,144	(45,960)	320,972
6740-00 - Media/Collateral/Production	0	0	0	0	0	0	3,500
6742-00 - Non-NLT Co-Op Marketing Program	8,420	8,500	(80)	16,735	17,000	(265)	25,500
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	2,219	2,000	219	5,226	4,000	1,226	6,000
6743-03 - Winter Lakeside Campaign	0	0	0	3,345	0	3,345	0
6743-04 - Summer/Long Music Campaign	1,178	2,000	(822)	3,678	6,000	(2,322)	26,000
6743-05 - Summer Mountain Campaign	0	2,000	(2,000)	0	6,000	(6,000)	20,000
6743-08 - Summer Regional Campaign	4,871	0	4,871	9,269	0	9,269	0
Total 6743-00 - BACC Marketing Programs	8,268	6,000	2,268	21,537	16,000	5,537	46,000
8100-00 - Cost of Goods Sold							
81100 - Freight and Shipping Costs	0	125	(125)	0	250	(250)	375
81900 - POS Inventory Adjustments	0	0	0	173	0	173	0
8100-00 - Cost of Goods Sold - Other	3,975	4,000	(25)	7,859	7,750	(91)	12,750
Total 8100-00 - Cost of Goods Sold	3,975	4,125	(150)	7,732	8,000	(268)	13,125
8200-00 - Associate Relations	31	33	(2)	31	67	(36)	100
8500-00 - Credit Card Fees	240	426	(186)	487	829	(291)	1,354
8800-00 - Additional Opportunities	0	98,000	(98,000)	0	204,000	(204,000)	313,150
8700-00 - Automobile Expenses	85	55	30	135	110	28	207
8750-00 - Meals/Meetings	0	5	(5)	0	10	(10)	95
8810-00 - Dues & Subscriptions	0	83	(83)	0	95	(95)	99
Total Expense	136,518	247,011	(110,493)	378,763	655,365	(276,603)	933,437

6:39 PM

07/21/22

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

TBID Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May ...	YTD Budget	\$ Over Budget	Annual Budget
Net Ordinary Income	328,688	227,132	101,556	4,314,783	3,042,669	1,272,113	3,840,446
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	11			11			
Total Other Income	11			11			
Other Expense							
8980-00 - Allocated	55,835	48,707	7,128	118,499	97,414	22,084	148,122
Total Other Expense	55,835	48,707	7,128	118,499	97,414	22,084	148,122
Net Other Income	(55,824)	(48,707)	(7,117)	(118,488)	(97,414)	(22,073)	(148,122)
Net Income	<u>272,864</u>	<u>178,425</u>	<u>94,439</u>	<u>4,195,295</u>	<u>3,545,255</u>	<u>660,040</u>	<u>3,694,319</u>

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
81 - Marketing, Promotions, & Events**

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - YRBD Assessment Revenue	240,000	240,000	0	2,456,091	2,239,568	216,423	2,479,668
Total Income	240,000	240,000	0	2,456,091	2,239,568	216,423	2,479,668
Gross Profit	240,000	240,000	0	2,456,091	2,239,568	216,423	2,479,668
Expense							
6000-00 - Salaries & Wages							
6020-00 - PIR - Tax Expense	1,103	1,492	(349)	3,631	2,604	727	4,085
6030-00 - PIR - Health Insurance Expense	2,431	3,000	(569)	7,721	6,003	1,718	9,600
6040-00 - PIR - Workmans Comp	93	250	(157)	1,032	500	532	750
6060-00 - 401 (k)	541	501	40	1,687	1,162	525	1,634
6070-00 - Other Benefits and Expenses	5	179	(174)	46	350	(304)	835
6090-00 - Salaries & Wages - Other	15,640	14,320	2,319	35,803	29,041	6,762	49,852
Total 6000-00 - Salaries & Wages	21,016	19,970	1,037	48,972	39,256	10,016	55,647
6100-00 - Rent							
6110-00 - Utilities	248	256	(9)	338	511	(173)	767
6160-00 - Office - Cleaning	419	322	95	417	644	(227)	607
6100-00 - Rent - Other	2,445	3,162	(717)	4,954	6,354	(1,400)	9,546
Total 6100-00 - Rent	3,112	3,700	(547)	6,610	7,519	(1,909)	11,279
6310-00 - Telephone							
6320-00 - Telephone	301	404	(102)	710	607	(97)	1,211
Total 6310-00 - Telephone	301	404	(102)	710	607	(97)	1,211
6420-00 - Mail - USPS	0	17	(17)	0	17	(17)	53
6520-00 - Supplies	113	0	113	236	0	236	0
6710-00 - Taxes, Licenses & Fees	43	0	43	611	0	611	0
6740-00 - Equipment Rental/Leasing	126	0	126	418	0	418	0
6920-00 - Programs							
6018-00 - Business Assoc, Orents	10,000	10,000	0	10,000	20,000	(10,000)	20,000
Total 6920-00 - Programs	10,000	10,000	0	10,000	20,000	(10,000)	20,000
6720-00 - Marketing Cooperative/Media	55,960	55,960	0	215,179	261,144	(45,965)	380,872
6742-00 - Non-ILT Co-Op Marketing Program	6,395	8,300	(1,905)	16,710	16,600	110	24,000
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	2,219	2,000	219	5,226	4,000	1,226	6,000
6743-03 - Winter Lakeside Campaign	0	0	0	3,345	0	3,345	0
6743-04 - Summer Long Music Campaign	1,170	2,000	(822)	3,670	6,000	(2,322)	20,000
6743-05 - Summer Mountain Campaign	0	2,000	(2,000)	0	6,000	(6,000)	20,000
6743-09 - Summer Regional Campaign	4,071	0	4,071	9,289	0	9,289	0
Total 6743-00 - BACC Marketing Programs	8,268	6,000	2,268	21,537	16,000	5,537	46,000
8200-00 - Associate Relations	0	33	(33)	0	67	(67)	100
8700-00 - Automobile Expenses	51	50	1	108	100	8	150
Total Expense	107,291	104,562	2,888	321,086	382,210	(41,123)	481,402
Net Ordinary Income	132,509	135,438	(2,889)	2,135,006	1,877,458	257,548	1,998,170
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	11			11			
Total Other Income	11			11			
Other Expense							
8000-00 - Allocated	22,188	17,359	4,789	45,376	34,796	10,580	62,188
Total Other Expense	22,188	17,359	4,789	45,376	34,796	10,580	62,188
Net Other Income	(22,177)	(17,359)	(4,777)	(45,367)	(34,799)	(10,563)	(52,188)
Net Income	110,432	118,079	(7,657)	2,089,639	1,842,659	246,980	1,945,972

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
92 - Visitor Services & Visitor Centers

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TRID Assessment Revenue	33,371	33,371	0	341,514	311,421	30,093	344,782
4600 - Merchandise Sales							
4602-00 - Non-Retail VIC Income	291			297			
4600 - Merchandise Sales - Other	7,862	8,030	(138)	15,098	15,500	(432)	26,500
Total 46000 - Merchandise Sales	8,063	8,000	63	15,275	15,500	(225)	25,500
Total Income	41,434	41,371	63	356,789	326,921	29,868	370,282
Gross Profit	41,434	41,371	63	356,789	326,921	29,868	370,282
Expense							
6000-00 - Salaries & Wages							
6020-00 - P/R - Tax Expense	\$47	1,246	(299)	1,099	2,492	(503)	3,738
6030-00 - P/R - Health Insurance Expense	194	79	30	156	140	56	210
6040-00 - P/R - Workmans Comp	270	300	(22)	523	600	(77)	806
6060-00 - 401 (k)	400	340	60	822	680	142	1,020
6070-00 - Other Benefits and Expenses	0	0	(0)	6	187	(159)	250
6000-00 - Salaries & Wages - Other	10,095	8,560	1,535	20,747	17,060	3,747	25,500
Total 6000-00 - Salaries & Wages	11,820	10,530	1,289	24,195	21,070	3,117	31,518
5100-00 - Rent							
5110-00 - Utilities	787	465	322	928	830	98	1,395
5150-00 - Office - Cleaning	0	0	0	0	900	(500)	600
5100-00 - Rent - Other	6,650	6,840	(190)	13,172	13,695	(624)	20,543
Total 5100-00 - Rent	7,437	7,313	125	14,098	15,175	(1,076)	22,438
5310-00 - Telephone							
5320-00 - Telephone	109	202	(93)	251	404	(153)	605
Total 5310-00 - Telephone	109	202	(93)	251	404	(153)	605
6420-00 - Mail - USPS	0	17	(17)	0	33	(33)	60
6520-00 - Supplies	816	250	566	1,143	560	643	750
6710-00 - Taxes, Licenses & Fees	0	0	0	141	0	141	0
6740-00 - Equipment Rents/Leasing	37	63	(26)	123	125	(3)	188
6850-00 - Artist of Month - Commissions	0	187	(187)	0	333	(333)	600
6740-00 - Media/Collateral/Production	0	0	0	0	0	0	3,200
6742-00 - Non-NLT Co-Op Marketing Program	10	200	(190)	10	469	(399)	600
8100-00 - Cost of Goods Sold							
8110 - Freight and Shipping Costs	0	125	(125)	0	250	(250)	375
8300 - POS Inventory Adjustments	0	0	0	173	0	173	0
8100-00 - Cost of Goods Sold - Other	3,975	4,000	(25)	7,659	7,750	(191)	12,750
Total 8100-00 - Cost of Goods Sold	3,975	4,125	(150)	7,732	8,000	(268)	13,125
8200-00 - Associate Relations	51	0	51	31	0	31	0
8500-00 - Credit Card Fees	240	370	(130)	456	720	(270)	1,204
8600-00 - Additional Opportunities	0	6,000	(6,000)	0	12,000	(12,000)	15,000
8700-00 - Automobile Expenses	30	0	30	30	0	30	42
8750-00 - Meals/Meetings	0	0	0	0	0	0	80
8310-00 - Dues & Subscriptions	0	90	(90)	0	90	(90)	50
Total Expense	24,514	29,341	(4,827)	48,213	56,918	(10,504)	89,789
Net Ordinary Income	16,920	12,031	4,889	308,576	269,103	40,473	280,503
Other Income/Expense							
Other Expense							
8590-00 - Allocated	3,093	3,245	(151)	11,821	6,489	5,332	9,734
Total Other Expense	3,093	3,245	(151)	11,821	6,489	5,332	9,734
Net Other Income	(3,093)	(3,245)	151	(11,821)	(6,489)	(5,332)	(9,734)
Net Income	13,827	8,786	5,041	296,755	262,614	35,141	270,769

6:23 PM

07/21/22

Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
93 - Business Advocacy & Support**

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBD Assessment Revenue	25,143	25,143	0	257,305	234,632	22,673	259,775
4200-00 - Membership Dues Revenue	0	6,240	(6,240)	0	12,550	(12,550)	18,750
4250-00 - Revenue-Membership Activities							
4250-02 - Chamber Events	0	1,500	(1,500)	0	1,500	(1,500)	1,500
4250-03 - Summer/Winter Rec Luncheon	0	0	0	0	0	0	1,600
4251-00 - Tues AM Breakfast Club							
4251-01 - Tues AM Breakfast Club Sponsors	0	550	(550)	0	1,100	(1,100)	1,650
4251-02 - Tues AM Breakfast Club - Other	0	200	(200)	0	400	(400)	500
Total 4251-00 - Tues AM Breakfast Club	0	750	(750)	0	1,500	(1,500)	2,450
Total 4250-00 - Revenue-Membership Activities	0	2,250	(2,250)	0	3,600	(3,600)	4,650
4253-00 - Revenue - Other	0	500	(500)	0	1,600	(1,600)	1,500
Total Income	25,143	34,143	(9,000)	257,305	251,132	6,173	284,975
Gross Profit	25,143	34,143	(9,000)	257,305	251,132	6,173	284,974
Expenses							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	57	90	(33)	136	180	(42)	270
5030-00 - P/R - Health Insurance Expense	0	125	(125)	0	250	(250)	275
5040-00 - P/R - Workmans Comp	4	5	(1)	8	10	(2)	15
5050-00 - 401 (k)	30	30	0	72	72	0	105
5070-00 - Other Benefits and Expenses	0	5	(5)	0	10	(10)	15
5080-00 - Salaries & Wages - Other	927	990	(27)	2,002	1,800	292	2,700
Total 5000-00 - Salaries & Wages	1,019	1,161	(142)	2,310	2,322	(12)	3,450
5100-00 - Rent							
5110-00 - Utilities	76	6	72	105	13	95	19
5160-00 - Office - Cleaning	132	0	124	132	76	110	24
5180-00 - Rent - Other	871	70	795	1,728	152	1,576	238
Total 5100-00 - Rent	1,089	81	901	1,966	181	1,787	272
5310-00 - Telephone							
5320-00 - Telephone	75	10	68	180	20	160	30
Total 5310-00 - Telephone	75	10	68	180	20	160	30
5520-00 - Supplies	26	167	(121)	72	333	(202)	500
5710-00 - Taxes, Licenses & Fees	0	0	0	141	0	141	0
5740-00 - Equipment Rental/Leasing	40	21	19	122	42	60	62
5800-00 - Training Seminars	105			165			
6423-00 - Membership Activities							
6423-01 - Tuesday Morning Breakfast Club	0	0	0	0	0	0	500
6423-02 - Public Relations/Website/Digital	950	990	0	1,590	1,980	(390)	2,970
Total 6423-00 - Membership Activities	950	990	0	1,590	1,980	(390)	3,470
6742-00 - Non-ILT Co-Op Marketing Program	15			15			
8500-00 - Credit Card Fees	0	50	(50)	9	100	(91)	150
8500-00 - Additional Opportunities	0	22,000	(22,000)	0	42,000	(42,000)	64,000
8700-00 - Automobile Expenses	0	5	(5)	0	10	(10)	15
8760-00 - Meals/Meetings	0	5	(5)	0	10	(10)	15
8810-00 - Cues & Subscriptions	0	3	(3)	0	6	(6)	9
Total Expense	3,264	24,502	(21,138)	6,523	47,004	(40,482)	72,000
Net Ordinary Income	21,779	9,641	12,138	250,782	204,128	46,655	212,969
Other Income/Expense							
Other Expense							
8590-00 - Allocated	2,740	2,602	138	6,203	5,204	1,004	7,800
Total Other Expense	2,740	2,602	138	6,203	5,204	1,004	7,800
Net Other Income	(2,740)	(2,602)	(138)	(6,203)	(5,204)	(1,004)	(7,800)
Net Income	19,039	7,039	12,000	244,579	198,924	45,650	205,169

5:23 PM

07/21/22

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

94 - Zone 1 Services

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	67,657	67,657	0	692,384	631,373	61,011	699,030
Total Income	67,657	67,657	0	692,384	631,373	61,011	699,030
Gross Profit	67,657	67,657	0	692,384	631,373	61,011	699,030
Expense							
5100-00 - Rent							
5110-00 - Utilities	18	0	18	25	0	25	0
5150-00 - Office - Cleaning	31			31			
5100-00 - Rent - Other	169			335			
Total 5100-00 - Rent	218	0	218	391	0	390	0
5310-00 - Telephone							
5320-00 - Telephone	15	0	15	38	0	38	0
Total 5310-00 - Telephone	15	0	15	38	0	36	0
5520-00 - Supplies	8	0	8	17	0	17	0
5710-00 - Taxes, Licenses & Fees	0	0	0	141	0	141	0
5740-00 - Equipment Rental/Leasing	9	0	9	30	0	30	0
8600-00 - Additional Opportunities	0	40,000	(40,000)	0	90,000	(90,000)	135,400
Total Expense	250	40,000	(39,750)	616	90,000	(29,384)	135,400
Net Ordinary Income	67,407	27,657	39,750	691,789	541,373	150,394	563,630
Other Income/Expense							
Other Expense							
8990-00 - Allocated	5,254	4,893	1,361	12,775	9,785	2,989	14,679
Total Other Expense	5,254	4,893	1,361	12,775	9,785	2,989	14,679
Net Other Income	(5,254)	(4,893)	(1,361)	(12,775)	(9,785)	(2,989)	(14,679)
Net Income	61,153	22,764	38,389	679,014	531,588	147,405	548,951

5:24 PM

07/21/22

Accrual Basis

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

95 - Economic Development, Transportation, & Other

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	34,743	34,743	0	355,548	324,219	31,330	358,992
Total Income	<u>34,743</u>	<u>34,743</u>	<u>0</u>	<u>355,548</u>	<u>324,219</u>	<u>31,330</u>	<u>358,992</u>
Gross Profit	<u>34,743</u>	<u>34,743</u>	<u>0</u>	<u>355,548</u>	<u>324,219</u>	<u>31,330</u>	<u>358,992</u>
Expense							
5100-00 - Rent							
5110-00 - Utilities	42	0	42	68	0	58	0
5150-00 - Office - Cleaning	71	0	71	71	0	71	0
5100-00 - Rent - Other	394	0	394	781	0	781	0
Total 5100-00 - Rent	<u>508</u>	<u>0</u>	<u>508</u>	<u>910</u>	<u>0</u>	<u>910</u>	<u>0</u>
5310-00 - Telephone							
5320-00 - Telephone	34	0	34	88	0	88	0
Total 5310-00 - Telephone	<u>34</u>	<u>0</u>	<u>34</u>	<u>88</u>	<u>0</u>	<u>88</u>	<u>0</u>
5520-00 - Supplies	19	0	19	39	0	39	0
5710-00 - Taxes, Licenses & Fees	0	0	0	212	0	212	0
5740-00 - Equipment Rental/Leasing	21	0	21	71	0	71	0
8600-00 - Additional Opportunities	0	20,000	(20,000)	0	40,000	(40,000)	69,000
Total Expense	<u>593</u>	<u>20,000</u>	<u>(19,417)</u>	<u>1,321</u>	<u>40,000</u>	<u>(38,679)</u>	<u>69,000</u>
Net Ordinary Income	<u>34,150</u>	<u>14,743</u>	<u>19,417</u>	<u>354,228</u>	<u>284,219</u>	<u>70,009</u>	<u>289,992</u>
Other Income/Expense							
Other Expense							
8990-00 - Allocated	3,187	2,493	693	6,510	4,987	1,523	7,480
Total Other Expense	<u>3,187</u>	<u>2,493</u>	<u>693</u>	<u>6,510</u>	<u>4,987</u>	<u>1,523</u>	<u>7,480</u>
Net Other Income	<u>(3,187)</u>	<u>(2,493)</u>	<u>(693)</u>	<u>(6,510)</u>	<u>(4,987)</u>	<u>(1,523)</u>	<u>(7,480)</u>
Net Income	<u><u>30,973</u></u>	<u><u>12,249</u></u>	<u><u>18,724</u></u>	<u><u>347,718</u></u>	<u><u>279,232</u></u>	<u><u>68,486</u></u>	<u><u>282,481</u></u>

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

96 - Sustainability & Mitigation of Tourism Impacts

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	15,086	15,086	0	154,383	140,779	13,604	155,865
Total Income	<u>15,086</u>	<u>15,086</u>	<u>0</u>	<u>154,383</u>	<u>140,779</u>	<u>13,604</u>	<u>155,865</u>
Gross Profit	15,086	15,086	0	154,383	140,779	13,604	155,865
Expense							
5100-00 - Rent							
6110-00 - Utilities	30	0	30	41	0	41	0
6150-00 - Office - Cleaning	51	0	51	51	0	51	0
6100-00 - Rent - Other	282	0	282	558	0	558	0
Total 5100-00 - Rent	363	0	363	650	0	650	0
5310-00 - Telephone							
5320-00 - Telephones	25	0	25	63	0	63	0
Total 5310-00 - Telephone	25	0	25	63	0	63	0
5520-00 - Supplies	14	0	14	20	0	25	0
5710-00 - Taxes, Licenses & Fees	0	0	0	212	0	212	0
5740-00 - Equipment Rental/Leasing	15	0	15	51	0	51	0
5600-00 - Additional Opportunites	0	10,000	(10,000)	0	20,000	(20,000)	20,750
Total Expense	<u>418</u>	<u>10,000</u>	<u>(9,584)</u>	<u>1,004</u>	<u>20,000</u>	<u>(18,995)</u>	<u>20,750</u>
Net Ordinary Income	14,669	5,086	9,584	153,379	120,779	32,600	126,115
Other Income/Expense							
Other Expense							
8990-00 - Allocated	1,374	1,075	299	2,806	2,150	656	3,225
Total Other Expense	<u>1,374</u>	<u>1,075</u>	<u>299</u>	<u>2,806</u>	<u>2,150</u>	<u>656</u>	<u>3,225</u>
Net Other Income	<u>(1,374)</u>	<u>(1,075)</u>	<u>(299)</u>	<u>(2,806)</u>	<u>(2,150)</u>	<u>(656)</u>	<u>(3,225)</u>
Net Income	<u>13,295</u>	<u>4,011</u>	<u>9,285</u>	<u>150,573</u>	<u>118,629</u>	<u>31,944</u>	<u>122,890</u>

5:25 PM

07/21/22

Accrual Basis

North Lake Tahoe Resort Association
 Profit & Loss Budget Performance

97 - Administration

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	22,857	22,857	0	233,913	213,302	20,612	236,159
Total Income	22,857	22,857	0	233,913	213,302	20,612	236,159
Gross Profit	22,857	22,857	0	233,913	213,302	20,612	236,159
Net Ordinary Income	22,857	22,857	0	233,913	213,302	20,612	236,159
Other Income/Expense							
Other Expense							
8690-00 - Allocated	17,000	17,000	0	34,000	34,000	0	51,000
Total Other Expense	17,000	17,000	0	34,000	34,000	0	51,000
Net Other Income	(17,000)	(17,000)	0	(34,000)	(34,000)	0	(51,000)
Net Income	5,857	5,857	0	199,913	179,302	20,612	185,159

5:26 PM

07/21/22

Accrual Basis

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

98 - County Admin Fee

	<u>May 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '21 - May 22</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	9,143	9,143	0	93,565	55,321	8,245	94,464
Total Income	<u>9,143</u>	<u>9,143</u>	<u>0</u>	<u>93,565</u>	<u>55,321</u>	<u>8,245</u>	<u>94,464</u>
Gross Profit	9,143	9,143	0	93,565	55,321	8,245	94,464
Expense							
6710-00 - Taxes, Licenses & Fees	0	18,667	(18,667)	0	37,333	(37,333)	58,000
Total Expense	<u>0</u>	<u>18,667</u>	<u>(18,667)</u>	<u>0</u>	<u>37,333</u>	<u>(37,333)</u>	<u>58,000</u>
Net Ordinary Income	<u>9,143</u>	<u>(9,524)</u>	<u>18,667</u>	<u>93,565</u>	<u>47,987</u>	<u>45,578</u>	<u>38,464</u>
Net Income	<u><u>9,143</u></u>	<u><u>(9,524)</u></u>	<u><u>18,667</u></u>	<u><u>93,565</u></u>	<u><u>47,987</u></u>	<u><u>45,578</u></u>	<u><u>38,464</u></u>

5:27 PM
 07/21/22
 Accrual Basis

North Lake Tahoe Resort Association
 Profit & Loss Budget Performance
 99 - Contingency/Reserve

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	9,143	9,143	0	93,565	85,321	8,245	94,464
Total Income	9,143	9,143	0	93,565	85,321	8,245	94,464
Gross Profit	9,143	9,143	0	93,565	85,321	8,245	94,464
Net Ordinary Income	9,143	9,143	0	93,565	85,321	8,245	94,464
Net Income	9,143	9,143	0	93,565	85,321	8,245	94,464

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

TOT Departments

Actual Basis

	May 22	Budget	\$ Over Budget	Jul 21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	13,500	(13,500)	3,202,001	3,362,223	(160,222)	3,364,766
4600 - Merchandise Sales							
4502-00 - Non-Retail VIC Income	0	0	0	1,496	6	1,450	0
4600 - Merchandise Sales - Other	0	0	0	75,643	59,500	16,043	59,500
Total 4600 - Merchandise Sales	0	0	0	77,139	59,506	17,540	59,500
Total Income	0	13,500	(13,500)	3,279,041	3,421,729	(142,688)	3,454,766
Gross Profit							
	0	13,500	(13,500)	3,279,041	3,421,729	(142,688)	3,454,766
Expense							
5000-00 - Salaries & Wages							
5020-00 - PIR - Tax Expense	115	705	(653)	71,204	65,215	(43,032)	85,283
5030-00 - PIR - Health Insurance Expense	0	1,187	(1,187)	33,267	30,650	(57,382)	51,847
5040-00 - PIR - Workers Comp	0	20	(17)	4,379	8,373	(3,094)	8,398
5050-00 - 401 (k)	61	307	(245)	6,944	21,712	(12,768)	22,019
5070-00 - Other Benefits and Expenses	0	50	(50)	1,502	3,502	(2,222)	3,661
5000-00 - Salaries & Wages - Other	1,855	7,077	(5,624)	245,495	652,153	(405,658)	659,831
Total 5000-00 - Salaries & Wages	2,031	10,634	(7,097)	316,889	841,505	(526,956)	881,139
5100-00 - Rent							
5110-00 - Utilities	40	25	23	7,863	5,337	(474)	8,362
5140-00 - Repairs & Maintenance	0	15	(15)	3,172	6,031	(2,659)	6,046
5160-00 - Office - Cleaning	0	40	41	2,900	5,443	(2,543)	5,463
5100-00 - Rent - Other	451	378	75	85,298	97,887	(12,308)	98,062
Total 5100-00 - Rent	491	498	125	99,233	114,698	(18,204)	117,933
5310-00 - Telephone							
5320-00 - Telephone	68	81	(13)	11,782	14,561	(2,779)	14,642
5360-00 - Internet	0	0	0	360	0	0	0
5310-00 - Telephone - Other	0	0	0	5	5	0	0
Total 5310-00 - Telephone	68	81	(13)	12,147	14,566	(2,419)	14,642
5420-00 - Mail - USPS							
5470-00 - Mail - UPS	0	4	(4)	0	46	(46)	60
5480-00 - Mail - Fed Ex	0	4	(4)	221	48	176	50
5420-00 - Mail - USPS - Other	0	0	0	661	300	361	300
Total 5420-00 - Mail - USPS	0	8	(8)	882	392	490	400
5510-00 - Insurance/Bonding							
5520-00 - Supplies	0	0	0	252	0	0	0
5525-00 - Supplies - Computer	0	0	0	446	6,925	(6,479)	6,025
5520-00 - Supplies - Other	22	417	(395)	5,733	15,646	(10,113)	16,263
Total 5520-00 - Supplies	22	417	(395)	6,179	22,571	(16,592)	22,288
5700-00 - Equipment Support & Maintenance							
5700-00 - Equipment Support & Maintenance	0	0	0	0	150	(150)	150
5710-00 - Taxes, Licenses & Fees	0	10	(10)	482	620	(141)	645
5740-00 - Equipment Rental/Leasing	25	60	(41)	2,055	2,737	(683)	2,803
5800-00 - Training Seminars	210	0	210	0	1,263	750	513
5810-00 - Artist of Month - Commissions	0	0	0	1,744	1,500	244	1,500
5900-00 - Professional Fees							
5910-00 - Professional Fees - Attorneys	0	0	0	0	6,125	(6,125)	6,125
5921-00 - Professional Fees - Other	0	833	(833)	21,957	10,292	11,665	11,125
Total 5900-00 - Professional Fees	0	833	(833)	21,957	16,417	5,540	17,250
6010-00 - Programs							
6016-00 - Special Event Partnership	0	0	0	42,720	50,000	(7,280)	50,000
6018-00 - Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
Total 6010-00 - Programs	0	0	0	52,720	70,000	(17,280)	70,000
6420-00 - Events							
6420-01 - Sponsorships							
6421-01 - 4th of July Fireworks	0	0	0	100,000	30,000	70,000	30,000
6421-04 - Broken Arrow Skyrace	0	0	0	45,000	25,400	19,600	25,400
6421-08 - Spartan	0	0	0	100,100	178,400	(10,300)	179,400
6421-07 - Tahoe Lacrosse Tournament	0	0	0	0	0,000	(8,000)	8,000
6421-10 - WinterWonderQuest - Tahoe	0	0	0	50,400	25,400	25,000	25,400
6421-15 - Lake Tahoe Dance Collection	0	0	0	15,000	0	0	0
6421-17 - Enduro	0	0	0	0	86,000	(80,000)	80,000
6421-18 - Sponsorships - Other	0	0	0	39,000	62,600	(23,600)	62,600
Total 6420-01 - Sponsorships	0	0	0	419,500	411,000	7,500	411,000
6421-00 - New Event Development	0	0	0	53,000	102,075	(69,075)	102,075
6424-00 - Event Operation Expenses	0	0	0	543	1,300	(757)	1,300
Total 6420-00 - Events	0	0	0	473,043	514,375	(41,332)	514,375
6730-00 - Marketing Cooperative/Media							
6740-00 - Media/Collateral/Production	0	0	0	824,600	871,270	(46,670)	871,270
6742-00 - Non-NLT Co-Op Marketing Programs	0	0	0	60,820	15,000	45,820	15,000
Total 6730-00 - Marketing Cooperative/Media	0	0	0	885,420	886,270	(708)	886,270
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	0	0	0	21,551	14,000	7,551	14,000
6743-03 - Winter Lakeside Campaign	0	0	0	15,521	20,000	(4,479)	20,000
6743-04 - Summerlong Music Campaign	0	0	0	4,031	0	4,031	0
6743-05 - Summer Regional Campaign	0	0	0	10,117	0	10,117	0
Total 6743-00 - BACC Marketing Programs	0	0	0	51,219	34,000	17,219	34,000
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - NHTA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
6750-02 - Business Assn Grant - TCCA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
Total 6750-00 - Business Association Grant	16,667	16,667	(0)	183,333	183,333	(0)	200,000
8100-00 - Cost of Goods Sold							
8110 - Freight and Shipping Costs	0	0	0	1,400	1,125	275	1,125
8200 - Purchase Discounts	0	0	0	(73)	0	(73)	0
8900 - FOS Inventory Adjustments	0	0	0	(91)	0	(91)	0
8100-01 - CGS - Other	0	0	0	800	0	800	0
8100-00 - Cost of Goods Sold - Other	0	0	0	38,401	29,750	8,651	29,750
Total 8100-00 - Cost of Goods Sold	0	0	0	41,228	30,875	10,353	30,875
8200-00 - Associate Relations	0	0	(5)	553	580	(27)	585

6:41 PM

07/21/22

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

TOT Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
8500-00 - Credit Card Fees	0	0	0	1,997	2,767	(769)	2,767
8600-00 - Additional Opportunities	0	833	(833)	25,025	46,667	(21,642)	47,500
8700-00 - Automobile Expenses	0	60	(60)	533	2,350	(1,816)	2,400
8750-00 - Meals/Meetings	0	104	(104)	57	1,023	(1,001)	2,030
8810-00 - Dues & Subscriptions	0	8	(8)	570	2,341	(1,771)	2,350
8910-00 - Travel	0	0	0	303	3,750	(3,447)	3,750
Total Expense	19,850	20,695	(8,072)	2,161,161	2,852,666	(691,505)	2,982,297
Net Ordinary Income	(19,609)	4,609	(23,618)	1,117,030	569,037	548,803	572,510
Other Income/Expense							
Other Income							
4700-00 - Revenues-Interest & Investment	0			109	0	109	0
Total Other Income	0			109	0	109	0
Other Expense							
8990-00 - Allocated	739	4,009	(3,271)	503,304	509,037	14,267	572,510
Total Other Expense	739	4,009	(3,271)	503,304	509,037	14,267	572,510
Net Other Income	(739)	(4,009)	3,271	(583,194)	(509,037)	(14,157)	(572,510)
Net Income	(20,348)	(0)	(20,348)	534,836	(9)	534,656	(0)

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

11 - Marketing

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4000-00 - County of Placer TOT Funding	0	0	0	2,051,448	2,189,080	(120,632)	2,189,080
Total Income	0	0	0	2,051,448	2,189,080	(120,632)	2,189,080
Gross Profit							
	0	0	0	2,051,448	2,189,080	(120,632)	2,189,080
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	0	0	0	9,595	21,534	(11,939)	21,534
5030-00 - P/R - Health Insurance Expense	0	0	0	17,291	37,050	(19,759)	37,050
5040-00 - P/R - Workmans Comp	0	0	0	981	1,159	(190)	1,159
5060-00 - 401 (k)	0	0	0	4,236	8,614	(4,370)	8,614
5070-00 - Other Benefits and Expenses	0	0	0	1,373	1,092	281	1,092
5000-00 - Salaries & Wages - Other	0	0	0	120,784	215,344	(94,560)	215,344
Total 5000-00 - Salaries & Wages	0	0	0	154,239	284,822	(130,584)	284,822
5100-00 - Rent							
5110-00 - Utilities	0	0	0	2,061	1,125	936	1,125
5140-00 - Repairs & Maintenance	0	0	0	897	675	222	675
5160-00 - Office - Cleaning	0	0	0	2,290	1,888	602	1,688
5100-00 - Rent - Other	0	0	0	23,245	18,750	4,495	18,750
Total 5100-00 - Rent	0	0	0	28,484	22,237	6,246	22,237
5310-00 - Telephone							
5320-00 - Telephone	0	0	0	7,030	5,205	1,824	5,205
5350-00 - Internet	0	0	0	360			
Total 5310-00 - Telephone	0	0	0	7,399	5,205	2,194	5,205
5420-00 - Mail - USPS							
5480-00 - Mail - Fed Ex	0	0	0	85			
5420-00 - Mail - USPS - Other	0	0	0	239	0	239	0
Total 5420-00 - Mail - USPS	0	0	0	324	0	324	0
5610-00 - Insurance/Bonding							
5620-00 - Supplies	0	0	0	134			
5625-00 - Supplies - Computer	0	0	0	40	3,750	(3,710)	3,750
5620-00 - Supplies - Other	0	0	0	1,071	0	1,071	0
Total 5620-00 - Supplies	0	0	0	1,111	3,750	(2,639)	3,750
5700-00 - Equipment Support & Maintenance							
5710-00 - Taxes, Licenses & Fees	0	0	0	0	113	(113)	113
5740-00 - Equipment Rental/Leasing	0	0	0	59	113	(43)	113
5800-00 - Training Seminars	0	0	0	1,029	750	279	750
5900-00 - Professional Fees	0	0	0	1,049	0	1,049	0
5910-00 - Professional Fees - Attorneys	0	0	0	0	1,125	(1,125)	1,125
5921-00 - Professional Fees - Other	0	0	0	0	1,125	(1,125)	1,125
Total 5900-00 - Professional Fees	0	0	0	0	2,250	(2,250)	2,250
6020-00 - Programs							
6016-00 - Special Event Partnership	0	0	0	42,720	50,000	(7,280)	50,000
6018-00 - Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
Total 6020-00 - Programs	0	0	0	52,720	70,000	(17,280)	70,000
6420-00 - Events							
6420-01 - Sponsorships							
6421-01 - 4th of July Fireworks	0	0	0	160,000	30,000	70,000	30,000
6421-04 - Broken Arrow Skyrace	0	0	0	48,000	25,400	18,800	25,400
6421-08 - Spartan	0	0	0	169,100	179,400	(10,300)	179,400
6421-07 - Tahoe Lacrosse Tournament	0	0	0	0	8,000	(8,000)	8,000
6421-10 - WinterWonderGrass - Tahoe	0	0	0	50,400	25,400	25,000	25,400
6421-16 - Lake Tahoe Dance Collective	0	0	0	15,000			
6421-17 - Enduro	0	0	0	0	80,000	(80,000)	80,000
6421-18 - Sponsorships - Other	0	0	0	39,000	62,800	(23,800)	62,800
Total 6420-01 - Sponsorships	0	0	0	418,500	411,600	7,500	411,600
6421-06 - New Event Development	0	0	0	33,000	102,075	(69,075)	102,075
6424-00 - Event Operation Expenses	0	0	0	543	1,500	(957)	1,500
Total 6420-00 - Events	0	0	0	462,043	514,575	(62,632)	514,575
6730-00 - Marketing Cooperative/Media							
6742-00 - Non-NLY Co-Op Marketing Program	0	0	0	761,211	801,630	(40,419)	801,630
Total 6730-00 - Marketing Cooperative/Media	0	0	0	761,211	801,630	(40,419)	801,630
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	0	0	0	21,551	14,000	7,551	14,000
6743-03 - Winter Lakeside Campaign	0	0	0	19,521	20,000	(479)	20,000
6743-04 - Summerlong Music Campaign	0	0	0	4,031	0	4,031	0
6743-08 - Summer Regional Campaign	0	0	0	10,117	0	10,117	0
Total 6743-00 - BACC Marketing Programs	0	0	0	55,219	34,000	21,219	34,000
8200-00 - Associate Relations							
8600-00 - Additional Opportunities	0	0	0	25,025	37,500	(12,475)	37,500
8700-00 - Automobile Expenses	0	0	0	442	1,125	(683)	1,125
8760-00 - Meals/Meetings	0	0	0	52	375	(323)	375
8810-00 - Dues & Subscriptions	0	0	0	510	750	(240)	750

6:19 PM

07/21/22

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
8810-00 - Travel	0	0	0	303	3,750	(3,447)	3,750
Total Expense	0	0	0	1,601,259	1,828,132	(226,833)	1,828,132
Net Ordinary Income	0	0	0	460,149	359,948	100,201	359,948
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	0			109	0	109	0
Total Other Income	0			109	0	109	0
Other Expense							
8990-00 - Allocated	0	0	0	470,644	360,848	110,696	359,948
Total Other Expense	0	0	0	470,644	360,848	110,696	359,948
Net Other Income	0	0	0	(470,534)	(359,948)	(110,568)	(359,948)
Net Income	0	0	0	(10,385)	0	(10,385)	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	0	0	360,285	360,285	0	360,285
Total Income	0	0	0	360,285	360,285	0	360,285
Gross Profit	0	0	0	360,285	360,285	0	360,285
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	0	0	0	2,767	15,727	(12,970)	15,727
5030-00 - P/R - Health Insurance Expense	0	0	0	11,095	18,926	(7,831)	18,926
5040-00 - P/R - Workmans Comp	0	0	0	337	1,560	(1,183)	1,500
5060-00 - 401 (k)	0	0	0	1,302	3,760	(2,360)	3,760
5070-00 - Other Benefits and Expenses	0	0	0	119	675	(556)	675
5000-00 - Salaries & Wages - Other	0	0	0	36,745	167,268	(120,623)	157,268
Total 5000-00 - Salaries & Wages	0	0	0	52,438	197,896	(145,411)	197,846
5100-00 - Rent							
5110-00 - Utilities	0	0	0	266	760	(484)	750
5140-00 - Repairs & Maintenance	0	0	0	0	563	(563)	563
5160-00 - Office - Cleaning	0	0	0	295	1,126	(830)	1,125
5100-00 - Rent - Other	0	0	0	2,386	12,000	(9,614)	12,000
Total 5100-00 - Rent	0	0	0	2,647	14,437	(11,491)	14,437
5310-00 - Telephone							
5320-00 - Telephone	0	0	0	945	3,750	(2,806)	3,750
Total 5310-00 - Telephone	0	0	0	945	3,750	(2,806)	3,750
5420-00 - Mail - USPS							
5480-00 - Mail - Fed Ex	0	0	0	137			
5420-00 - Mail - USPS - Other	0	0	0	175	150	25	150
Total 5420-00 - Mail - USPS	0	0	0	312	150	162	150
5510-00 - Insurance/Bonding	0	0	0	61			
5520-00 - Supplies	0	0	0	80	1,013	(933)	1,013
5710-00 - Taxes, Licenses & Fees	0	0	0	44	75	(31)	75
5740-00 - Equipment Rental/Leasing	0	0	0	133	563	(429)	563
5800-00 - Training Seminars	0	0	0	0	750	(750)	750
5730-00 - Marketing Cooperative/Media	0	0	0	63,702	69,640	(5,935)	69,648
8200-00 - Associate Relations	0	0	0	80	113	(32)	113
8750-00 - Meals/Meetings	0	0	0	0	263	(263)	263
Total Expense	0	0	0	120,816	288,007	(167,797)	288,007
Net Ordinary Income	0	0	0	239,475	71,678	167,797	71,678
Other Income/Expense							
Other Expense							
8990-00 - Allocated	0	0	0	35,680	71,678	(35,998)	71,678
Total Other Expense	0	0	0	35,680	71,678	(35,998)	71,678
Net Other Income	0	0	0	(35,680)	(71,678)	35,998	(71,678)
Net Income	0	0	0	203,795	(0)	203,795	(0)

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Actual Basis

42 - Visitor Center

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	0	0	342,770	342,770	0	342,770
46000 - Merchandise Sales							
4602-00 - Non-Retail VC Income	0	0	0	1,498	0	1,498	0
46090 - Merchandise Sales - Other	0	0	0	75,543	59,500	16,043	59,500
Total 46000 - Merchandise Sales	0	0	0	77,040	59,500	17,540	59,500
Total Income	0	0	0	419,809	402,270	17,539	402,270
Gross Profit	0	0	0	419,809	402,270	17,539	402,270
Expense							
5000-00 - Salaries & Wages	0	0	0	0,263	13,959	(13,696)	13,959
5020-00 - P/R - Tax Expense	0	0	0	4,748	14,250	(9,502)	14,250
5020-00 - P/R - Health Insurance Expense	0	0	0	2,699	5,250	(2,551)	5,250
5040-00 - P/R - Workers Comp	0	0	0	3,164	3,760	(596)	3,750
5050-00 - 401 (k)	0	0	0	0	760	(760)	750
5070-00 - Other Benefits and Expenses	0	0	0	60,551	130,591	(69,040)	130,591
5000-00 - Salaries & Wages - Other	0	0	0	0	0	0	0
Total 5000-00 - Salaries & Wages	0	0	0	60,624	177,950	(117,326)	177,950
5100-00 - Rent							
5110-00 - Utilities	0	0	0	5,450	5,000	(450)	5,000
5140-00 - Repairs & Maintenance	0	0	0	2,275	4,500	(2,225)	4,500
5150-00 - Office - Cleaning	0	0	0	225	1,875	(1,650)	1,875
5100-00 - Rent - Other	0	0	0	50,694	60,600	(9,906)	60,600
Total 5100-00 - Rent	0	0	0	60,644	72,375	(11,731)	72,375
5310-00 - Telephone							
5320-00 - Telephone	0	0	0	3,531	3,713	(182)	3,713
Total 5310-00 - Telephone	0	0	0	3,531	3,713	(182)	3,713
5420-00 - Mail - USPS	0	0	0	204	150	54	150
5510-00 - Insurance/Bonding	0	0	0	51	0	51	0
5520-00 - Supplies							
5525-00 - Supplies - Computer	0	0	0	0	675	(675)	675
5520-00 - Supplies - Other	0	0	0	4,495	5,250	(755)	5,250
Total 5520-00 - Supplies	0	0	0	4,495	5,925	(1,430)	5,925
5700-00 - Equipment Support & Maintenance	0	0	0	0	38	(38)	38
5710-00 - Taxes, Licenses & Fees	0	0	0	368	38	330	38
5740-00 - Equipment Rental/Leasing	0	0	0	563	563	(0)	563
5850-00 - Artist of Month - Commissions	0	0	0	1,744	1,500	244	1,500
5740-00 - Media/Collateral/Production	0	0	0	0	15,000	(15,000)	15,000
5742-00 - Non-NLT Co-Op Marketing Program	0	0	0	600	9,000	(8,400)	9,000
8100-00 - Cost of Goods Sold							
81100 - Freight and Shipping Costs	0	0	0	1,408	1,125	283	1,125
82500 - Purchase Discounts	0	0	0	(73)	0	(73)	0
80900 - POS Inventory Adjustments	0	0	0	(81)	0	(81)	0
8100-01 - COG - Other	0	0	0	580	0	580	0
8100-00 - Cost of Goods Sold - Other	0	0	0	39,401	29,750	9,651	29,750
Total 8100-00 - Cost of Goods Sold	0	0	0	41,225	32,875	8,350	30,875
8200-00 - Associate Relations	0	0	0	232	225	7	225
8500-00 - Credit Card Fees	0	0	0	1,907	2,757	(850)	2,757
8700-00 - Automobile Expenses	0	0	0	77	375	(298)	375
8750-00 - Meals/Meetings	0	0	0	0	150	(150)	150
8810-00 - Dues & Subscriptions	0	0	0	55	1,200	(1,145)	1,200
Total Expense	0	0	0	221,261	321,471	(99,210)	321,471
Net Ordinary Income	0	0	0	198,548	80,799	117,749	80,799
Other Income/Expense							
Other Expense							
8950-00 - Allocated	0	0	0	65,864	80,799	(14,934)	80,799
Total Other Expense	0	0	0	65,864	80,799	(14,934)	80,799
Net Other Income	0	0	0	(65,864)	(80,799)	14,934	(80,799)
Net Income	0	0	0	132,684	(0)	132,684	(0)

5:20 PM

07/21/22

Accrual Basis

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

51 - TMP1

	May 22	Budget	\$ Over Bu...	Jul '21 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4060-00 · County of Placer TOT Funding	0	2,811	(2,811)	135,702	138,513	(2,811)	141,237
Total Income	0	2,811	(2,811)	135,702	138,513	(2,811)	141,237
Gross Profit	0	2,811	(2,811)	135,702	138,513	(2,811)	141,237
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	115	151	(36)	668	7,212	(6,544)	7,363
5030-00 · P/R - Health Insurance Expense	0	197	(197)	133	9,394	(9,251)	9,590
5040-00 · P/R - Workmans Comp	8	5	4	82	235	(153)	240
5060-00 · 401 (k)	61	60	0	144	2,885	(2,741)	2,945
5070-00 · Other Benefits and Expenses	0	17	(17)	1	825	(824)	842
5000-00 · Salaries & Wages - Other	1,853	1,511	342	8,913	72,117	(63,205)	73,628
Total 5000-00 · Salaries & Wages	2,037	1,941	96	9,940	92,667	(82,727)	94,608
5100-00 · Rent							
5110-00 · Utilities	66	4	62	86	233	(147)	238
5140-00 · Repairs & Maintenance	0	3	(3)	0	156	(156)	158
5150-00 · Office - Cleaning	81	7	74	90	389	(298)	388
5100-00 · Rent - Other	893	63	830	975	3,500	(2,525)	3,563
Total 5100-00 · Rent	1,041	76	964	1,151	4,278	(3,127)	4,354
5310-00 · Telephone							
5320-00 · Telephone	129	22	107	267	1,252	(986)	1,275
5310-00 · Telephone - Other	0			5			
Total 5310-00 · Telephone	129	22	107	272	1,252	(981)	1,275
5420-00 · Mail - USPS	0			13			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	406	1,250	(844)	1,250
5520-00 · Supplies - Other	44	0	44	84	5,000	(4,916)	5,000
Total 5520-00 · Supplies	44	0	44	490	6,250	(5,760)	6,250
5710-00 · Taxes, Licenses & Fees	0	2	(2)	2	117	(115)	120
5740-00 · Equipment Rental/Leasing	81	3	78	390	175	214	178
5800-00 · Training Seminars	210			214			
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	0	5,000	(5,000)	5,000
5921-00 · Professional Fees - Other	0			21,957	0	21,957	0
Total 5900-00 · Professional Fees	0	0	0	21,957	5,000	16,957	5,000
8700-00 · Automobile Expenses	0	8	(8)	15	391	(377)	400
8750-00 · Meals/Meetings	0	83	(83)	0	917	(917)	1,000
8810-00 · Dues & Subscriptions	0	8	(8)	5	391	(385)	400
Total Expense	3,543	2,145	1,397	34,448	111,439	(76,991)	113,584
Net Ordinary Income	(3,543)	666	(4,209)	101,254	27,074	74,180	27,653
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,295	666	1,629	11,116	27,074	(15,959)	27,653
Total Other Expense	2,295	666	1,629	11,116	27,074	(15,959)	27,653
Net Other Income	(2,295)	(666)	(1,629)	(11,116)	(27,074)	15,959	(27,653)
Net Income	(5,837)	(0)	(5,837)	90,138	(0)	90,138	(0)

6:21 PM

07/21/22

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

61 - Business Association Grant Funding

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	16,667	(16,667)	166,667	183,333	(16,667)	200,000
Total Income	0	16,667	(16,667)	166,667	183,333	(16,667)	200,000
Gross Profit	0	16,667	(16,667)	166,667	183,333	(16,667)	200,000
Expense							
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - NTBA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
6750-02 - Business Assn Grant - TCDA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
Total 6750-00 - Business Association Grant	16,667	16,667	(0)	183,333	183,333	(0)	200,000
Total Expense	16,667	16,667	(0)	183,333	183,333	(0)	200,000
Net Ordinary Income	(16,667)	(0)	(16,667)	(16,667)	(0)	(16,667)	(0)
Net Income	(16,667)	(0)	(16,667)	(16,667)	(0)	(16,667)	(0)

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
80 - TOT Housing & Transportation

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	14,112	(14,112)	135,130	149,242	(14,112)	162,014
Total Income	0	14,112	(14,112)	135,130	149,242	(14,112)	162,014
Gross Profit	0	14,112	(14,112)	135,130	149,242	(14,112)	162,014
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	0	617	(617)	0	6,783	(6,166)	7,400
5030-00 - P/R - Health Insurance Expense	0	1,000	(1,000)	0	11,660	(10,660)	12,000
5040-00 - P/R - Workmans Comp	0	21	(21)	0	279	(258)	250
5060-00 - 401 (k)	0	247	(247)	0	2,713	(2,466)	2,650
5070-00 - Other Benefits and Expenses	0	42	(42)	0	463	(421)	502
5080-00 - Salaries & Wages - Other	0	6,167	(6,167)	0	67,833	(61,666)	74,500
Total 5000-00 - Salaries & Wages	0	8,093	(8,093)	0	89,013	(80,910)	97,112
5100-00 - Rent							
5110-00 - Utilities	(18)	21	(39)	0	220	(220)	250
5140-00 - Repairs & Maintenance	0	12	(12)	0	130	(130)	150
5160-00 - Office - Cleaning	0	33	(33)	0	367	(367)	400
5100-00 - Rent - Other	(442)	313	(755)	0	3,438	(3,438)	3,750
Total 5100-00 - Rent	(460)	379	(839)	0	4,171	(4,171)	4,550
5310-00 - Telephone							
5320-00 - Telephone	(61)	50	(120)	0	642	(642)	700
Total 5310-00 - Telephone	(61)	50	(120)	0	642	(642)	700
5420-00 - Mail - USPS							
5470-00 - Mail - UPS	0	4	(4)	0	46	(46)	50
5480-00 - Mail - Fed Ex	0	4	(4)	0	46	(46)	50
Total 5420-00 - Mail - USPS	0	8	(8)	0	92	(92)	100
5510-00 - Insurance/Bonding							
5520-00 - Supplies	0	0	0	0	1,250	(1,250)	1,250
5528-00 - Supplies - Computer	(22)	417	(439)	0	4,583	(4,166)	5,000
5520-00 - Supplies - Other							
Total 5520-00 - Supplies	(22)	417	(439)	0	5,833	(5,833)	6,250
5710-00 - Taxes, Licenses & Fees							
5740-00 - Equipment Rental/Leasing	(97)	17	(114)	0	183	(183)	200
5900-00 - Professional Fees							
6521-00 - Professional Fees - Other	0	833	(833)	0	9,167	(9,167)	10,000
Total 5710-00 - Professional Fees	0	833	(833)	0	9,167	(9,167)	10,000
5200-00 - Associate Relations							
5200-00 - Associate Relations	0	5	(5)	0	55	(55)	60
5200-00 - Additional Opportunities	0	833	(833)	0	9,167	(9,167)	10,000
5200-00 - Automobile Expenses	0	42	(42)	0	458	(458)	500
5200-00 - Meals/Meetings	0	21	(21)	0	229	(229)	250
Total Expense	(601)	10,768	(11,369)	0	119,703	(119,703)	130,472
Net Ordinary Income	601	3,343	(2,743)	135,130	29,539	105,597	32,442
Other Income/Expense							
Other Expense							
8900-00 - Allocated	(1,559)	3,343	(4,902)	0	29,539	(29,539)	32,442
Total Other Expense	(1,559)	3,343	(4,902)	0	29,539	(29,539)	32,442
Net Other Income	1,559	(3,343)	4,902	0	(29,539)	29,539	(32,442)
Net Income	2,156	0	2,156	135,130	0	135,130	0

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

Accrual Basis

60 - Membership

	May 22	Budget	\$ Over Budget	Jul '21 - May ...	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 - Membership Dues Revenue	6,050	0	6,050	70,116	66,250	13,866	66,250
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	0	0	0	4,500	(4,500)	4,500
4250-03 - Summer/Winter Rec Luncheon	0			0	1,500	(1,500)	1,500
4251-00 - Tues AM Breakfast Club							
4251-01 - Tues AM Breakfast Club Sponsors	0	0	0	0	2,350	(2,350)	2,350
4251-00 - Tues AM Breakfast Club - Other	0	0	0	0	1,200	(1,200)	1,200
Total 4251-00 - Tues AM Breakfast Club	0	0	0	0	3,550	(3,550)	3,550
4250-00 - Revenues-Membership Activities - Other	420	0	420	3,645	0	3,645	0
Total 4250-00 - Revenues-Membership Activities	420	0	420	3,645	6,550	(6,005)	9,550
4253-00 - Revenue - Other	0	0	0	0	1,000	(1,000)	1,000
Total Income	6,470	0	6,470	73,761	68,800	6,961	68,800
Gross Profit	6,470	0	6,470	73,761	68,800	6,961	68,800
Expense							
5000-00 - Salaries & Wages							
6020-00 - P/R - Tax Expense	0	0	0	1,835	3,761	(1,926)	3,761
6030-00 - P/R - Health Insurance Expense	0	0	0	1,815	3,000	(1,185)	3,000
6040-00 - P/R - Workmans Comp	0	0	0	229	113	116	113
6060-00 - 401 (k)	0	0	0	135	1,504	(1,370)	1,504
6070-00 - Other Benefits and Expenses	0	0	0	207	480	(280)	480
6000-00 - Salaries & Wages - Other	0	0	0	22,576	37,611	(14,933)	37,611
Total 5000-00 - Salaries & Wages	0	0	0	26,899	46,477	(19,577)	46,477
5100-00 - Rent							
6110-00 - Utilities	0	0	0	573	225	348	225
6140-00 - Repairs & Maintenance	0	0	0	283	187	96	187
6150-00 - Office - Cleaning	0	0	0	667	376	292	376
6100-00 - Rent - Other	0	0	0	7,770	4,740	3,030	4,740
Total 5100-00 - Rent	0	0	0	9,293	5,628	3,765	5,628
5310-00 - Telephone							
6320-00 - Telephone	0	0	0	2,045	1,253	793	1,253
6310-00 - Telephone - Other	0			3			
Total 5310-00 - Telephone	0	0	0	2,048	1,253	795	1,253
5420-00 - Mail - USPS	0	0	0	77	90	(13)	90
5510-00 - Insurance/Bonding	0			31			
5520-00 - Supplies							
6525-00 - Supplies- Computer	0			203			
5520-00 - Supplies - Other	0	0	0	283	1,500	(1,217)	1,500
Total 5520-00 - Supplies	0	0	0	486	1,500	(1,014)	1,500
5710-00 - Taxes, Licenses & Fees	0	0	0	16	30	(22)	30
5740-00 - Equipment Rental/Leasing	0	0	0	231	187	44	187
5800-00 - Training Seminars	0			2			
6423-00 - Membership Activities							
6436-00 - Membership - Wn/Sum Rec Lunch	0			0	500	(500)	500
6437-00 - Tuesday Morning Breakfast Club	0	0	0	(600)	1,763	(2,263)	1,763
6442-00 - Public Relations/Website/Digital	0	0	0	7,884	4,560	3,384	4,560
6444-00 - Trades	0			295	0	295	0
6423-00 - Membership Activities - Other	15,100	0	15,100	16,353	3,750	11,603	3,750
Total 6423-00 - Membership Activities	15,100	0	15,100	23,032	10,613	12,520	10,613
6200-00 - Associate Relations	0	0	0	199	60	139	60
6500-00 - Credit Card Fees	0	0	0	357	450	(93)	450
6700-00 - Automobile Expenses	0	0	0	173	375	(202)	375
6750-00 - Meals/Meetings	0	0	0	111	300	(189)	300
6810-00 - Dues & Subscriptions	0	0	0	84	150	(65)	150
6920-00 - Bad Debt	0			1,790	0	1,790	0
Total Expense	15,100	0	15,100	64,828	68,919	(2,092)	68,919
Net Ordinary Income	(8,620)	0	(8,620)	6,935	(119)	9,055	(119)
Other Income/Expense							
Other Expense							
6990-00 - Allocated	0	0	0	14,658	16,521	(1,863)	16,521
Total Other Expense	0	0	0	14,658	16,521	(1,863)	16,521
Net Other Income	0	0	0	(14,658)	(16,521)	1,863	(16,521)
Net Income	(8,620)	0	(8,620)	(5,723)	(16,640)	10,917	(16,640)

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

70 - Administration

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
6000-00 - Salaries & Wages							
6020-00 - P/R - Tax Expense	1,708	3,663	(1,955)	21,716	36,942	(14,226)	29,854
6030-00 - P/R - Health Insurance Expense	1,638	3,750	(1,852)	23,534	41,260	(17,616)	46,000
6040-00 - P/R - Workmans Comp	126	184	(69)	1,499	2,138	(639)	2,332
6060-00 - 401 (k)	933	1,323	(390)	6,714	14,652	(7,938)	15,975
6070-00 - Other Benefits and Expenses	29	163	(133)	733	2,010	(1,277)	2,193
6090-00 - Salaries & Wages - Other	26,126	35,629	(9,501)	319,079	368,866	(49,818)	404,497
Total 6000-00 - Salaries & Wages	30,811	44,842	(13,031)	373,333	454,260	(81,527)	509,501
6100-00 - Rent							
6110-00 - Utilities	26	218	(192)	3,051	1,035	1,115	2,153
6140-00 - Repairs & Maintenance	87	417	(330)	7,363	4,563	2,799	5,059
6150-00 - Office - Cleaning	417	274	143	3,255	3,174	82	3,448
6160-00 - Rent - Other	2,728	2,950	(240)	26,544	33,776	2,788	38,744
Total 6100-00 - Rent	3,478	3,877	(399)	50,231	43,468	6,763	47,345
6310-00 - Telephone							
6310-00 - Telephone	1,085	1,935	(851)	14,599	14,978	21	18,913
6310-00 - Telephone - Other	0			43			
Total 6310-00 - Telephone	1,085	1,935	(851)	15,042	14,978	64	18,913
6420-00 - Mail - USPS							
6430-00 - Mail - Fed Ex	0			12	0	12	0
6420-00 - Mail - USPS - Other	14	83	(69)	1,381	917	464	1,009
Total 6420-00 - Mail - USPS	14	83	(69)	1,392	917	475	1,009
6510-00 - Insurance/Bonding	398	1,250	(944)	9,825	13,750	(3,765)	15,560
6520-00 - Supplies							
6520-00 - Supplies - Computer	0			4,163	2,500	1,663	2,500
6520-00 - Supplies - Other	352	500	(148)	7,231	5,500	1,731	6,000
Total 6520-00 - Supplies	392	500	(108)	11,399	8,000	3,399	8,500
6610-00 - Depreciation	153	456	(303)	1,659	2,347	(687)	2,833
6700-00 - Equipment Support & Maintenance	2,591	2,617	(416)	24,415	32,043	(5,271)	39,500
6710-00 - Taxes, Licenses & Fees	3,910	1,250	2,660	18,374	13,750	4,524	15,000
6740-00 - Equipment Rental/Leasing	128	125	1	6,931	1,375	5,556	1,500
6800-00 - Training Seminars	1,785	417	1,368	1,615	4,523	(2,764)	5,000
6900-00 - Professional Fees							
6910-00 - Professional Fees - Attorneys	1,275	625	650	14,624	6,375	7,950	7,000
6920-00 - Professional Fees - Accountant	3,060			23,773	26,000	(2,227)	26,000
6921-00 - Professional Fees - Other	3,061	833	2,240	115,785	9,167	109,619	10,000
Total 6900-00 - Professional Fees	7,396	1,458	5,938	154,393	42,042	112,342	43,500
6941-00 - Research & Planning	0	1,250	(1,250)	0	13,750	(13,750)	15,000
6740-00 - Media/Collateral/Production	0			250			
7600-00 - Trade Shows/Travel	0	1,667	(1,667)	0	10,333	(10,333)	20,000
8700-00 - Associate Relations	73	125	(52)	661	1,375	(714)	1,800
8300-00 - Board Functions	3,406	683	2,623	17,329	6,417	10,912	7,000
8500-00 - Credit Card Fees	0			41			
8600-00 - Additional Opportunities	0	533	(533)	6,500	0,167	(2,667)	10,000
8700-00 - Automobile Expenses	26	250	(224)	399	2,750	(2,351)	3,000
8720-00 - Meals/Meetings	0	417	(417)	6,893	4,543	2,440	5,000
8810-00 - Dues & Subscriptions	1,151	1,000	151	13,676	11,600	2,676	12,000
8920-00 - Bad Debt	0			299	0	299	0
Total Expense	56,574	85,055	(28,481)	717,421	709,529	7,893	774,592
Net Ordinary Income	(56,574)	(85,055)	4,481	(717,421)	(709,529)	(7,893)	(774,592)
Other Income/Expense							
Other Expense							
8900-00 - Allocated	(56,574)	85,055	(121,629)	(717,461)	(449,065)	(268,396)	(384,800)
Total Other Expense	(56,574)	85,055	(121,629)	(717,461)	(449,065)	(268,396)	(384,800)
Net Other Income	56,574	(85,055)	121,629	717,461	449,065	268,396	384,800
Net Income	0	(130,129)	130,129	40	(200,463)	260,503	(399,692)

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

June 30, 2022

5:28 PM

North Lake Tahoe Resort Association

Balance Sheet

07/21/22

As of June 30, 2022

Accrual Basis

	Jun 30, 22	Jun 30, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	158	158	0	0%
1002-00 · Cash - Operations BOTW #8328	1,090,808	1,965,992	(875,184)	(45)%
1003-00 · Cash - Operations BOTW #6712	0	(268,644)	268,644	100%
1007-00 · Cash - Payroll BOTW #7421	20,933	38,521	(17,587)	(46)%
1008-00 · Marketing Reserve - Plumas	50,386	50,356	30	0%
1009-00 · Cash Flow Reserve - Plumas	101,077	100,976	101	0%
1071-00 · Payroll Reserves	25,700	29,562	(3,862)	(13)%
1080-00 · Special Events BOTW #1626	1,564	39,803	(38,239)	(96)%
1090-00 · TBID Account- BOTW #0550	4,245,518	0	4,245,518	100%
10950 · Cash In Drawer	2,190	139	2,051	1,477%
Total Checking/Savings	5,536,333	1,956,882	3,581,452	183%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	5,000	1,000	4,000	400%
1290-00 · A/R - TOT	0	432,499	(432,499)	(100)%
Total Accounts Receivable	5,000	433,499	(428,499)	(99)%
Other Current Assets				
1200-99 · AR Other	11,518	2,442	9,076	372%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	39,385	17,025	22,360	131%
1201-03 · Member AR - Other	470	985	(515)	(52)%
Total 1201-00 · Member Accounts Receivable	39,855	18,010	21,845	121%
1201-02 · Allowance for Doubtful Accounts	(794)	(9,632)	8,837	92%
12100 · Inventory Asset				
25300 · Gift Cards Outstanding	18	18	0	0%
12100 · Inventory Asset - Other	17,853	26,867	(9,014)	(34)%
Total 12100 · Inventory Asset	17,871	26,885	(9,014)	(34)%
1220-00 · AR TBID	840,589	0	840,589	100%
1299 · Receivable from NLTC	700	5,932	(5,232)	(88)%
1490-00 · Security Deposits	1,672	1,150	522	45%
Total Other Current Assets	911,411	44,787	866,624	1,935%
Total Current Assets	6,454,744	2,435,167	4,019,577	165%
Fixed Assets				
1700-00 · Furniture & Fixtures	43,330	43,330	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(43,330)	(43,330)	0	0%
1740-00 · Computer Equipment	11,013	11,013	0	0%
1741-00 · Accum. Depr. - Computer Equip	(5,055)	(3,222)	(1,833)	(57)%
1750-00 · Computer Software	6,206	6,206	0	0%
1751-00 · Accum. Amort. - Software	(6,206)	(6,206)	0	0%
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	5,958	7,791	(1,833)	(24)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	3,060	2,689	371	14%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	22,164	6,500	15,664	241%
Total 1400-00 · Prepaid Expenses	25,324	9,289	16,034	173%
Total Other Assets	25,324	9,289	16,034	173%
TOTAL ASSETS	6,486,025	2,452,247	4,033,778	165%
LIABILITIES & EQUITY				
Liabilities				

5:20 PM

North Lake Tahoe Resort Association

Balance Sheet

As of June 30, 2022

07/21/22

Accrual Basis

	Jun 30, 22	Jun 30, 21	\$ Change	% Change
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	10,215	69,892	(59,677)	(85)%
Total Accounts Payable	10,215	69,892	(59,677)	(85)%
Other Current Liabilities				
2000-01 · Accounts Payable - Other	23,835	22,140	1,695	8%
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	21,325	41,223	(19,898)	(48)%
2101-00 · Incentive Payable	45,304	44,055	1,248	3%
2120-00 · Empl. Federal Tax Payable	10,122	3,379	6,742	200%
2175-00 · 401 (k) Plan	4,383	1,218	3,165	260%
2180-00 · Estimated PTO Liability	35,088	62,280	(27,192)	(44)%
Total 21000 · Salaries/Wages/Payroll Liabilit	116,221	152,155	(35,934)	(24)%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	25	1,418	(1,393)	(98)%
26500 · *Sales Tax Payable	1,860	2,877	(1,018)	(35)%
Total 2190-00 · Sales and Use Tax Payable	1,884	4,295	(2,411)	(56)%
2250-00 · Accrued Expenses	207,500	200,350	7,150	4%
2400-60 · Deferred Revenue- Member Dues	36,813	20,827	15,986	77%
2500-00 · Deferred Revenue - TMBC	1,290	1,290	0	0%
2700-00 · Deferred Rev. County	144,818	0	144,818	100%
2900-00 · Due To/From County of Placer	0	1,480,803	(1,480,803)	(100)%
Total Other Current Liabilities	532,361	1,881,861	(1,349,499)	(72)%
Total Current Liabilities	542,577	1,951,752	(1,409,176)	(72)%
Total Liabilities	542,577	1,951,752	(1,409,176)	(72)%
Equity				
32000 · Unrestricted Net Assets	17,781	(10,736)	28,518	266%
3300-11 · Designated Marketing Reserve	331,856	331,856	0	0%
3301 · Cash Flow Reserve	100,839	100,839	0	0%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	5,442,954	28,518	5,414,437	18,986%
Total Equity	5,943,449	500,495	5,442,954	1,088%
TOTAL LIABILITIES & EQUITY	6,486,026	2,452,247	4,033,778	165%

5:28 PM
07/21/22

North Lake Tahoe Resort Association
A/R Aging Summary
As of June 30, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
CA Board of Equalization	0.00	0.00	0.00	0.00	0.00	0.00
County of Placer	0.00	0.00	0.00	0.00	0.00	0.00
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	0.00	0.00
Sales Estimates	0.00	0.00	0.00	0.00	0.00	0.00
Spartan Race Inc	0.00	0.00	0.00	0.00	5,000.00	5,000.00
Wanderlust	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>5,000.00</u>	<u>5,000.00</u>



north lake tahoe

Aging by Revenue Item

As of 6/30/2022

Invoice ID	Invoice Date	Due Date	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable:Member AR - Member Dues)									
11-20 Employees Membership Dues			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$345.00	\$345.00
1-5 Employees Membership Dues			\$2,950.00	\$5,585.00	\$0.00	\$0.00	\$295.00	\$10,550.00	\$19,380.00
21-50 Employees Membership Dues			\$540.00	\$540.00	\$0.00	\$540.00	\$0.00	\$1,620.00	\$3,240.00
6-10 Employees Membership Dues			\$975.00	\$640.00	\$0.00	\$0.00	\$0.00	\$5,200.00	\$6,815.00
Associate Member Membership Dues			\$0.00	\$100.00	\$0.00	\$100.00	\$50.00	\$200.00	\$450.00
Eblast Totals:			\$0.00	\$0.00	\$0.00	\$170.00	\$0.00	\$0.00	\$170.00
Financial Institutions Membership			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$700.00
Non-Profit Membership Dues Totals:			\$510.00	\$340.00	\$0.00	\$510.00	\$340.00	\$2,380.00	\$4,080.00
PUD Membership Dues Totals:			\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$415.00	\$580.00
Ski Resorts Membership Dues Totals:			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,625.00	\$3,625.00
1201-01 Member AR Membership			\$5,140.00	\$7,205.00	\$0.00	\$1,320.00	\$685.00	\$25,035.00	\$39,385.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable:Member AR - Other)									
Eblast Totals:			\$150.00	\$170.00	\$0.00	\$0.00	\$150.00	\$0.00	\$470.00
1201-03 Member Accounts Receivable			\$150.00	\$170.00	\$0.00	\$0.00	\$150.00	\$0.00	\$470.00
GRAND TOTALS			\$5,290.00	\$7,375.00	\$0.00	\$1,320.00	\$835.00	\$25,035.00	\$39,855.00

5:30 PM
07/21/22

North Lake Tahoe Resort Association
A/P Aging Summary
As of June 30, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
ADP	433.91	0.00	0.00	0.00	-17.78	416.13
Anthony Karwowski	400.00	0.00	0.00	0.00	0.00	400.00
AT & T*	211.69	0.00	0.00	0.00	0.00	211.69
Bank of the West Bank Card Center	6,827.30	0.00	0.00	0.00	0.00	6,827.30
Faire	0.00	0.00	0.00	0.00	677.50	677.50
Google LLC	162.00	0.00	0.00	0.00	0.00	162.00
Kay Dee Designs	0.00	0.00	0.00	0.00	3.00	3.00
Liberty Utilities^	0.00	620.58	0.00	0.00	0.00	620.58
Live a Tahoe Day	0.00	0.00	0.00	0.00	27.00	27.00
Principal Financial Group	0.00	1,072.93	0.00	0.00	0.00	1,072.93
Tahloha	0.00	0.00	0.00	0.00	-195.00	-195.00
The Office Boss*	0.00	0.00	0.00	0.00	-7.94	-7.94
TOTAL	<u><u>8,034.90</u></u>	<u><u>1,693.51</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>486.78</u></u>	<u><u>10,215.19</u></u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	33,062	(33,062)	3,702,001	3,396,286	(193,284)	3,395,286
4100-00 - TBID Assessment Revenue	982,542	457,143	525,399	5,660,812	4,723,178	937,634	4,723,178
4200-00 - Membership Dues Revenue	6,058	6,250	(192)	76,176	76,000	1,176	75,000
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	0	0	0	6,000	(6,000)	6,000
4250-03 - Summer/Winter Rec Luncheon	0	1,000	(1,000)	0	2,500	(2,500)	2,500
4261-00 - Tues AM Breakfast Club							
4261-01 - Tues AM Breakfast Club Sponsors	0	550	(550)	0	4,000	(4,000)	4,000
4261-02 - Tues AM Breakfast Club - Other	0	400	(400)	0	2,000	(2,000)	2,000
Total 4261-00 - Tues AM Breakfast Club	0	950	(950)	0	6,000	(6,000)	6,000
4260-00 - Revenues-Membership Activities - Other	200	0	200	3,845	0	3,846	0
Total 4250-00 - Revenues-Membership Activities	200	1,950	(1,750)	3,845	14,500	(10,655)	14,500
4263-00 - Revenue- Other	0	500	(500)	0	2,500	(2,500)	2,500
46000 - Merchandise Sales							
4602-00 - Non-Retail VIG Income	140	0	140	1,852	0	1,852	0
46000 - Merchandise Sales - Other	10,235	10,000	235	100,847	85,000	15,847	85,000
Total 46000 - Merchandise Sales	10,385	10,000	385	102,699	85,000	17,699	85,000
Total Income	990,185	508,905	490,279	9,045,533	8,295,463	750,070	8,295,453
Gross Profit	990,185	508,905	490,279	9,045,533	8,295,463	750,070	8,295,453
Expense							
6000-00 - Salaries & Wages							
6020-00 - P/R - Tax Expense	4,029	6,048	(2,819)	54,532	117,342	(82,810)	117,342
6030-00 - P/R - Health Insurance Expense	(1,071)	8,142	(9,213)	65,503	149,432	(83,869)	149,432
6040-00 - P/R - Workmans Comp	557	775	(218)	8,201	12,508	(4,307)	12,508
6080-00 - 401 (k)	857	2,478	(1,621)	19,231	42,260	(23,029)	42,260
6070-00 - Other Benefits and Expenses	918	505	413	3,500	7,331	(3,831)	7,331
6000-00 - Salaries & Wages - Other	50,900	64,518	(7,558)	703,082	1,170,991	(467,109)	1,170,991
Total 6000-00 - Salaries & Wages	62,249	83,267	(21,017)	854,906	1,409,864	(644,956)	1,409,864
6100-00 - Rent							
6110-00 - Utilities	673	959	(97)	13,859	12,621	938	12,621
6140-00 - Repairs & Maintenance	67	432	(345)	10,922	11,233	(311)	11,233
6150-00 - Office - Cleaning	1,630	645	1,185	9,355	10,787	(1,442)	10,787
6100-00 - Rent - Other	14,017	13,449	568	165,058	159,564	(4,906)	169,864
Total 6100-00 - Rent	16,807	15,495	1,312	199,194	204,815	(5,621)	204,815
6310-00 - Telephone							
6320-00 - Telephone	1,524	2,631	(1,106)	31,686	34,654	(2,968)	34,654
6350-00 - Internet	0	0	0	380	0	380	0
6310-00 - Telephone - Other	0	0	0	50	0	50	0
Total 6310-00 - Telephone	1,524	2,631	(1,106)	32,096	34,654	(2,559)	34,654
6420-00 - Mail - USPS							
6470-00 - Mail - UPS	0	4	(4)	0	50	(50)	50
6480-00 - Mail - Fed Ex	0	4	(4)	233	50	183	50
6420-00 - Mail - USPS - Other	500	117	383	2,847	1,473	1,174	1,473
Total 6420-00 - Mail - USPS	500	125	375	2,891	1,573	1,307	1,573
6510-00 - Insurance/Bonding	306	1,250	(944)	10,554	15,000	(4,446)	15,000
6520-00 - Supplies							
6525-00 - Supplies - Computer	0	0	0	4,812	9,425	(4,613)	9,425
6520-00 - Supplies - Other	1,322	1,333	(12)	16,097	25,013	(8,916)	25,013
Total 6520-00 - Supplies	1,322	1,333	(12)	20,909	34,438	(13,529)	34,438
6610-00 - Depreciation	153	486	(333)	1,833	2,833	(1,000)	2,833
6700-00 - Equipment Support & Maintenance	2,364	2,917	(553)	29,176	35,150	(5,974)	35,150
6710-00 - Taxes, Licenses & Fees	4,415	19,936	(15,520)	34,546	71,582	(46,036)	71,582
6740-00 - Equipment Rental/Leasing	365	274	91	10,405	4,741	5,664	4,741
6800-00 - Training Seminars	0	417	(417)	3,184	5,750	(2,566)	5,750
6850-00 - Artist of Month - Commissions	0	167	(167)	1,744	2,000	(256)	2,000
6900-00 - Professional Fees							
6910-00 - Professional Fees - Attorneys	1,800	625	1,175	16,625	13,025	3,600	13,025
6920-00 - Professional Fees - Accountant	0	0	0	23,773	26,000	(2,227)	26,000
6921-00 - Professional Fees - Other	6,106	1,667	4,439	143,848	21,125	122,723	21,125
Total 6900-00 - Professional Fees	7,906	2,292	5,614	184,246	60,150	123,496	60,150
6941-00 - Research & Planning	0	1,250	(1,250)	0	15,000	(15,000)	15,000
6020-00 - Programs							
6016-00 - Special Event Partnership	0	0	0	42,720	50,000	(7,280)	50,000
6018-00 - Business Assoc. Grants	0	0	0	20,000	40,000	(20,000)	40,000
Total 6020-00 - Programs	0	0	0	62,720	90,000	(27,280)	90,000
6420-00 - Events							
6420-01 - Sponsorships							
6421-01 - 4th of July Fireworks	0	0	0	100,000	30,000	70,000	30,000
6421-04 - Broken Arrow Skyrace	0	0	0	45,000	25,400	19,600	25,400
6421-06 - Spartan	0	0	0	169,100	179,400	(10,300)	179,400
6421-07 - Tahoe Lacrosse Tournament	0	0	0	0	8,000	(8,000)	8,000
6421-10 - WinterWonderGrass - Tahoe	0	0	0	50,400	25,400	25,000	25,400

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
6421-16 - Lake Tahoe Dance Collective	0			16,000			
6421-17 - Enduro	0	0	0	0	80,000	(80,000)	80,000
6421-18 - Sponsorships - Other	0	0	0	39,000	62,600	(23,600)	62,600
Total 6420-01 - Sponsorships	0	0	0	418,500	411,000	7,500	411,000
6421-00 - New Event Development	0	0	0	33,000	102,675	(89,675)	102,676
6424-00 - Event Operation Expenses	0	0	0	542	1,500	(957)	1,500
Total 6420-00 - Events	0	0	0	452,043	514,575	(62,532)	514,575
6423-00 - Membership Activities							
6438-00 - Membership - Wint/Sum Rec Lunch	0			0	500	(500)	500
6437-00 - Tuesday Morning Breakfast Club	0	600	(600)	(600)	2,263	(2,763)	2,263
6442-00 - Public Relations/Website/Digital	990	990	0	10,484	7,470	2,994	7,470
6444-00 - Trades	0			265	0	265	0
6423-00 - Membership Activities - Other	0	0	0	15,353	3,750	11,603	3,750
Total 6423-00 - Membership Activities	990	1,490	(500)	25,612	13,983	11,630	13,983
6730-00 - Marketing Cooperative/Media	59,828	59,828	0	1,100,000	1,192,250	(92,250)	1,192,250
6740-00 - Media/Collateral/Production	0	3,500	(3,500)	250	18,500	(18,250)	18,500
6742-00 - Non-NLT Co-Op Marketing Program	8,625	8,500	125	85,988	79,600	6,488	79,600
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	2,663	2,000	663	28,440	20,000	8,440	20,000
6743-03 - Winter Lakeside Campaign	0	0	0	22,866	20,000	2,866	20,000
6743-04 - Summerlong Music Campaign	0	14,000	(14,000)	7,709	20,000	(12,291)	20,000
6743-05 - Summer Mountain Campaign	0	14,000	(14,000)	0	20,000	(20,000)	20,000
6743-08 - Summer Regional Campaign	2,663	0	2,663	22,069	0	22,069	0
Total 6743-00 - BACC Marketing Programs	5,327	30,000	(24,673)	82,084	80,000	2,084	80,000
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - NTBA	33,333	8,333	25,000	125,000	100,000	25,000	100,000
6750-02 - Business Assn Grant - TCDA	33,333	8,333	25,000	125,000	100,000	25,000	100,000
Total 6750-00 - Business Association Grant	66,667	16,667	50,000	250,000	200,000	50,000	200,000
7500-00 - Trade Shows/Travel	0	1,557	(1,557)	0	20,000	(20,000)	20,000
8100-00 - Cost of Goods Sold							
81100 - Freight and Shipping Costs	0	125	(125)	1,405	1,500	(92)	1,500
82500 - Purchase Discounts	0			(73)	0	(73)	0
89900 - POS Inventory Adjustments	0	0	0	85	0	85	0
8100-01 - CGS - Other	0			680	0	680	0
8100-00 - Cost of Goods Sold - Other	5,091	5,000	91	52,051	42,500	9,551	42,500
Total 8100-00 - Cost of Goods Sold	5,091	5,125	(29)	54,051	44,000	10,051	44,000
8200-00 - Associate Relations	316	153	153	1,560	2,245	(685)	2,245
8300-00 - Board Functions	2,932	583	2,346	20,261	7,000	13,261	7,000
8600-00 - Credit Card Fees	209	525	(226)	3,152	4,600	(1,448)	4,600
8600-00 - Additional Opportunities	28,416	110,817	(82,401)	80,941	370,650	(310,709)	370,650
8700-00 - Automobile Expenses	144	397	(253)	1,388	5,081	(4,693)	5,081
8750-00 - Meals/Meetings	1,582	606	976	8,738	7,433	1,305	7,433
8810-00 - Dues & Subscriptions	2,427	1,011	1,416	16,751	14,599	2,152	14,599
8910-00 - Travel	0	0	0	303	3,760	(3,457)	3,760
8920-00 - Bad Debt	0			2,089	0	2,089	0
Total Expense	280,548	372,717	(92,168)	3,602,710	4,657,216	(1,054,505)	4,657,216
Net Ordinary Income	718,536	136,188	582,448	5,442,823	3,638,248	1,804,575	3,638,248
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	11			131	0	131	0
Total Other Income	11			131	0	131	0
Other Expense							
8990-00 - Allocated	0	117,254	(117,254)	0	351,162	(351,162)	351,162
Total Other Expense	0	117,254	(117,254)	0	351,162	(351,162)	351,162
Net Other Income	11	(117,254)	117,264	131	(351,162)	351,293	(351,162)
Net Income	718,647	18,935	699,712	5,442,954	3,287,086	2,155,068	3,287,086

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison

Accrual Basis

June 2022

	Jun 22	Jun 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 - County of Placer TOT Funding	0.00	535,265.68	535,265.68	100.0%
4100-00 - TBD Assessment Revenue	587,247.08	0.00	922,342.08	156.0%
4200-00 - Membership Dues Revenue	6,057.57	10,724.17	-4,166.25	-48.6%
4260-00 - Revenues-Membership Activities				
4261-00 - Tues AM Breakfast Club				
4261-01 - Tues AM Breakfast Club Sponsors	0.00	1,000.00	-1,000.00	-100.0%
Total 4261-00 - Tues AM Breakfast Club	0.00	1,000.00	-1,000.00	-100.0%
4260-00 - Revenues-Membership Activities - Other	200.00	285.00	-65.00	-29.0%
Total 4260-00 - Revenues-Membership Activities	200.00	1,285.00	-1,085.00	-84.4%
4600 - Merchandise Sales				
4502-00 - Non-Retail VIC Income	148.99	529.00	380.01	71.0%
4504-00 - Retail Revenue - Other	0.00	0.00	0.00	0.0%
4500 - Merchandise Sales - Other	10,235.52	17,310.00	-7,074.48	-40.9%
Total 4600 - Merchandise Sales	10,384.51	17,839.00	-7,454.49	-41.8%
4720-00 - Miscellaneous	0.00	-15,263.69	15,263.69	100.0%
Total Income	609,184.51	-516,162.40	1,515,346.91	293.6%
Cost of Goods Sold				
62900 - Purchases - Retail Items	0.00	0.00	0.00	0.0%
Total COGS	0.00	0.00	0.00	0.0%
Gross Profit	609,184.51	-516,162.40	1,515,346.91	293.6%
Expense				
6000-00 - Salaries & Wages				
6020-00 - P/R - Tax Expense	4,028.62	5,421.60	-1,392.98	-26.7%
6030-00 - P/R - Health Insurance Expense	-1,071.28	11,950.22	-12,731.69	-100.2%
6040-00 - P/R - Workmans Comp	327.14	1,066.75	-529.65	-48.7%
6060-00 - 401 (k)	856.67	-7,525.11	8,381.78	111.4%
6070-00 - Other Benefits and Expenses	917.75	1,277.00	-359.24	-28.2%
6000-00 - Salaries & Wages - Other	56,966.39	31,724.00	25,235.43	79.6%
Total 6000-00 - Salaries & Wages	62,249.19	43,646.35	18,602.84	42.6%
6100-00 - Rent				
6110-00 - Utilities	872.64	715.55	157.39	22.0%
6140-00 - Repairs & Maintenance	66.75	66.75	0.00	0.0%
6150-00 - Office - Cleaning	1,020.00	0.00	1,230.00	205.0%
6100-00 - Rent - Other	14,017.00	11,810.21	2,198.79	18.6%
Total 6100-00 - Rent	16,966.69	13,222.51	3,588.18	27.1%
6310-00 - Telephone				
6320-00 - Telephone	1,523.71	2,694.72	-1,140.99	-42.6%
Total 6310-00 - Telephone	1,523.73	2,694.72	-1,140.99	-42.6%
6420-00 - Mail - USPS				
6420-00 - Mail - USPS	500.00	269.00	269.00	150.0%
6510-00 - Insurance/Bonding				
6520-00 - Supplies	306.00	268.92	37.08	13.8%
6520-00 - Supplies				
6523-00 - Supplies - Computer	0.00	251.11	-251.11	-100.0%
6520-00 - Supplies - Other	1,321.69	2,065.45	-1,584.87	-54.5%
Total 6520-00 - Supplies	1,321.50	3,157.56	-1,835.06	-58.2%
6610-00 - Depreciation				
6700-00 - Equipment Support & Maintenance	152.76	152.76	0.00	0.0%
6710-00 - Taxes, Licenses & Fees	2,383.55	2,574.13	-160.58	-6.4%
6740-00 - Equipment Rental/Leasing	4,415.44	1,844.15	3,371.29	322.0%
6900-00 - Professional Fees	365.01	949.63	-484.62	-57.0%
6910-00 - Professional Fees - Attorneys				
6910-00 - Professional Fees - Attorneys	1,000.00	2,020.00	-220.00	-10.0%
6921-00 - Professional Fees - Other	6,160.02	37,220.74	-31,114.72	-83.6%
Total 6900-00 - Professional Fees	7,966.02	39,240.74	-31,334.72	-79.6%
6920-00 - Programs				
6916-00 - Special Event Partnership	0.00	32,250.00	-32,250.00	-100.0%
6919-00 - Business Assoc. Grants	0.00	26,000.00	-26,000.00	-100.0%
Total 6920-00 - Programs	0.00	58,250.00	-58,250.00	-100.0%
6420-00 - Events				
6420-01 - Sponsorships				
6421-04 - Broken Arrow Skyrace	0.00	25,000.00	-25,000.00	-100.0%
6421-06 - Spartan	0.00	175,000.00	-175,000.00	-100.0%
6420-01 - Sponsorships - Other	0.00	48,000.00	48,000.00	100.0%
Total 6420-01 - Sponsorships	0.00	248,000.00	-248,000.00	-100.0%
6421-00 - New Event Development	0.00	10,000.00	-10,000.00	-100.0%
6424-00 - Event Operation Expenses	0.00	19,281.65	-19,281.65	-100.0%
Total 6420-00 - Events	0.00	276,181.65	-276,181.65	-100.0%
6423-00 - Membership Activities				
6442-00 - Public Relations/WebSite/Digital	990.07	619.00	471.07	93.0%
6444-00 - Tradat	0.00	0.00	0.00	0.0%
6423-00 - Membership Activities - Other	0.00	500.00	-500.00	-100.0%
Total 6423-00 - Membership Activities	990.07	1,100.00	-110.93	-10.7%
6730-00 - Marketing Cooperative/Media				
6740-00 - Media/Collateral/Production	89,827.73	0.00	50,827.73	100.0%
6742-00 - Non-NTL Co-Op Marketing Program	0.00	1,509.00	-1,509.00	-100.0%
6743-00 - Non-NTL Co-Op Marketing Program	6,025.00	870.73	7,754.27	850.6%
6743-00 - BACC Marketing Programs				
6743-01 - Year Round Shopping Campaign	2,063.33	0.00	2,063.33	100.0%
6743-07 - Winter Regional Campaign	0.00	4,400.00	-4,400.00	-100.0%
6743-09 - Summer Regional Campaign	2,063.33	37,652.00	-34,988.67	-92.5%
6743-00 - BACC Marketing Programs - Other	0.00	6,930.00	-6,930.00	-100.0%
Total 6743-00 - BACC Marketing Programs	5,326.66	49,402.00	-44,075.34	-89.2%
6750-00 - Business Association Grant				
6750-01 - Business Assoc Grant - HTBA	33,333.33	0.00	33,333.33	100.0%
6750-02 - Business Assoc Grant - TCDA	33,333.33	0.00	33,333.33	100.0%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison

June 2022

	Jun 22	Jun 21	\$ Change	% Change
Total 6750-00 - Business Association Grant	66,666.66	0.00	66,666.66	100.0%
7200-00 - Trade Shows/Travel	0.00	245.96	245.96	100.0%
8100-00 - Cost of Goods Sold				
81100 - Freight and Shipping Costs	0.00	141.66	-141.66	-100.0%
85900 - POS Inventory Adjustments	5.79	141.64	-135.85	-95.9%
8100-01 - COGS - Other	0.00	1,123.54	-1,123.54	-100.0%
8100-00 - Cost of Goods Sold - Other	1,5793.59	8,932.46	-3,841.87	-43.0%
Total 8100-00 - Cost of Goods Sold	5,0793.36	10,239.30	-5,242.52	-50.7%
8260-00 - Associate Relations	319.67	765.25	-50.79	-19.2%
8360-00 - Board Functions	2,531.64	672.50	2,309.14	371.0%
8590-00 - Credit Card Fees	282.17	483.29	-174.12	-37.6%
8690-00 - Additional Opportunities	26,416.60	4,797.34	33,213.34	692.3%
8700-00 - Automobile Expenses	143.61	270.03	-126.12	-46.7%
8760-00 - Meals/Meetings	1,582.21	118.95	1,465.26	1,252.9%
8810-00 - Dues & Subscriptions	2,426.63	6,602.70	-4,176.07	-71.6%
8820-00 - Bad Debt	0.00	-10,508.11	10,508.11	100.0%
Total Expense	286,546.30	495,803.41	-215,395.11	-43.4%
Net Ordinary Income	718,636.21	-1,012,065.81	1,730,702.02	171.0%
Other Income/Expense				
Other Income				
4700-00 - Revenues - Interest & Investment	10.79	11.12	-0.33	-3.0%
Total Other Income	10.79	11.12	-0.33	-3.0%
Other Expense				
8990-00 - Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net Other Income	10.79	11.12	-0.33	-3.0%
Net Income	718,647.00	-1,012,054.69	1,730,701.69	171.0%

North Lake Tahoe Resort Association
 Profit & Loss Budget Performance

Accrual Basis

TBID Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	982,542	457,143	525,399	5,660,812	4,723,178	937,634	4,723,178
4200-00 - Membership Dues Revenue	0	6,260	(6,260)	0	18,760	(18,760)	18,750
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	0	0	0	1,500	(1,500)	1,500
4250-03 - Summer/Winter Rec Luncheon	0	1,500	(1,000)	0	1,000	(1,000)	1,600
4261-00 - Tues AM Breakfast Club							
4251-01 - Tues AM Breakfast Club Sponsors	0	550	(650)	0	1,650	(1,650)	1,650
4251-00 - Tues AM Breakfast Club - Other	0	400	(400)	0	800	(800)	800
Total 4261-00 - Tues AM Breakfast Club	0	950	(950)	0	2,450	(2,450)	2,450
Total 4250-00 - Revenues-Membership Activities	0	1,950	(1,950)	0	4,950	(4,950)	4,950
4253-00 - Revenue- Other	0	500	(500)	0	1,500	(1,500)	1,500
4600 - Merchandise Sales							
4602-00 - Non-Retail VIC Income	149			355			
4600 - Merchandise Sales - Other	10,236	10,000	236	25,304	25,500	(196)	25,500
Total 4600 - Merchandise Sales	10,385	10,000	385	25,660	25,500	160	25,500
Total Income	992,927	475,843	517,084	5,686,472	4,773,873	912,599	4,773,873
Gross Profit	992,927	475,843	517,084	5,686,472	4,773,873	912,599	4,773,873
Expenses							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	2,262	2,617	(265)	7,020	8,093	(1,071)	8,093
5030-00 - P/R - Health Insurance Expense	(687)	3,195	(3,882)	7,229	9,585	(2,356)	9,585
5040-00 - P/R - Workmans Comp	420	555	(127)	1,565	1,665	300	1,665
5060-00 - 401 (k)	790	848	(51)	3,370	2,762	617	2,762
5070-00 - Other Benefits and Expenses	402	263	228	545	790	(244)	750
5000-00 - Salaries & Wages - Other	20,760	21,212	7,643	87,481	69,652	18,429	69,652
Total 5000-00 - Salaries & Wages	32,042	28,591	3,451	108,520	91,945	16,572	91,948
5100-00 - Rent							
5110-00 - Utilities	681	727	(46)	2,180	2,181	(1)	2,181
5160-00 - Office - Cleaning	1,497	330	1,157	2,189	1,491	698	1,491
5100-00 - Rent - Other	10,844	10,106	738	32,271	30,317	1,954	30,317
Total 5100-00 - Rent	13,012	11,163	1,049	36,640	33,988	2,652	33,988
5310-00 - Telephone							
5320-00 - Telephone	728	616	113	2,064	1,847	218	1,847
Total 5310-00 - Telephone	728	616	113	2,064	1,847	218	1,847
5420-00 - Mail - USPS	0	33	(33)	0	83	(83)	83
5620-00 - Supplies	875	417	558	2,499	1,250	1,249	1,250
5710-00 - Taxes, Licenses & Fees	50	19,667	(19,617)	1,510	56,000	(54,490)	56,000
5740-00 - Equipment Rental/Leasing	227	83	144	1,050	250	800	250
5800-00 - Training Seminars	0	0	0	105	0	105	0
5850-00 - Artist of Month - Commissions	0	107	(107)	0	600	(600)	500
6020-00 - Programs							
6018-00 - Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
Total 6020-00 - Programs	0	0	0	10,000	20,000	(10,000)	20,000
6423-00 - Membership Activities							
6437-00 - Tuesday Morning Breakfast Club	0	500	(500)	0	500	(500)	500
6442-00 - Public Relations/Website/Digital	990	990	0	2,580	2,970	(390)	2,970
Total 6423-00 - Membership Activities	990	1,490	(500)	2,580	3,470	(890)	3,470
6730-00 - Marketing Cooperative/Media	59,828	59,828	0	275,006	320,972	(45,966)	320,972
6740-00 - Media/Collateral/Production	0	3,500	(3,500)	0	3,500	(3,500)	3,500
6742-00 - Non-NLT Co-Op Marketing Program	8,625	8,500	125	25,360	25,500	(140)	25,500
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	2,863	2,000	663	7,599	6,000	1,599	6,000
6743-03 - Winter Lakeside Campaign	0	0	0	3,345	0	3,345	0
6743-04 - Summerlong Music Campaign	0	14,000	(14,000)	3,578	20,000	(16,322)	20,000
6743-05 - Summer Mountain Campaign	0	14,000	(14,000)	0	20,000	(20,000)	20,000
6743-08 - Summer Regional Campaign	2,863	0	2,863	11,952	0	11,952	0
Total 6743-00 - BACC Marketing Programs	5,327	30,000	(24,673)	26,864	46,000	(19,136)	46,000
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - NTBA	25,000			25,000			
6750-02 - Business Assn Grant - TCDA	25,000			25,000			
Total 6750-00 - Business Association Grant	50,000			50,000			
8100-00 - Cost of Goods Sold							
8110 - Freight and Shipping Costs	0	125	(125)	0	375	(375)	375
88900 - POS Inventory Adjustments	6	0	6	179	0	179	0
8100-00 - Cost of Goods Sold - Other	5,091	5,000	91	12,050	12,760	(100)	12,760
Total 8100-00 - Cost of Goods Sold	5,096	5,125	(29)	12,829	13,125	(297)	13,125
8200-00 - Associate Relations	149	33	115	179	100	79	100
8500-00 - Credit Card Fees	284	526	(241)	751	1,354	(602)	1,354
8900-00 - Additional Opportunitis	28,416	109,150	(80,734)	28,416	313,150	(284,734)	313,150

5:39 PM

07/21/22

North Lake Tahoe Resort Association
 Profit & Loss Budget Performance

Accrual Basis

TBID Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Budget
8700-00 - Automobile Expenses	165	97	6	243	207	36	207
8750-00 - Meals/Meetings	82	85	(3)	82	95	(13)	95
8810-00 - Dues & Subscriptions	1,300	3	1,297	1,300	99	1,201	99
Total Expense	207,236	278,072	(70,835)	565,998	933,437	(347,439)	933,437
Net Ordinary Income	785,691	197,774	587,920	5,100,473	3,840,440	1,260,033	3,840,440
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	11			22			
Total Other Income	11			22			
Other Expense							
8990-00 - Allocated	53,040	48,707	4,333	172,539	146,122	26,417	146,122
Total Other Expense	53,040	48,707	4,333	172,539	146,122	26,417	146,122
Net Other Income	(53,029)	(48,707)	(4,322)	(172,517)	(146,122)	(26,395)	(146,122)
Net Income	732,661	149,064	583,597	4,927,956	3,694,319	1,233,638	3,694,319

North Lake Tahoe Resort Association Profit & Loss Budget Performance

91 - Marketing, Promotions, & Events

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TRID Assessment Revenue	515,835	240,000	275,835	2,971,926	2,479,656	492,250	2,479,656
Total Income	<u>515,835</u>	<u>240,000</u>	<u>275,835</u>	<u>2,971,926</u>	<u>2,479,656</u>	<u>492,250</u>	<u>2,479,656</u>
Gross Profit	515,835	240,000	275,835	2,971,926	2,479,656	492,250	2,479,656
Expense							
6000-00 - Salaries & Wages							
6020-00 - P/R - Tax Expense	1,027	1,181	(144)	4,668	4,085	592	4,085
6030-00 - P/R - Health Insurance Expense	(793)	3,000	(3,793)	6,822	9,003	(2,071)	9,300
6040-00 - P/R - Workers Comp	91	250	(159)	1,636	750	346	750
6060-00 - 401 (b)	530	472	57	2,217	1,634	583	1,634
6070-00 - Other Benefits and Expenses	56	175	(119)	102	525	(423)	825
6090-00 - Salaries & Wages - Other	15,951	11,612	4,339	51,833	40,852	10,981	40,852
Total 6000-00 - Salaries & Wages	<u>16,855</u>	<u>16,691</u>	<u>(25)</u>	<u>66,830</u>	<u>56,847</u>	<u>9,991</u>	<u>56,847</u>
5100-00 - Rent							
5110-00 - Utilities	161	256	(95)	500	767	(267)	767
5160-00 - Office - Cleaning	287	322	(35)	704	667	(33)	967
5100-00 - Rent - Other	2,863	3,182	(710)	7,317	9,545	(2,220)	9,545
Total 5100-00 - Rent	<u>2,911</u>	<u>3,760</u>	<u>(649)</u>	<u>8,520</u>	<u>11,779</u>	<u>(2,759)</u>	<u>11,779</u>
5310-00 - Telephone							
5320-00 - Telephone	470	404	75	1,195	1,211	(16)	1,211
Total 5310-00 - Telephone	<u>470</u>	<u>404</u>	<u>75</u>	<u>1,195</u>	<u>1,211</u>	<u>(16)</u>	<u>1,211</u>
5420-00 - Mail - USPS	0	17	(17)	0	33	(33)	33
5620-00 - Supplies	113	0	113	340	0	340	0
5710-00 - Taxes, Licenses & Fees	0	0	0	611	0	611	0
5740-00 - Equipment Rental/Leasing	115	0	115	832	0	832	0
6020-00 - Programs							
6018-00 - Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
Total 6020-00 - Programs	<u>0</u>	<u>0</u>	<u>0</u>	<u>10,000</u>	<u>20,000</u>	<u>(10,000)</u>	<u>20,000</u>
6730-00 - Marketing Cooperative/Media	59,828	59,820	0	275,005	320,972	(45,966)	320,972
6742-00 - Non-NLT Co-Op Marketing Program	0,625	8,500	32%	29,335	24,009	435	24,000
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Sledding Campaign	2,693	2,000	693	7,869	6,000	1,869	6,000
6743-03 - Winter Lakeside Campaign	0	0	0	3,345	0	3,345	0
6743-04 - Summerlong Music Campaign	0	14,000	(14,000)	3,670	20,000	(16,322)	20,000
6743-05 - Summer Mountain Campaign	0	14,800	(14,800)	0	20,000	(20,000)	20,000
6743-06 - Summer Regional Campaign	2,602	0	2,602	11,952	0	11,952	0
Total 6743-00 - BACC Marketing Programs	<u>5,295</u>	<u>20,000</u>	<u>(24,675)</u>	<u>20,654</u>	<u>46,000</u>	<u>(10,150)</u>	<u>46,000</u>
8200-00 - Associate Relations	0	33	(33)	0	100	(100)	100
8700-00 - Automobile Expenses	77	50	27	186	150	34	150
8750-00 - Meals/Meetings	82	0	82	82	0	82	0
8810-00 - Clubs & Subscriptions	1,300	0	1,300	1,300	0	1,300	0
Total Expense	<u>95,721</u>	<u>119,262</u>	<u>(23,541)</u>	<u>410,807</u>	<u>481,492</u>	<u>(94,585)</u>	<u>481,492</u>
Net Ordinary Income	<u>420,114</u>	<u>120,738</u>	<u>299,395</u>	<u>2,555,110</u>	<u>1,898,176</u>	<u>650,943</u>	<u>1,898,176</u>
Other Income/Expense							
Other Income							
4700-00 - Revenues-Interest & Investment	11			22			
Total Other Income	<u>11</u>			<u>22</u>			
Other Expense							
8993-00 - Allocated	20,591	17,300	3,192	65,959	52,199	13,771	52,199
Total Other Expense	<u>20,591</u>	<u>17,300</u>	<u>3,192</u>	<u>65,959</u>	<u>52,199</u>	<u>13,771</u>	<u>52,199</u>
Net Other Income	<u>(20,580)</u>	<u>(17,300)</u>	<u>(3,181)</u>	<u>(65,947)</u>	<u>(52,199)</u>	<u>(13,741)</u>	<u>(52,199)</u>
Net Income	<u>399,534</u>	<u>103,438</u>	<u>296,214</u>	<u>2,489,172</u>	<u>1,845,970</u>	<u>643,194</u>	<u>1,845,970</u>

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

92 - Visitor Services & Visitor Centers

	Jun 22	Budget	\$ Over Budget	Jul 21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TRD Assessment Revenue	71,720	33,371	38,354	413,239	344,792	68,447	344,792
46000 - Merchandise Sales							
4602-00 - Non-Retail VIC Income	140			329			
46000 - Merchandise Sales - Other	10,238	10,000	236	25,394	25,500	(106)	25,500
Total 46000 - Merchandise Sales	10,388	10,000	388	25,660	25,000	660	25,500
Total Income	82,110	43,371	38,739	438,899	370,292	68,607	370,292
Gross Profit	82,110	43,371	38,739	438,899	370,292	68,607	370,292
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	1,157	1,206	(49)	3,056	3,738	(682)	3,738
5030-00 - P/R - Health Insurance Expense	100	70	30	206	210	(6)	210
5040-00 - P/R - Workers Comp	333	300	33	857	900	(43)	900
5050-00 - 401 (k)	236	310	(74)	1,059	1,020	39	1,020
5070-00 - Other Benefits and Expenses	416	68	348	424	290	134	290
5090-00 - Salaries & Wages - Other	11,853	8,500	3,353	32,630	26,500	7,130	26,500
Total 5000-00 - Salaries & Wages	14,126	10,853	3,273	38,322	31,618	6,704	31,618
5100-00 - Rent							
5110-00 - Utilities	410	465	(55)	1,331	1,365	(34)	1,365
5160-00 - Office - Cleaning	1,025	0	1,025	1,025	509	516	509
5100-00 - Rent - Other	6,650	6,940	(290)	19,822	20,543	(721)	20,543
Total 5100-00 - Rent	8,085	7,373	712	22,164	22,438	(273)	22,438
5310-00 - Telephone							
5320-00 - Telephone	108	202	(94)	358	605	(246)	605
Total 5310-00 - Telephone	108	202	(94)	358	605	(246)	605
5420-00 - Mail - USPS	0	17	(17)	0	50	(50)	50
5520-00 - Supplies	785	750	35	1,938	750	1,188	750
5710-00 - Taxes, Licenses & Fees	50	0	50	131	0	131	0
5740-00 - Equipment Rental/Leasing	34	63	(29)	158	188	(32)	188
5860-00 - Artist of Month - Commissions	0	167	(167)	0	500	(500)	500
6740-00 - Media/Collateral/Production	0	3,800	(3,800)	0	3,800	(3,800)	3,800
6742-00 - Non-ILT Co-Op Marketing Program	0	200	(200)	10	600	(590)	600
8100-00 - Cost of Goods Sold							
8110 - Freight and Shipping Costs	0	125	(125)	0	375	(375)	375
89300 - POS Inventory Adjustments	6	0	6	179	0	179	0
8100-00 - Cost of Goods Sold - Other	5,051	5,000	51	12,650	12,750	(100)	12,750
Total 8100-00 - Cost of Goods Sold	5,057	5,125	(68)	12,650	13,125	(475)	13,125
8200-00 - Associate Relations	143	0	143	179	0	179	0
8600-00 - Credit Card Fees	284	475	(191)	742	1,204	(461)	1,204
8600-00 - Additional Opportunities	0	3,000	(3,000)	0	15,000	(15,000)	15,000
8700-00 - Automobile Expenses	28	42	(14)	59	42	17	42
8710-00 - Meals/Entertains	3	60	(57)	0	50	(47)	50
8810-00 - Dues & Subscriptions	0	0	0	0	90	(90)	90
Total Expense	28,729	50,971	(2,246)	76,938	89,765	(12,827)	89,769
Net Ordinary Income	53,381	12,400	40,981	261,961	280,527	81,434	280,523
Other Income/Expense							
Other Expense							
8950-00 - Allocated	2,871	3,245	(374)	14,692	9,734	4,958	9,734
Total Other Expense	2,871	3,245	(374)	14,692	9,734	4,958	9,734
Net Other Income	(2,871)	(3,245)	374	(14,692)	(8,734)	(4,958)	(9,734)
Net Income	50,510	9,155	41,355	247,269	271,793	76,500	270,789

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

93 - Business Advocacy & Support

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	14,040	25,143	26,899	311,345	259,775	51,570	263,775
4200-00 - Membership Dues Revenue	0	6,250	(6,250)	0	18,750	(18,750)	18,750
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	0	0	0	1,500	(1,500)	1,500
4250-03 - Summer/Winter Rec Luncheon	0	1,000	(1,000)	0	1,000	(1,000)	1,000
4251-00 - Tues AM Breakfast Club							
4251-01 - Tues AM Breakfast Club Sponsors	0	500	(500)	0	1,600	(1,600)	1,600
4251-02 - Tues AM Breakfast Club - Other	0	400	(400)	0	800	(800)	800
Total 4251-00 - Tues AM Breakfast Club	0	900	(900)	0	2,400	(2,400)	2,400
Total 4200-00 - Revenues-Membership Activities	0	1,950	(1,950)	0	4,950	(4,950)	4,950
4252-00 - Revenue- Other	0	900	(900)	0	1,500	(1,500)	1,500
Total Income	14,040	33,843	20,107	311,345	284,975	26,370	284,975
Gross Profit	14,040	33,843	20,107	311,345	284,975	26,370	284,975
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	58	80	(32)	108	270	(74)	270
5030-00 - P/R - Health Insurance Expense	11	125	(114)	11	375	(364)	375
5040-00 - P/R - Workmans Comp	4	5	(1)	13	15	(12)	15
5050-00 - 401 (k)	38	26	12	162	194	(19)	194
5070-00 - Other Benefits and Expenses	20	5	15	20	15	5	15
5080-00 - Salaries & Wages - Other	927	900	27	3,018	2,700	318	2,700
Total 5000-00 - Salaries & Wages	1,054	1,161	(110)	3,361	3,480	(122)	3,480
5100-00 - Rent							
5110-00 - Utilities	51	0	45	159	19	130	19
5160-00 - Office - Cleaning	51	8	83	223	24	199	24
5180-00 - Rent - Other	865	76	809	2,813	226	2,385	226
Total 5100-00 - Rent	1,027	84	936	2,865	272	2,723	272
5310-00 - Telephone							
5320-00 - Telephone	68	10	58	249	30	218	30
Total 5310-00 - Telephone	68	10	58	249	30	218	30
5520-00 - Supplies	35	167	(131)	108	500	(392)	500
5710-00 - Taxes, Licenses & Fees	0	0	0	141	0	141	0
5740-00 - Equipment Rental/Leasing	37	21	16	169	12	106	12
5800-00 - Training Seminars	0			105			
6423-00 - Membership Activities							
6437-00 - Tuesday Morning Breakfast Club	0	500	(500)	0	500	(500)	500
6442-00 - Public Relations/Website/Digital	990	890	100	2,580	2,970	(390)	2,970
Total 6423-00 - Membership Activities	990	1,390	(400)	2,580	3,470	(890)	3,470
6742-00 - Non-ILT Co-Op Marketing Program	0			15			
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - HYBA	20,000			20,000			
6750-02 - Business Assn Grant - TCDA	20,000						
Total 6750-00 - Business Association Grant	40,000			40,000			
8500-00 - Credit Card Fees	0	50	(50)	9	150	(141)	150
8550-00 - Additional Opportunities	0	22,000	(22,000)	0	64,000	(64,000)	64,000
8700-00 - Automobile Expenses	0	5	(5)	0	15	(15)	15
8750-00 - Meals/Meetings	0	5	(5)	0	15	(15)	15
8810-00 - Dues & Subscriptions	0	3	(3)	0	9	(9)	9
Total Expense	43,208	26,002	19,206	49,731	72,000	(22,275)	72,000
Net Ordinary Income	10,832	7,841	1,591	261,614	212,968	48,645	212,968
Other Income/Expense							
Other Expense							
8890-00 - Allocated	2,643	2,602	(55)	8,751	7,900	845	7,900
Total Other Expense	2,643	2,602	(55)	8,751	7,900	845	7,900
Net Other Income	(2,643)	(2,602)	59	(8,751)	(7,900)	(845)	(7,900)
Net Income	8,208	6,239	2,050	252,863	205,162	47,700	205,162

6:35 PM

07/21/22

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

94 - Zone 1 Services

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBD Assessment Revenue	145,416	67,557	77,759	637,600	699,030	139,770	699,030
Total Income	145,416	67,557	77,759	637,600	699,030	139,770	699,030
Gross Profit	145,416	67,557	77,759	637,600	699,030	139,770	699,030
Expense							
5100-00 - Rent							
5100-00 - Utilities	12	0	12	37	0	37	0
5100-00 - Office - Cleaning	21			61			
5100-00 - Rent - Other	169			504			
Total 5100-00 - Rent	202	0	202	502	0	502	0
5310-00 - Telephone							
5325-00 - Telephone	15	0	15	52	0	52	0
Total 5310-00 - Telephone	15	0	15	52	0	52	0
5520-00 - Supplies	8	0	8	25	0	25	0
5710-00 - Taxes, Licenses & Fees	0	0	0	141	0	141	0
5740-00 - Equipment Rental/Leasing	8	0	8	30	0	30	0
6700-00 - Business Association Grant							
6700-01 - Business Assn Grant - NTHA	5,000			5,000			
6700-02 - Business Assn Grant - TCDA	5,000			5,000			
Total 6700-00 - Business Association Grant	10,000			10,000			
8600-00 - Additional Opportunities	0	45,400	(45,400)	0	135,400	(135,400)	135,400
Total Expense	10,233	45,400	(35,167)	10,056	135,400	(124,550)	135,400
Net Ordinary Income	135,183	22,257	112,926	626,951	563,630	263,320	563,630
Other Income/Expense							
Other Expense							
5050-00 - Allocated	5,604	4,693	911	18,579	14,679	3,900	14,679
Total Other Expense	5,604	4,693	911	18,579	14,679	3,900	14,679
Net Other Income	(5,604)	(4,693)	(911)	(18,579)	(14,679)	13,000)	(14,679)
Net Income	129,379	17,364	112,015	608,372	548,952	249,420	548,952

5:35 PM

07/21/22

Accrual Basis

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

96 - Economic Development, Transportation, & Other

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	74,673	34,743	39,930	430,222	358,962	71,260	358,962
Total Income	74,673	34,743	39,930	430,222	358,962	71,260	358,962
Gross Profit	74,673	34,743	39,930	430,222	358,962	71,260	358,962
Expense							
5100-00 - Rent							
5110-00 - Utilities	27	0	27	65	0	65	0
5160-00 - Office - Cleaning	49	0	49	120	0	120	0
5100-00 - Rent - Other	394	0	394	1,176	0	1,176	0
Total 5100-00 - Rent	471	0	471	1,361	0	1,361	0
5310-00 - Telephone							
5320-00 - Telephone	34	0	34	122	0	122	0
Total 5310-00 - Telephone	34	0	34	122	0	122	0
5520-00 - Supplies	19	0	19	58	0	58	0
5710-00 - Taxes, Licenses & Fees	0	0	0	212	0	212	0
5740-00 - Equipment Rental/Leasing	20	0	20	91	0	91	0
6600-00 - Additional Opportunit	0	20,000	(20,000)	0	69,000	(69,000)	69,000
Total Expense	544	20,000	(20,456)	1,664	69,000	(67,136)	69,000
Net Ordinary Income	74,129	5,743	68,386	428,357	289,962	138,396	289,962
Other Income/Expense							
Other Expense							
8590-00 - Allocated	2,957	2,493	464	9,457	7,460	1,997	7,480
Total Other Expense	2,957	2,493	464	9,457	7,460	1,997	7,480
Net Other Income	(2,957)	(2,493)	(464)	(9,457)	(7,460)	(1,997)	(7,480)
Net Income	71,172	3,249	67,923	418,899	282,481	136,409	282,481

5:36 PM

07/21/22

Accrual Basis

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

96 - Sustainability & Mitigation of Tourism Impacts

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	32,424	15,065	17,338	186,807	155,855	30,942	155,855
Total Income	32,424	15,065	17,338	186,807	155,855	30,942	155,855
Gross Profit	32,424	15,065	17,338	186,807	155,855	30,942	155,855
Expense							
5100-00 - Rent							
5110-00 - Utilities	20	0	20	51	0	51	0
5160-00 - Office - Cleaning	35	0	35	66	0	66	0
5100-00 - Rent - Other	282	0	282	640	0	640	0
Total 5100-00 - Rent	336	0	336	657	0	657	0
5310-00 - Telephone							
5320-00 - Telephone	24	0	24	67	0	67	0
Total 5310-00 - Telephone	24	0	24	67	0	67	0
5520-00 - Supplies	14	0	14	41	0	41	0
5710-00 - Taxes, Licenses & Fees	0	0	0	212	0	212	0
5740-00 - Equipment Rental/Leasing	14	0	14	65	0	65	0
8600-00 - Additional Opportunities	28,416	9,750	18,666	28,416	29,750	(1,334)	29,750
Total Expense	28,804	9,750	19,054	29,608	29,750	58	29,750
Net Ordinary Income	3,610	5,336	(1,710)	156,990	126,115	30,864	126,115
Other Income/Expense							
Other Expense							
8990-00 - Allocated	1,275	1,075	200	4,081	3,225	856	3,225
Total Other Expense	1,275	1,075	200	4,081	3,225	856	3,225
Net Other Income	(1,275)	(1,075)	(200)	(4,081)	(3,225)	(856)	(3,225)
Net Income	2,345	4,261	(1,916)	152,917	122,890	30,028	122,890

5:35 PM

07/21/22

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

97 - Administration

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	49,127	22,857	26,270	283,041	236,159	46,882	236,159
Total Income	49,127	22,857	26,270	283,041	236,159	46,882	236,159
Gross Profit	49,127	22,857	26,270	283,041	236,159	46,882	236,159
Net Ordinary Income	49,127	22,857	26,270	283,041	236,159	46,882	236,159
Other Income/Expense							
Other Expense							
8900-00 - Allocated	17,000	17,000	0	51,000	51,000	0	51,000
Total Other Expense	17,000	17,000	0	51,000	51,000	0	51,000
Net Other Income	(17,000)	(17,000)	0	(51,000)	(51,000)	0	(51,000)
Net Income	32,127	5,857	26,270	232,041	185,159	46,882	185,159

North Lake Tahoe Resort Association
 Profit & Loss Budget Performance

Accrual Basis

98 - County Admin Fee

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Total Income	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Gross Profit	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Expense							
6710-00 - Taxes, Licenses & Fees	0	18,607	(18,607)	0	56,000	(56,000)	56,000
Total Expense	0	18,607	(18,607)	0	56,000	(56,000)	56,000
Net Ordinary Income	19,651	(9,524)	29,175	113,216	38,464	74,753	38,464
Net Income	19,651	(9,524)	29,175	113,216	38,464	74,753	38,464

5:36 PM

07/21/22

North Lake Tahoe Resort Association
 Profit & Loss Budget Performance

Accrual Basis

99 - Contingency/Reserve

	Jun 22	Budget	\$ Over Budget	Jun '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Total Income	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Gross Profit	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Net Ordinary Income	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Net Income	19,651	9,143	10,508	113,216	94,464	18,753	94,464

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

TOT Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4000-00 - County of Placer TOT Funding	0	33,067	(33,067)	3,202,601	3,399,206	(193,204)	3,399,206
46000 - Merchandise Sales							
4602-00 - Non-Retail VIC Income	0	0	0	1,480	0	1,480	0
46000 - Merchandise Sales - Other	0	0	0	79,543	59,503	16,043	59,503
Total 46000 - Merchandise Sales	0	0	0	77,040	59,500	17,540	59,500
Total Income	0	33,067	(33,067)	3,279,641	3,454,706	(175,743)	3,454,706
Gross Profit	0	33,392	(33,052)	3,279,941	3,454,706	(175,743)	3,454,706
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	117	750	(693)	21,400	65,993	(44,593)	65,993
5030-00 - P/R - Health Insurance Expense	22	1,197	(1,174)	53,220	91,647	(58,551)	91,647
5040-00 - P/R - Workmans Comp	8	26	(17)	4,387	6,306	(14,911)	6,306
5050-00 - 401 (k)	242	321	(55)	9,188	22,019	(12,833)	22,019
5070-00 - Other Benefits and Expenses	40	45	(19)	1,622	3,601	(2,239)	3,601
5080-00 - Salaries & Wages - Other	1,853	7,677	(5,874)	240,346	655,631	(411,485)	655,631
Total 5000-00 - Salaries & Wages	2,260	10,024	(7,751)	210,232	851,939	(532,707)	851,939
5100-00 - Rent							
5110-00 - Utilities	31	25	6	7,895	6,362	(485)	6,362
5140-00 - Repairs & Maintenance	0	15	(15)	3,172	6,046	(2,874)	6,046
5180-00 - Office - Cleaning	56	40	16	2,956	5,483	(2,527)	5,483
5100-00 - Rent - Other	491	375	76	85,750	98,062	(12,313)	98,062
Total 5100-00 - Rent	538	459	89	99,773	117,859	(18,181)	117,954
5310-00 - Telephone							
5320-00 - Telephone	48	61	(52)	11,031	14,642	(2,811)	14,642
5360-00 - Internet	0	0	0	260	0	260	0
5310-00 - Telephone - Other	0	0	0	5	5	0	5
Total 5310-00 - Telephone	48	61	(32)	12,198	14,647	(2,449)	14,642
5420-00 - Mail - USPS							
5470-00 - Mail - UPS	0	4	(4)	0	50	(50)	50
5480-00 - Mail - Fed Ex	0	4	(4)	221	50	171	50
5420-00 - Mail - USPS - Other	0	0	0	691	300	391	330
Total 5420-00 - Mail - USPS	0	8	(8)	912	400	512	400
5510-00 - Insurance/Bonding	0	0	0	232	0	232	0
5520-00 - Supplies							
5525-00 - Supplies - Computer	0	0	0	446	6,925	(6,479)	6,925
5520-00 - Supplies - Other	22	417	(385)	5,755	16,252	(10,509)	16,253
Total 5520-00 - Supplies	22	417	(385)	6,201	23,188	(16,987)	23,188
5700-00 - Equipment Support & Maintenance	0	0	0	0	150	(150)	150
5710-00 - Taxes, Licenses & Fees	0	19	(19)	462	545	(63)	545
5740-00 - Equipment Rental/Leasing	22	60	(43)	2,677	2,503	(726)	2,603
5800-00 - Training Seminars	0	0	0	1,263	750	513	750
5830-00 - Artist of Month - Commissions	0	0	0	1,744	1,500	244	1,500
5900-00 - Professional Fees							
5910-00 - Professional Fees - Attorneys	0	0	0	0	6,125	(6,125)	6,125
5921-00 - Professional Fees - Other	0	633	(633)	21,957	11,125	10,832	11,125
Total 5900-00 - Professional Fees	0	633	(633)	21,957	17,250	4,707	17,250
6020-00 - Programs							
6018-00 - Special Event Partnership	0	0	0	42,720	59,050	(7,233)	59,050
6019-00 - Business Assoc. Grants	0	0	0	10,600	20,000	(10,000)	20,000
Total 6020-00 - Programs	0	0	0	52,720	79,050	(17,280)	79,050
6420-00 - Events							
6420-01 - Sponsorships							
6421-01 - 4th of July Fireworks	0	0	0	106,000	36,000	70,000	36,000
6421-04 - Broken Arrow Bkyrace	0	0	0	16,000	25,400	19,600	25,400
6421-06 - Spurton	0	0	0	109,100	176,400	(10,300)	179,400
6421-07 - Tahoe Lacrosse Tournament	0	0	0	0	6,000	(6,000)	6,000
6421-10 - Water/WonderGrass - Tahoe	0	0	0	50,400	25,400	25,000	25,400
6421-13 - Lake Tahoe Dance Collective	0	0	0	15,000	0	15,000	0
6421-17 - Enduro	0	0	0	0	80,000	(80,000)	80,000
6421-14 - Sponsorships - Other	0	0	0	39,000	62,800	(23,800)	62,800
Total 6420-01 - Sponsorships	0	0	0	418,500	411,000	7,500	411,000
6421-00 - New Event Development	0	0	0	51,000	102,075	(66,075)	102,075
6424-00 - Event Operational Expenses	0	0	0	643	1,500	(957)	1,500
Total 6420-00 - Events	0	0	0	452,043	514,575	(62,532)	514,575
6730-00 - Marketing Cooperative/Media	0	0	0	824,094	871,276	(40,284)	871,276
6740-00 - Media/Content/Production	0	0	0	0	15,000	(15,000)	15,000
6742-00 - Non-NLT Co-Op Marketing Program	0	0	0	60,624	54,600	6,024	54,600
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	0	0	0	21,551	14,000	7,551	14,000
6743-03 - Winter Lakecide Campaign	0	0	0	10,621	20,000	(4,797)	20,000
6743-04 - Summer/Long Music Campaign	0	0	0	4,031	0	4,031	0
6743-05 - Summer Regional Campaign	0	0	0	10,117	0	10,117	0
Total 6743-00 - BACC Marketing Programs	0	0	0	55,219	34,000	21,219	34,000
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - NTRA	0,333	6,333	(6)	100,000	100,000	(0)	100,000
6750-02 - Business Assn Grant - TCDA	8,333	6,333	(0)	100,000	100,000	(0)	100,000
Total 6750-00 - Business Association Grant	10,667	16,667	(0)	200,000	200,000	(0)	200,000
8100-00 - Cost of Goods Sold							
8110 - Freight and Shipping Costs	0	0	0	1,404	1,125	285	1,125
82800 - Purchase Discounts	0	0	0	(73)	0	(73)	0
85900 - POS Inventory Adjustments	0	0	0	(91)	0	(91)	0
8100-01 - COGS - Other	0	0	0	580	0	580	0
8100-00 - Cost of Goods Sold - Other	0	0	0	39,401	29,762	9,639	29,762
Total 8100-00 - Cost of Goods Sold	0	0	0	41,225	30,875	10,350	30,875
8200-00 - Associate Relations	0	5	(5)	353	585	(232)	585

9:41 PM

07/21/22

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

TOT Departments

	Jul 22	Budget	\$ Over Budget	Jul 21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
0500-00 - Credit Card Fees	0	0	0	1,067	2,797	(1,730)	2,797
0600-00 - Additional Opportunities	0	833	(833)	25,025	47,500	(22,475)	47,500
0700-00 - Automobile Expenses	0	50	(50)	533	2,400	(1,867)	2,400
0750-00 - Meals/Meetings	0	104	(104)	52	2,035	(1,983)	2,035
0810-00 - Dues & Subscriptions	0	8	(8)	170	2,350	(1,179)	2,350
0910-00 - Travel	0	0	0	363	3,730	(3,367)	3,730
Total Expense	10,681	29,189	(18,508)	2,180,732	2,892,267	(701,535)	2,892,267
Net Ordinary Income	(19,991)	3,482	(23,473)	1,699,209	572,510	525,793	572,510
Other Income/Expense							
Other Income							
4700-00 - Revenues-Interest & Investment	0			109	0	109	0
Total Other Income	0			109	0	109	0
Other Expense							
0900-00 - Allocated	606	3,482	(2,756)	503,990	572,510	(11,470)	572,510
Total Other Expense	606	3,482	(2,756)	503,990	572,510	(11,470)	572,510
Net Other Income	(606)	(3,482)	2,706	(653,881)	(572,510)	(11,361)	(572,510)
Net Income	(20,597)	(0)	(20,597)	614,428	(9)	514,429	(9)

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

Accrual Basis

11 - Marketing

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	0	0	2,061,440	2,168,080	(126,632)	2,168,080
Total Income	0	0	0	2,061,440	2,168,080	(126,632)	2,168,080
Gross Profit	0	0	0	2,061,440	2,168,080	(126,632)	2,168,080
Expense							
6000-00 - Salaries & Wages							
6020-00 - PIR - Tax Expense	0	0	0	9,596	21,534	(11,939)	21,534
6030-00 - PIR - Health Insurance Expense	0	0	0	17,291	37,080	(19,789)	37,080
6040-00 - PIR - Workers Comp	0	0	0	961	1,159	(199)	1,159
6060-00 - 401 (k)	0	0	0	4,235	8,614	(4,379)	8,614
6070-00 - Other Benefits and Expenses	0	0	0	1,373	1,092	281	1,092
6000-00 - Salaries & Wages - Other	0	0	0	120,784	216,344	(94,560)	216,344
Total 6000-00 - Salaries & Wages	0	0	0	154,239	284,822	(130,584)	284,822
6100-00 - Rent							
6110-00 - Utilities	0	0	0	2,061	1,125	936	1,125
6140-00 - Repairs & Maintenance	0	0	0	897	675	222	675
6160-00 - Office - Cleaning	0	0	0	2,290	1,698	602	1,698
6100-00 - Rent - Other	0	0	0	23,245	18,750	4,495	18,750
Total 6100-00 - Rent	0	0	0	28,494	22,237	6,257	22,237
6310-00 - Telephone							
6320-00 - Telephone	0	0	0	7,039	5,205	1,834	5,205
6350-00 - Internet	0	0	0	380			
Total 6310-00 - Telephone	0	0	0	7,399	5,205	2,194	5,205
6420-00 - Mail - USPS							
6480-00 - Mail - Fed Ex	0	0	0	85			
6420-00 - Mail - USPS - Other	0	0	0	290	0	290	0
Total 6420-00 - Mail - USPS	0	0	0	383	0	383	0
6510-00 - Insurance/Bonding	0	0	0	131			
6520-00 - Supplies							
6526-00 - Supplies - Computer	0	0	0	46	3,750	(3,710)	3,750
6520-00 - Supplies - Other	0	0	0	1,071	0	1,071	0
Total 6520-00 - Supplies	0	0	0	1,111	3,750	(2,639)	3,750
6700-00 - Equipment Support & Maintenance	0	0	0	0	113	(113)	113
6710-00 - Taxes, Licenses & Fees	0	0	0	69	113	(43)	113
6740-00 - Equipment Rental/Leasing	0	0	0	1,028	750	279	750
6800-00 - Training Seminars	0	0	0	1,049	0	1,049	0
6900-00 - Professional Fees							
6910-00 - Professional Fees - Attorneys	0	0	0	0	1,125	(1,125)	1,125
6921-00 - Professional Fees - Other	0	0	0	0	1,125	(1,125)	1,125
Total 6900-00 - Professional Fees	0	0	0	0	2,250	(2,250)	2,250
6020-00 - Programs							
6016-00 - Special Event Partnership	0	0	0	42,720	50,000	(7,280)	50,000
6018-00 - Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
Total 6020-00 - Programs	0	0	0	62,720	70,000	(17,280)	70,000
6420-00 - Events							
6420-01 - Sponsorships							
6421-01 - 4th of July Fireworks	0	0	0	100,000	50,000	70,000	30,000
6421-04 - Broken Arrow Skyrace	0	0	0	45,000	25,400	19,600	25,400
6421-06 - Spartan	0	0	0	169,100	179,400	(10,300)	179,400
6421-07 - Tahoe Lacrosse Tournament	0	0	0	0	8,000	(8,000)	8,000
6421-10 - WinterWonderGrass - Tahoe	0	0	0	50,400	25,400	25,000	25,400
6421-15 - Lake Tahoe Dance Collective	0	0	0	15,000			
6421-17 - Enduro	0	0	0	0	80,000	(80,000)	80,000
6421-18 - Sponsorships - Other	0	0	0	39,000	62,800	(23,800)	62,800
Total 6420-01 - Sponsorships	0	0	0	419,500	411,000	7,500	411,000
6421-00 - New Event Development	0	0	0	33,000	102,075	(69,075)	102,075
6424-00 - Event Operation Expenses	0	0	0	543	1,580	(937)	1,580
Total 6420-00 - Events	0	0	0	452,043	514,575	(62,532)	514,575
6730-00 - Marketing Cooperative/Media	0	0	0	761,211	801,630	(40,419)	801,630
6742-00 - Non-NLT Co-Op Marketing Program	0	0	0	59,829	45,000	14,829	45,000
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	0	0	0	21,551	14,000	7,551	14,000
6743-03 - Winter Lakeside Campaign	0	0	0	19,621	20,000	(479)	20,000
6743-04 - Summerlong Music Campaign	0	0	0	4,031	0	4,031	0
6743-08 - Summer Regional Campaign	0	0	0	10,117	0	10,117	0
Total 6743-00 - BACC Marketing Programs	0	0	0	65,219	34,000	21,219	34,000
8200-00 - Associate Relations	0	0	0	41	197	(147)	197
8600-00 - Additional Opportunities	0	0	0	26,025	37,600	(12,475)	37,600
8700-00 - Automobile Expenses	0	0	0	442	1,125	(683)	1,125
8760-00 - Meals/Meetings	0	0	0	62	375	(313)	375
8810-00 - Dues & Subscriptions	0	0	0	510	750	(240)	750

6:32 PM

07/21/22

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

Accrual Basis

11 - Marketing

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
0810-00 - Travel	0	0	0	305	3,750	(3,447)	3,750
Total Expense	0	0	0	1,601,299	1,828,132	(226,833)	1,828,132
Net Ordinary Income	0	0	0	460,149	359,948	100,201	359,948
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	0			109	0	109	0
Total Other Income	0			109	0	109	0
Other Expense							
8950-00 - Allocated	0	0	0	470,544	359,948	110,596	359,948
Total Other Expense	0	0	0	470,544	359,948	110,596	359,948
Net Other Income	0	0	0	(470,534)	(359,948)	(110,589)	(359,948)
Net Income	0	0	0	(10,385)	0	(10,385)	0

North Lake Tahoe Resort Association
 Profit & Loss Budget Performance

30 - Conference

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	0	0	357,285	360,285	0	360,285
Total Income	0	0	0	357,285	360,285	0	360,285
Gross Profit	0	0	0	357,285	360,285	0	360,285
Expense							
6000-00 - Salaries & Wages							
6020-00 - P/R - Tax Expense	0	0	0	2,757	15,727	(12,970)	15,727
6030-00 - P/R - Health Insurance Expense	0	0	0	11,095	18,928	(7,833)	18,928
6040-00 - P/R - Workmens Comp	0	0	0	337	1,500	(1,163)	1,500
6060-00 - 401 (k)	0	0	0	1,382	3,750	(2,368)	3,750
6070-00 - Other Benefits and Expenses	0	0	0	119	575	(456)	575
6080-00 - Salaries & Wages - Other	0	0	0	35,745	157,268	(120,523)	157,268
Total 6000-00 - Salaries & Wages	0	0	0	52,435	197,848	(145,413)	197,646
6100-00 - Rent							
6110-00 - Utilities	0	0	0	266	750	(484)	750
6140-00 - Repairs & Maintenance	0	0	0	0	563	(563)	563
6150-00 - Office - Cleaning	0	0	0	295	1,125	(830)	1,125
6180-00 - Rent - Other	0	0	0	2,366	12,000	(9,634)	12,000
Total 6100-00 - Rent	0	0	0	2,947	14,437	(11,491)	14,437
6310-00 - Telephone							
6320-00 - Telephone	0	0	0	945	3,750	(2,805)	3,750
Total 6310-00 - Telephone	0	0	0	945	3,750	(2,805)	3,750
6420-00 - Mail - USPS							
6480-00 - Mail - Fed Ex	0	0	0	137			
6420-00 - Mail - USPS - Other	0	0	0	176	150	25	150
Total 6420-00 - Mail - USPS	0	0	0	312	150	162	150
6610-00 - Insurance/Bonding	0	0	0	51			
6620-00 - Supplies	0	0	0	0	1,013	(933)	1,013
6710-00 - Taxes, Licenses & Fees	0	0	0	44	75	(31)	75
6740-00 - Equipment Rental/Leasing	0	0	0	133	553	(420)	553
6800-00 - Training Seminars	0	0	0	0	750	(750)	750
6730-00 - Marketing Cooperative/Media	0	0	0	53,702	69,645	(15,943)	69,645
8200-00 - Associate Relations	0	0	0	80	113	(32)	113
6760-00 - Meals/Meetings	0	0	0	0	263	(263)	263
Total Expense	0	0	0	120,010	280,607	(167,797)	280,607
Net Ordinary Income	0	0	0	239,475	71,678	167,797	71,678
Other Income/Expense							
Other Expense							
0090-00 - Allocated	0	0	0	35,680	71,678	(35,998)	71,678
Total Other Expense	0	0	0	35,680	71,678	(35,998)	71,678
Net Other Income	0	0	0	(35,680)	(71,678)	35,998	(71,678)
Net Income	0	0	0	203,795	(0)	203,795	(0)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	0	0	342,770	342,770	0	342,770
45000 - Merchandise Sales							
4502-00 - Non-Retail VEC Income	0			1,488	0	1,488	0
46000 - Merchandise Sales - Other	0	0	0	75,243	59,500	16,043	59,500
Total 45000 - Merchandise Sales	0	0	0	77,040	59,500	17,540	59,500
Total Income	0	0	0	419,809	402,270	17,540	402,270
Gross Profit	0	0	0	419,809	402,270	17,540	402,270
Expense							
5000-00 - Salaries & Wages							
5020-00 - PRR - Tax Expense	0	0	0	6,263	13,995	(7,732)	13,995
5030-00 - PRR - Health Insurance Expense	0	0	0	4,742	14,256	(9,514)	14,256
5040-00 - PRR - Workman's Comp	0	0	0	2,099	5,395	(3,296)	5,395
5050-00 - 401 (k)	101	0	101	3,355	3,780	(425)	3,780
5070-00 - Other Benefits and Expenses	0	0	0	89	750	(661)	750
5090-00 - Salaries & Wages - Other	0	0	0	60,051	139,591	(79,540)	139,591
Total 5000-00 - Salaries & Wages	101	0	101	99,515	177,563	(78,048)	177,563
5100-00 - Rent							
5110-00 - Utilities	0	0	0	5,450	6,000	(550)	6,000
5140-00 - Repairs & Maintenance	0	0	0	2,275	4,500	(2,225)	4,500
5150-00 - Office - Cleaning	0	0	0	225	1,875	(1,650)	1,875
5100-00 - Rent - Other	0	0	0	58,694	60,000	(1,306)	60,000
Total 5100-00 - Rent	0	0	0	69,644	72,375	(2,731)	72,375
5310-00 - Telephone							
5320-00 - Telephone	0	0	0	3,531	3,713	(182)	3,713
Total 5310-00 - Telephone	0	0	0	3,531	3,713	(182)	3,713
5420-00 - Mail - USPS	0	0	0	204	150	54	150
5510-00 - Insurance/Bonding	0	0	0	51	0	51	0
5520-00 - Supplies							
5525-00 - Supplies - Computer	0	0	0	0	675	(675)	675
5520-00 - Supplies - Other	0	0	0	4,408	5,250	(752)	5,250
Total 5520-00 - Supplies	0	0	0	4,408	5,925	(1,427)	5,925
5700-00 - Equipment Support & Maintenance	0	0	0	0	39	(39)	39
5710-00 - Taxes, Licenses & Fees	0	0	0	366	38	328	38
5740-00 - Equipment Rental/Leasing	0	0	0	503	563	(60)	563
5950-00 - Artist of Month - Commissions	0	0	0	1,744	1,500	244	1,500
6740-00 - Media/Collateral/Production	0	0	0	0	15,000	(15,000)	15,000
6742-00 - Non-NLT Co-Op Marketing Program	0	0	0	800	9,000	(8,200)	9,000
8100-00 - Cost of Goods Sold							
81100 - Freight and Shipping Costs	0	0	0	1,408	1,125	283	1,125
82500 - Purchase Discounts	0	0	0	(73)	0	(73)	0
89900 - PDS Inventory Adjustments	0	0	0	(91)	0	(91)	0
8100-01 - COGS - Other	0	0	0	580	0	580	0
8100-00 - Cost of Goods Sold - Other	0	0	0	39,461	29,750	9,711	29,750
Total 8100-00 - Cost of Goods Sold	0	0	0	41,225	30,875	10,350	30,875
8200-00 - Associate Relations	0	0	0	232	229	3	229
8600-00 - Credit Card Fees	0	0	0	1,697	2,797	(1,100)	2,797
8700-00 - Automobile Expenses	0	0	0	77	375	(298)	375
8780-00 - Meals/Meetings	0	0	0	0	150	(150)	150
8810-00 - Dues & Subscriptions	0	0	0	66	1,203	(1,137)	1,203
Total Expense	101	0	101	221,442	321,471	(100,029)	321,471
Net Ordinary Income	(101)	0	(101)	198,367	80,799	117,568	80,799
Other Income/Expense							
Other Expense							
8090-00 - Allocated	0	0	0	65,894	60,799	(5,095)	60,799
Total Other Expense	0	0	0	65,894	60,799	(5,095)	60,799
Net Other Income	0	0	0	(65,894)	(60,799)	4,905	(60,799)
Net Income	(101)	0	(101)	132,500	19	122,519	19

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

51 - TMPI

	Jun 22	Budget	\$ Over Bu...	Jul '21 - J...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	2,724	(2,724)	135,702	141,237	(5,535)	141,237
Total Income	0	2,724	(2,724)	135,702	141,237	(5,535)	141,237
Gross Profit	0	2,724	(2,724)	135,702	141,237	(5,535)	141,237
Expense							
6000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	117	151	(34)	765	7,363	(6,578)	7,363
5030-00 · P/R - Health Insurance Expense	22	197	(174)	155	9,590	(9,435)	9,590
5040-00 · P/R - Workmans Comp	8	5	4	91	240	(149)	240
5060-00 · 401 (k)	61	60	0	205	2,945	(2,740)	2,945
5070-00 · Other Benefits and Expenses	40	17	23	41	842	(801)	842
5000-00 · Salaries & Wages - Other	1,853	1,511	342	10,766	73,628	(62,862)	73,628
Total 6000-00 · Salaries & Wages	2,102	1,941	161	12,042	94,608	(82,566)	94,608
6100-00 · Rent							
6110-00 · Utilities	31	4	27	117	238	(120)	238
6140-00 · Repairs & Maintenance	0	3	(3)	0	158	(158)	158
6150-00 · Office - Cleaning	56	7	49	146	396	(250)	396
6100-00 · Rent - Other	451	63	388	1,425	3,553	(2,137)	3,553
Total 6100-00 · Rent	538	76	462	1,689	4,354	(2,665)	4,354
6310-00 · Telephone							
5320-00 · Telephone	49	22	27	316	1,275	(959)	1,275
6310-00 · Telephone - Other	0			5			
Total 6310-00 · Telephone	49	22	27	320	1,275	(954)	1,275
6420-00 · Mail - USPS	0			13			
6520-00 · Supplies							
5525-00 · Supplies - Computer	0	0	0	406	1,250	(844)	1,250
5520-00 · Supplies - Other	22	0	22	106	5,000	(4,894)	5,000
Total 6520-00 · Supplies	22	0	22	512	6,250	(5,738)	6,250
6710-00 · Taxes, Licenses & Fees	0	2	(2)	2	120	(117)	120
5740-00 · Equipment Rental/Leasing	22	3	19	412	178	234	178
5800-00 · Training Seminars	0			214			
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	0	5,000	(5,000)	5,000
5921-00 · Professional Fees - Other	0			21,957	0	21,957	0
Total 5900-00 · Professional Fees	0	0	0	21,957	5,000	16,957	5,000
8700-00 · Automobile Expenses	0	8	(8)	15	400	(385)	400
8750-00 · Meals/Meetings	0	83	(83)	0	1,000	(1,000)	1,000
8810-00 · Dues & Subscriptions	0	8	(8)	5	400	(395)	400
Total Expense	2,733	2,145	588	37,182	113,584	(76,403)	113,584
Net Ordinary Income	(2,733)	578	(3,312)	98,521	27,653	70,868	27,653
Other Income/Expense							
Other Expense							
8990-00 · Allocated	686	578	107	11,801	27,653	(15,851)	27,653
Total Other Expense	686	578	107	11,801	27,653	(15,851)	27,653
Net Other Income	(686)	(578)	(107)	(11,801)	(27,653)	15,851	(27,653)
Net Income	(3,419)	(0)	(3,419)	86,719	(0)	86,719	(0)

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

61 - Business Association Grant Funding

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4060-00 - County of Placer TOT Funding	0	16,667	(16,667)	166,667	200,000	(33,333)	200,000
Total Income	0	16,667	(16,667)	166,667	200,000	(33,333)	200,000
Gross Profit	0	16,667	(16,667)	166,667	200,000	(33,333)	200,000
Expense							
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - NTBA	8,333	8,333	(0)	100,000	100,000	(0)	100,000
6750-02 - Business Assn Grant - TCDA	8,333	8,333	(0)	100,000	100,000	(0)	100,000
Total 6750-00 - Business Association Grant	16,667	16,667	(0)	200,000	200,000	(0)	200,000
Total Expense	16,667	16,667	(0)	200,000	200,000	(0)	200,000
Net Ordinary Income	(16,667)	(0)	(16,667)	(33,333)	(0)	(33,333)	(0)
Net Income	(16,667)	(0)	(16,667)	(33,333)	(0)	(33,333)	(0)

North Lake Tahoe Resort Association Profit & Loss Budget Performance 80 - TOT Housing & Transportation

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	13,672	(13,672)	135,130	162,914	(27,784)	162,914
Total Income	0	13,672	(13,672)	135,130	162,914	(27,784)	162,914
Gross Profit	0	13,672	(13,672)	135,130	162,914	(27,784)	162,914
Expense							
5000-00 - Salaries & Wages							
5020-00 - PIR - Tax Expense	0	617	(617)	0	7,400	(7,400)	7,400
5030-00 - PIR - Health Insurance Expense	0	1,093	(1,093)	0	12,000	(12,000)	12,000
5040-00 - PIR - Workers Comp	0	21	(21)	0	250	(250)	250
5050-00 - 401 (k)	0	247	(247)	0	2,900	(2,900)	2,900
5070-00 - Other Benefits and Expenses	0	42	(42)	0	502	(502)	502
5080-00 - Salaries & Wages - Other	0	8,167	(8,167)	0	74,000	(74,000)	74,000
Total 5000-00 - Salaries & Wages	0	8,093	(8,093)	0	97,112	(97,112)	97,112
5100-00 - Rent							
5110-00 - Utilities	0	21	(21)	0	250	(250)	250
5140-00 - Repairs & Maintenance	0	12	(12)	0	120	(120)	120
5150-00 - Office - Cleaning	0	33	(33)	0	400	(400)	400
5100-00 - Rent - Other	0	515	(515)	0	3,750	(3,750)	3,750
Total 5100-00 - Rent	0	376	(376)	0	4,550	(4,550)	4,550
5310-00 - Telephone							
5320-00 - Telephone	0	58	(58)	0	700	(700)	700
Total 5310-00 - Telephone	0	58	(58)	0	700	(700)	700
5420-00 - Mail - USPS							
5470-00 - Mail - UPS	0	4	(4)	0	50	(50)	50
5480-00 - Mail - Fed Ex	0	4	(4)	0	50	(50)	50
Total 5420-00 - Mail - USPS	0	8	(8)	0	100	(100)	100
5510-00 - Insurance/Bonding	0	0	0	0	0	0	0
5520-00 - Supplies							
5525-00 - Supplies - Computer	0	0	0	0	1,250	(1,250)	1,250
5520-00 - Supplies - Other	0	417	(417)	0	5,000	(5,000)	5,000
Total 5520-00 - Supplies	0	417	(417)	0	6,250	(6,250)	6,250
5710-00 - Taxes, Licenses & Fees	0	17	(17)	0	200	(200)	200
5740-00 - Equipment Rental/Leasing	0	63	(63)	0	750	(750)	750
5900-00 - Professional Fees							
5921-00 - Professional Fees - Other	0	633	(633)	0	10,000	(10,000)	10,000
Total 5900-00 - Professional Fees	0	633	(633)	0	10,000	(10,000)	10,000
8200-00 - Associate Relations	0	5	(5)	0	60	(60)	60
8500-00 - Additional Opportunities	0	833	(833)	0	10,000	(10,000)	10,000
8700-00 - Automobile Expenses	0	42	(42)	0	500	(500)	500
8700-00 - Meets/Meetings	0	21	(21)	0	250	(250)	250
Total Expense	0	10,768	(10,768)	0	130,472	(130,472)	130,472
Net Ordinary Income	0	2,693	(2,693)	135,130	32,442	102,688	32,442
Other Income/Expense							
Other Expense							
8580-00 - Allocated	0	2,693	(2,693)	0	32,442	(32,442)	32,442
Total Other Expense	0	2,693	(2,693)	0	32,442	(32,442)	32,442
Net Other Income	0	(2,693)	2,693	0	(32,442)	32,442	(32,442)
Net Income	0	0	0	135,130	0	135,130	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

60 - Membership

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense:							
Income							
4200-00 - Membership Dues Revenue	6,058	0	6,058	70,176	56,250	10,926	56,250
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	0	0	0	4,500	(4,500)	4,500
4250-03 - Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	1,500
4261-00 - Tues AM Breakfast Club							
4261-01 - Tues AM Breakfast Club Sponsors	0	0	0	0	2,350	(2,350)	2,350
4261-00 - Tues AM Breakfast Club - Other	0	0	0	0	1,200	(1,200)	1,200
Total 4251-00 - Tues AM Breakfast Club	0	0	0	0	3,550	(3,550)	3,550
4260-00 - Revenues-Membership Activities - Other	200	0	200	3,845	0	3,845	0
Total 4260-00 - Revenues-Membership Activities	200	0	200	3,845	9,550	(6,705)	9,550
4253-00 - Revenue - Other	0	0	0	0	1,000	(1,000)	1,000
Total Income	6,258	0	6,258	80,021	66,800	13,221	66,800
Gross Profit	6,258	0	6,258	80,021	66,800	13,221	66,800
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	0	0	0	1,835	3,761	(1,926)	3,761
5030-00 - P/R - Health Insurance Expense	0	0	0	1,815	3,000	(1,185)	3,000
5040-00 - P/R - Workmans Comp	0	0	0	229	113	116	113
5080-00 - 401 (k)	0	0	0	135	1,504	(1,370)	1,504
5070-00 - Other Benefits and Expenses	0	0	0	207	488	(280)	488
5000-00 - Salaries & Wages - Other	0	0	0	22,678	37,611	(14,933)	37,611
Total 5000-00 - Salaries & Wages	0	0	0	26,899	46,477	(19,577)	46,477
5100-00 - Rent							
5110-00 - Utilities	0	0	0	572	225	348	225
5140-00 - Repairs & Maintenance	0	0	0	283	167	96	187
5160-00 - Office - Cleaning	0	0	0	807	375	292	375
5100-00 - Rent - Other	0	0	0	7,770	4,740	3,030	4,740
Total 5100-00 - Rent	0	0	0	9,293	5,828	3,766	5,528
5310-00 - Telephone							
5320-00 - Telephone	0	0	0	2,045	1,253	793	1,253
5310-00 - Telephone - Other	0	0	0	3			
Total 5310-00 - Telephone	0	0	0	2,048	1,253	795	1,253
5420-00 - Mail - USPS	0	0	0	77	90	(13)	90
5610-00 - Insurance/Bonding	0	0	0	31			
5520-00 - Supplies							
5525-00 - Supplies- Computer	0	0	0	203			
5520-00 - Supplies - Other	0	0	0	283	1,500	(1,217)	1,500
Total 5520-00 - Supplies	0	0	0	486	1,500	(1,014)	1,500
5710-00 - Taxes, Licenses & Fees	0	0	0	16	38	(22)	38
5740-00 - Equipment Rental/Leasing	0	0	0	231	187	44	187
5800-00 - Training Seminars	0	0	0	2			
6423-00 - Membership Activities							
6436-00 - Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	500
6437-00 - Tuesday Morning Breakfast Club	0	0	0	(500)	1,763	(2,263)	1,763
6442-00 - Public Relations/Website/Digital	0	0	0	7,884	4,500	3,384	4,500
6444-00 - Trades	0	0	0	295	0	295	0
6423-00 - Membership Activities - Other	0	0	0	15,353	3,750	11,603	3,750
Total 6423-00 - Membership Activities	0	0	0	25,032	10,513	12,520	10,513
8200-00 - Associate Relations	0	0	0	199	60	139	60
8500-00 - Credit Card Fees	5	0	5	352	450	(88)	450
8700-00 - Automobile Expenses	0	0	0	173	375	(202)	375
8750-00 - Meals/Meetings	0	0	0	111	300	(189)	300
8810-00 - Dues & Subscriptions	0	0	0	84	150	(66)	150
8920-00 - Bad Debt	0	0	0	1,790	0	1,790	0
Total Expense	5	0	5	64,833	66,919	(2,086)	65,919
Net Ordinary Income	6,253	0	6,253	15,188	(119)	15,307	(119)
Other Income/Expense							
Other Expense							
8990-00 - Allocated	0	0	0	14,658	16,521	(1,863)	16,521
Total Other Expense	0	0	0	14,658	16,521	(1,863)	16,521
Net Other Income	0	0	0	(14,658)	(16,521)	1,863	(16,521)
Net Income	6,253	0	6,253	530	(16,640)	17,170	(16,640)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

70 - Administration

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 - Salaries & Wages							
5020-00 - PIR - Tax Expense	1,680	3,653	(1,973)	23,376	30,501	(16,128)	30,604
5030-00 - PIR - Health Insurance Expense	(406)	2,750	(4,156)	23,278	45,000	(21,722)	45,000
5040-00 - PIR - Workers Comp	120	184	(74)	1,526	2,232	(72)	2,232
5050-00 - 401 (k)	(183)	1,329	(1,066)	6,521	15,575	(3,444)	15,575
5070-00 - Other Benefits and Expenses	296	182	203	1,126	2,193	(1,068)	2,193
5000-00 - Salaries & Wages - Other	26,347	35,029	(9,282)	345,377	404,497	(69,120)	404,497
Total 5000-00 - Salaries & Wages	27,024	44,912	(19,718)	401,257	609,601	(108,244)	609,601
5100-00 - Rent							
5110-00 - Utilities	161	218	(57)	3,212	2,153	1,059	2,152
5140-00 - Repairs & Maintenance	67	417	(330)	7,467	5,000	2,467	5,000
5160-00 - Office - Cleaning	257	274	12	3,842	3,442	85	3,442
5100-00 - Rent - Other	2,723	2,965	(242)	39,267	36,744	2,522	36,744
Total 5100-00 - Rent	3,207	3,877	(670)	53,488	47,345	6,143	47,345
5310-00 - Telephone							
5320-00 - Telephone	747	1,935	(1,188)	15,746	16,913	(1,167)	16,913
5310-00 - Telephone - Other	0	0	0	43	0	43	0
Total 5310-00 - Telephone	747	1,935	(1,188)	15,788	16,913	(1,125)	16,913
5420-00 - Mail - USPS							
5400-00 - Mail - Fed Ex	0	0	0	12	0	12	0
5420-00 - Mail - USPS - Other	509	83	417	1,860	1,000	860	1,000
Total 5420-00 - Mail - USPS	509	83	417	1,872	1,000	892	1,000
5510-00 - Insurance/Bonding	366	1,290	(944)	10,281	15,000	(4,799)	15,000
5520-00 - Supplies							
5520-00 - Supplies - Computer	0	0	0	4,165	2,600	1,565	2,600
5520-00 - Supplies - Other	324	500	(176)	7,690	6,800	890	6,800
Total 5520-00 - Supplies	324	500	(176)	11,723	8,500	3,223	8,500
5610-00 - Depreciation	153	486	(333)	1,633	2,835	(1,002)	2,833
5700-00 - Equipment Support & Maintenance	2,364	2,817	(553)	20,170	35,000	(5,674)	35,000
5710-00 - Taxes, Licenses & Fees	4,365	1,250	3,115	22,639	15,000	7,639	15,000
5740-00 - Equipment Rental/Leasing	115	125	(10)	7,040	1,900	5,140	1,900
5800-00 - Training Seminars	0	417	(417)	1,615	5,000	(3,185)	5,000
5900-00 - Professional Fees							
5910-00 - Professional Fees - Attorneys	1,800	625	1,175	10,525	7,500	3,025	7,500
5920-00 - Professional Fees - Accountant	0	0	0	23,713	29,000	(2,227)	29,000
5921-00 - Professional Fees - Other	6,106	833	5,273	121,891	10,000	111,891	10,000
Total 5900-00 - Professional Fees	7,906	1,458	6,448	162,269	43,500	118,789	43,500
5941-00 - Research & Planning	0	1,250	(1,250)	0	15,000	(15,000)	15,000
5940-00 - Media/Collateral/Production	0	0	0	250	0	250	0
7600-00 - Trade Shows/Travel	0	1,667	(1,667)	0	20,000	(20,000)	20,000
6200-00 - Associate Relations	169	125	43	829	1,500	(671)	1,500
6300-00 - Board Functions	2,932	563	2,340	20,261	7,500	15,291	7,500
6000-00 - Credit Card Fees	0	0	0	41	0	41	0
8800-00 - Additional Opportunities	0	533	(533)	8,500	10,000	(2,500)	10,000
6700-00 - Automobile Expenses	39	250	(211)	439	3,000	(2,561)	3,000
6720-00 - Meals/Meetings	1,500	417	1,083	6,493	5,000	3,493	5,000
6810-00 - Dues & Subscriptions	1,127	1,000	127	14,797	12,000	2,797	12,000
6920-00 - Bad Debt	0	0	0	299	0	299	0
Total Expense	59,720	65,065	(11,399)	771,147	774,592	(3,445)	774,592
Net Ordinary Income	(53,720)	(65,065)	11,339	(771,147)	(774,592)	3,445	(774,592)
Other Income/Expense							
Other Expense							
8900-00 - Allocated	(53,720)	65,065	(110,785)	(771,167)	(384,000)	(387,167)	(384,000)
Total Other Expense	(53,720)	65,065	(110,785)	(771,167)	(384,000)	(387,167)	(384,000)
Net Other Income	53,720	(65,065)	110,791	771,167	384,000	387,167	384,000
Net Income	0	(130,129)	130,129	40	(390,592)	390,632	(390,592)

PROJECT AGREEMENT
BY AND BETWEEN
NORTH LAKE TAHOE RESORT ASSOCIATION
AND
SIERRA NEVADA ALLIANCE

This Project Agreement (“Agreement”) is made and entered into and effective this day of June 29, 2022, by and between the **North Lake Tahoe Resort Association**, a California nonprofit corporation (“NLTRA”), and Sierra Nevada Alliance, a California nonprofit (“Contractor”). NLTRA and Contractor may be referred to hereinafter individually as “Party” or collectively as the “Parties”. The Parties enter into this Agreement with respect to the following:

RECITALS

WHEREAS, NLTRA receives North Lake Tahoe Tourism & Business Improvement District (“TBID”) funds (“TBID Funds”), which it spends to provide services and benefits in accordance with the TBID Management District Plan.

WHEREAS, NLTRA has determined the need for the 2022 Ambassador Program (“Project”) that the Project is an eligible project for the use of the TBID Funds.

WHEREAS, Contractor has submitted a proposal to NLTRA to perform the Project and NLTRA has selected Contractor to perform the Project.

WHEREAS, the Parties wish to enter into this Agreement to document the terms and conditions pursuant to which Contractor will perform the Project for the NLTRA.

NOW, THEREFORE, it is hereby agreed by and between the Parties hereto as follows:

1. **Recitals**: The Recitals listed above are incorporated into this Agreement.
2. **Scope of Work**: Contractor will fully perform all work necessary to complete the Project as identified in Exhibit “A” (“Scope of Work”), attached hereto and incorporated herein by this reference, which includes the tasks to be performed by Contractor as well as Project deliverables, timeline and compensation, including costs. Any proposed amendment to Exhibit “A” must be agreed to in advance by the Parties pursuant to a written amendment in accordance with this Agreement.
3. **Time of Performance**: Contractor will commence work upon the effective date of this Agreement and will continue without interruption or delay until completion of the Project as expeditiously as is consistent with generally accepted standards of professional skill and care and

the orderly progress of work. Contractor agrees to follow, and to require its contractors to follow, the timeline identified in Exhibit A for completion of the Project.

4. Compensation and Payment: The amount to be paid to Contractor under this Agreement is sixteen thousand dollars (\$16,000), in accordance with Exhibit "A", unless otherwise agreed to in advance by the Parties pursuant to a written amendment to this Agreement. In no instance will NLTRA be liable for any payments or costs for work in excess of this amount, nor for any unauthorized or ineligible costs. Contractor shall request payment from the NLTRA by submitting an invoice. Invoices approved by NLTRA will be paid within thirty (30) days of receipt of the invoice.

5. Reporting: Contractor shall provide a written progress report on the Project on a quarterly basis and in a format approved by the NLTRA, including an accounting of the use of the TBID Funds. Within thirty (30) days of completion of the Project, Contractor shall provide a final report on the Project with appropriate documentation including receipts, paid invoices and/or labor rates and hours or other allowed costs as set forth in Exhibit "A."

6. Records: Contractor shall keep detailed Project records, including but not limited to, accounting records in accordance with generally accepted accounting principles and as may be otherwise reasonably requested by NLTRA. NLTRA shall have the right to inspect said records at any reasonable time.

7. Compliance with Laws: Contractor shall comply with all Federal, State and local laws, codes, ordinances, rules and regulations applicable in performing his Agreement.

8. Intellectual Property:

a. Use of NLTRA's Intellectual Property by Contractor. Contractor hereby acknowledges and agrees that (i) all right, title and interest in the name, logos, trademarks, copyrights and other intellectual property rights of NLTRA, including, without limitation, web addresses, social hashtags and social handles and all accounts, descriptions, pictures, videos, audio, reproductions, recordings, memorialization or other information concerning or in connection with the Project, (collectively "NLTRA Property"), belong exclusively to NLTRA, (ii) Contractor is hereby provided a limited license to use NLTRA Property only in the performance of this Agreement and the Project and in the manner and for the uses expressly permitted hereunder, and upon expiration or termination of this Agreement, all rights of Contractor to use NLTRA Property shall immediately cease, (iii) Contractor will not adopt or use any term, work, mark or designation which is in any respect confusingly similar to NLTRA Property, (iv) all uses of NLTRA Property by Contractor, and all goodwill therefrom, inure to the benefit of NLTRA and (v) any permitted use of NLTRA Property may be used only to indicate a NLTRA relationship with the Project and will use ownership marks (such as ® or ™) and designations (such as "An Official NLTRA") as directed by NLTRA.

b. Use of Contractor's Intellectual Property by NLTRA. NLTRA hereby acknowledges and agrees that (i) all right, title and interest in the name, logos, trademarks, copyrights and other intellectual property rights of Contractor, (collectively Contractor Property"); belong exclusively to Contractor, (ii) NLTRA is hereby provided a limited license to use Contractor Property only in

in the performance of this Agreement and the Project and in the manner and for the uses expressly permitted hereunder, and upon expiration or termination of this Agreement, all rights of NLTRA to use such Contractor Property shall immediately cease, (iii) NLTRA will not adopt or use any term, work, mark or designation which is in any respect confusingly similar to Contractor Property, (iv) all uses of Contractor Property by NLTRA, and all goodwill therefrom, inure to the benefit of Contractor, (v) any permitted use of Contractor Property may be used only to indicate a NLTRA relationship with the Project and/or for Project promotions across NLTRA marketing and PR channels.

9. Independent Contractor: Contractor, and the agents and employees of the Contractor, in the performance of this Agreement, will act as and be independent contractors and not officers or employees or agents of NLTRA. Contractor, its officers, employees, agents, and subcontractors, if any, will have no power to bind or commit NLTRA to any decision or course of action, and will not represent to any person or business that they have such power. Contractor has and will retain the right to exercise full control of the supervision of the work and over the employment, direction, compensation and discharge of all persons assisting Contractor in the performance of the Project funded by this Agreement.

10. Indemnity: Contractor specifically agrees to indemnify, defend, and hold harmless NLTRA, and its directors, officers, members, agents, employees and volunteers (collectively the "Indemnitees") from and against any and all actions, claims, demands, losses, costs, expenses, including reasonable attorneys' fees and costs, damages, and liabilities (collectively "Losses") arising out of or in any way connected with the performance of this Agreement, excepting only Losses caused by the sole, active negligence or willful misconduct of an Indemnitee. Contractor shall pay all costs and expenses that may be incurred by NLTRA in enforcing this indemnity, including reasonable attorneys' fees. If any judgment is rendered against any or all of the Indemnitees for any injury, death or damage caused by Contractor as a result of work performed or completed, pursuant to this Agreement, Contractor shall, at its own expense, satisfy and discharge any judgment. The provisions of this section shall survive the expiration, termination, or assignment of this Agreement.

11. Insurance Requirements: During the term of this Agreement Contractor shall provide insurance consistent with the following provisions that provides insurance for the NLTRA, its directors, officers, members, agents, employees and volunteers.

a. Full Workers' Compensation and Employers' Liability Insurance covering all employees of Subrecipient as required by law in the State of California.

b. Commercial General Liability Insurance of not less than \$1,000,000 combined single limit per occurrence for bodily injury and property damage and a \$2,000,000 aggregate limit.

c. Automobile Liability Insurance of not less than \$1,000,000 is required in the event motor vehicles are used by Subrecipient in performance of the Agreement.

d. In the event Contractor is a licensed professional and is performing professional services under this Agreement, Professional Liability Insurance is required with a limit of liability of not less than \$1,000,000.

e. Contractor shall furnish a certificate of insurance and/or endorsements to the policies satisfactory to NLTRA as evidence that the insurance required above is being maintained.

f. Contractor agrees that the insurance required herein shall be in effect at all times during the term of this Agreement. In the event said insurance coverage expires at any time or times during the term of this Agreement, Contractor agrees to provide at least thirty (30) days prior to said expiration date, a new certificate of insurance and /or endorsement to the policy evidencing insurance coverage as provided for herein for not less than the remainder of term of the Agreement.

g. Contractor's insurance coverage shall be primary insurance in respect to NLTRA, and its directors, officers, members, agents, employees and volunteers. Any insurance or self-insurance maintained by NLTRA or its directors, officers, members, agents, employees and volunteers, shall be in excess of Contractor's insurance and shall not contribute with it.

h. Contractor's obligations shall not be limited by the foregoing insurance requirements and shall survive the expiration of this Agreement.

12. Termination:

a. Either Party may terminate this Agreement for any reason, with or without cause, at any time, by giving the other Party thirty (30) days written notice. The notice will be deemed served and effective for all purposes on the date it is deposited in the U.S. mail, certified, return receipt requested, addressed to the other party at the address indicated in Section 13 below.

b. If either Party issues a notice of termination, NLTRA will reimburse Contractor for work actually performed up to the effective date of the notice of termination, less any compensation to NLTRA for damages suffered as a result of Contractor's failure to comply with the terms of this Agreement.

13. Notice: All notices to either Party that may be required or authorized by this Agreement shall be in writing and either deposited in the United States Mail, postage prepaid or personally delivered. The notice shall be effective upon the date of personal delivery or date of mailing. Notices regarding this Agreement shall be sent or delivered to the Contractor or NLTRA at:

Contractor:

Sierra Nevada Alliance
3079 Harrison Ave.
South Lake Tahoe, CA 96150

NLTRA:

North Lake Tahoe Resort Association
100 North Lake Blvd.

P.O Box 5459
Tahoe City, CA 96145

Either Party may amend its address for notice by notifying the other Party in writing.

14. Successors: This Agreement shall inure to the benefit of, and bind the parties hereto, and their successors and assigns, administrators, executors, and other representatives.

15. Assignment: This Agreement may not be assigned by Contractor without the prior written consent of NLTRA.

16. Waivers: No waiver of any breach of this Agreement will be held to be a waiver of any prior or subsequent breach. The failure of NLTRA to enforce at any time the provisions of this Agreement or to require at any time performance by the Contractor of these provisions, will in no way be construed to be a waiver of such provisions nor to affect the validity of this Agreement or the right of NLTRA to enforce these provisions.

17. Integration and Amendment: This is an integrated Agreement and contains all of the terms, conditions, understandings and promises of the Parties. The terms of this Agreement may not be modified except upon the mutual written consent of the Parties.

18. Dispute Resolution:

a. The Parties agree that they will attempt in good faith to resolve through negotiation any dispute, arising out of or relating to this Agreement. Either Party may initiate negotiations by providing written notice in letter form to the other side, setting forth the subject of the dispute and the relief requested. The recipient of such notice will respond in writing within five (5) days with a detailed statement of its position on, and recommended solution to, the dispute. If the dispute is not resolved by this exchange of correspondence, then representatives of each side with full settlement authority will meet at a mutually agreeable time and place, within ten (10) days of the date of the initial notice, in order to exchange relevant information and perspectives and to attempt to resolve the dispute. If the parties are unable to resolve the dispute at the meeting by negotiations, either side may then initiate mediation as set forth below.

b. After engaging in negotiation as set forth in Section 18.a, should the dispute remain unresolved, the Parties agree to mediate any dispute or claim arising between them out of this Agreement or any resulting transaction before resorting to arbitration or court action. Mediation fees, if any, shall be divided equally between the Parties. If any Party commences an arbitration or court action without first attempting to resolve the matter through mediation, then that Party shall not be entitled to recover attorney fees, even if they would otherwise be available to that Party.

19. Costs and Attorneys' Fees: If either Party commences any legal action against the other Party arising out of this Agreement or the performance thereof, the prevailing Party in such action may recover its reasonable litigation expenses, including court costs, expert witness fees, discovery expenses, and reasonable attorneys' fees.

20. Governing Law and Choice of Forum: This Agreement will be administered and interpreted under California law as if written by both Parties. Any litigation arising from this Agreement will be brought in the Superior Court of and for the County of Placer, State of California.

21. Severability: If any term or provision of this Agreement or the application thereof to any person or circumstance will, to any extent, be invalid or unenforceable, the remainder of this Agreement, or the application of such term or provision to persons or circumstances other than those to which it is invalid or unenforceable, will not be affected thereby, and each term and provision of this Agreement will be valid and will be enforced to the fullest extent permitted by law, unless the exclusion of such term or provision, or the application of such term or provision, would result in such a material change so as to cause completion of the obligations contemplated herein to be unreasonable.

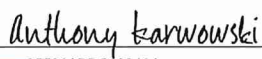
22. Authority: Each person signing this Agreement on behalf of a Party hereby certifies, represents, and warrants that he or she has the authority to bind that Party to the terms and conditions of this Agreement.

23. Counterparts: This Agreement may be executed in multiple counterparts, each of which will constitute an original, and all of which taken together will constitute one and the same instrument. Documents executed, scanned, and transmitted electronically and electronic signatures shall be deemed original signatures for purposes of this Agreement and all matters related thereto, with such scanned and electronic signatures having the same legal effect as original signatures.


IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be executed on behalf of the persons duly authorized by the governing boards of the Parties hereto.

**NORTH LAKE TAHOE
RESORT ASSOCIATION**

SIERRA NEVADA ALLIANCE

DocuSigned by:

35596ABDC099464...

Tony Karwowski 6/29/2022
CEO

DocuSigned by:

D76308BCE134469...

Jenny Hatch 6/29/2022
Executive Director

Exhibit "A"

Scope of Work

The purpose of this agreement is to establish the basic parameters of Ambassadors participation at the host site. NLTRA will receive 4 Ambassadors to be placed at host site locations of Commons Beach and the Kings Beach State Recreation Area.

Responsibilities of the Sierra Nevada Alliance

- a) Lead on recruiting, initial interviewing and screening of Sierra Corps applicants
- b) Employee orientation and skills training, skills development training and graduation training to environmental career paths.
- c) Orientation and training to Site Supervisors regarding the Ambassador Program
- d) Ongoing site and Ambassador support (site visits and regular email and phone contact)
- e) Assistance organizing meetings and conference calls to support Ambassadors in professional development, and regional collaboration
- f) Support Host Sites with Ambassador management and tracking.
- g) Media outreach about Ambassadors and their work
- h) Ambassador payroll and accounting systems
- i) Required progress reports for funders
- j) Administration of grant funds and cash match for Ambassadors' wage, insurance, training, travel to training and other Ambassador support costs.
- k) Reimburse required Ambassador work travel expenses for Alliance training. This includes travel to and from the office to project sites, travel to required trainings, etc.
- l) Sierra Nevada Alliance provides Workers Compensation coverage for all Ambassadors. All on-the-job injuries will be covered by the Alliance policy.
- m) Sierra Nevada Alliance provides General Liability Insurance Coverage of \$1,000,000 and Auto Liability Bodily Injury and Property Damage: \$1,000,000 each occurrence.

Responsibilities of the NLTRA

- a) Reimburse Ambassador's work travel expenses if expenses for training that are required or desired by the host site, beyond those provided by Sierra Nevada Alliance.
- b) Treat the Ambassador as part of your staff team. Ambassadors should attend staff meetings, be formally introduced to all staff, and be invited to participate in in-house training, if appropriate.
- c) Define, explain and recognize the work of your Fellow and of your collaboration with the Ambassador Program within your organization and community as a way to promote understanding of the Ambassador Program in your community.
- d) Hold the Ambassador accountable to professional standards. This includes always acting professionally while working; including demonstrating a constructive attitude about training, orientation, and any assigned work within the scope of Program expectations.
- e) Assign work to Ambassador within the scope of the program. Provide meaningful opportunities for professional development. **Ambassador should not be expected to only perform clerical or administrative duties.** This type of work can be a portion of assignments, but the Fellowship should allow professional development and expansion of skills related to forestry career.
- f) Obtain prior approval from Alliance staff for any planned overtime hours to be worked by Fellow. If overtime is worked by Ambassador without approval, Host Site will be responsible for reimbursing the Ambassador Program equal to the amount of overtime wages paid to Ambassador.
- g) Provide a positive and constructive work atmosphere for Ambassadors to serve in.
- h) Provide a safe field environment and personal protective equipment for the Ambassadors. This includes providing water, gloves, eye coverage and other equipment based on the field work at the site. **If Ambassadors will be working with hazardous or dangerous materials or in hazardous sites, Ambassadors must be provided proper training.**
- i) Participate in site visits and evaluation activities, including visits by the Alliance Staff as appropriate.
- j) Complete and submit an Ambassador match form by September 16th, 2022. The match form documents in-kind expenses incurred through Ambassador projects. Copies of the supporting documents for the match form must be provided with the match form. Originals must be kept at a secure location at your organization and must be made readily available for Alliance Staff upon request.
- k) Release Ambassadors to attend orientations/trainings/meetings/work days and sub regional meetings and conference calls. A calendar of training and meetings will be

distributed to Host Sites by May 31, 2022. Ambassador events will not exceed more than 4 full days of in-person mandatory training days and 5 hours of conference calls for the duration of summer in 2022. Ambassadors should not be assigned any work from their Host Site while serving at Alliance events and/or trainings.

- l) The Alliance will make every effort to replace an Ambassador who exits the program before the end of the term. If the program is unable to find a candidate to replace the Ambassador the pro-rated cash match would be returned to the Host Site. Replacement Ambassadors must be able to complete the hours by the end of the term.
- m) Host Sites must receive approval from the Alliance Program Director prior to making any major changes in Ambassadors' Work Plans, activities or support prior to making the change.
- n) Create a work schedule with Alliance staff assuring that the schedule allows the Ambassador and site goals to be met.
- o) Schedule a regular meeting with the Ambassador (at least 30 minutes twice a month) to provide guidance, assistance, information, mentorship, resources and feedback.
- p) Introduce the Ambassadors to organization / agency procedures. Mentor and monitor relationships between the Ambassador(s) and staff with whom they serve.
- q) Complete a written and signed evaluation of performance and meet to review each evaluation if disciplinary action is needed or at the end of the summer.
- r) Schedule and conduct phone calls or emails with the Alliance Staff as requested.
- s) Abide by the Alliance Personnel Policies process for warnings, suspension and release. For violating the rules set forth in this Personnel Policy, the Site Supervisor will do the following (except in cases where during the term of service the Ambassador has been charged with or convicted of a violent felony, possession, sale, or distribution of a controlled substance):
 - i. For the Ambassador's first offense, the site supervisor will issue a verbal warning to the Fellow and email a description of the incident to the Program Director.
 - ii. For the Ambassador's second offense, the Site Supervisor will call and email Sierra Nevada Alliance Staff immediately. The Site Supervisor with Alliance Staff will together document the violations of the Personnel Policies, issue a written warning and reprimand the Fellow. The Supervisor will include the Ambassador staff in a meeting in-person or on the phone when presenting the written warning to the Ambassador. A copy of the written warning signed by the Site Supervisor and the Ambassador will be given to Alliance Staff for the Ambassador's file.

- iii. For the Ambassador's third offense, the Site Supervisor will work with Alliance Staff to document the violations, issue a written warning and suspend the Ambassador. The Supervisor will include the Alliance staff in a meeting in person or on the phone when presenting the notification of suspension to the Ambassador. A copy of the written warning signed by the Site Supervisor and the Ambassador will be given to Alliance Staff for the Ambassador's file. The Ambassador may be suspended for one day or more without compensation and will not receive credit for any service hours missed.
- iv. For the fourth offense, the Site Supervisor will call Alliance staff immediately. The Alliance may release the Ambassador for cause.
- t) If Ambassadors are performing service on boats of any kind, proper insurance must be in place and Alliance staff must be notified.



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MEMORANDUM

Date: August 3, 2022

TO: NLTRA Board of Directors

FROM: Tony Karwowski, CEO/President

RE: NLTRA Purchasing Policy – Authority of execution

Action Requested

Requesting the Board of Directors amend the NLTRA Purchasing Policy approved by the Board of Directors on 4/6/22, by replacing with the following language:

Requesting the Board of Directors delegate authority to the CEO/President to execute agreements and approve associated expenditures provided that the agreement has been approved by the Board of Directors. The Board of Directors delegates authority to the CEO/President to execute agreements and approve expenditures up to \$50,000 without Board approval, and up to \$100,000 with executive committee approval, provided the expenditures were budgeted to the level of the agreements. Expenditures that exceed budget by greater than \$10,000 must be approved by the Board.

All agreements having an aggregate value over \$10,000, that were not previously approved by the Board, will be provided to the Board of Directors for review with their monthly Board meeting materials.

Background

The organization has worked under the approved NLTRA Standard Operating Procedures (SOP) which outline requirements for contracts specifically. In the current SOP, all contracts in an amount greater than \$25,000 require Board approval. The action requested would increase that limit to more than \$100,000 requiring Board approval. This action will define the CEO's authority in approving expenditures for the NLTRA.

Fiscal Impact:

No direct fiscal impact to the NLTRA, staff time and labor saving in processing efficiency and reduction in redundancies of Board approvals and use of time.

Attachments:

N/A



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MEMORANDUM

Date: July 29, 2022

TO: NLTRA Board of Directors

FROM: DeWitt Van Sicen, Accounting Manager

RE: Resolution Appointing Signatories for NLTRA and NLTMC Bank Accounts

Action Requested

With the recent departure of the North Lake Tahoe Resort Association (NLTRA) Director of Marketing & Sales it is requested that the board approve resolutions to appoint new signers to the bank accounts as outlined below.

Background

The NLTRA and the North Lake Tahoe Marketing Cooperative (NLTMC) bank accounts require two signers on every check. With the departure of Amber Burke and her subsequent removal of bank access, the remaining authorized signers on NLTRA and NLTMC bank accounts are Anthony Karwowski, Daniel Tester, and James Phelan for the NLTRA accounts and Anthony Karwowski, Dan Tester, James Phelan, Andrew Chapman, and Greg Long for the NLTMC account. It is proposed that Kimberly Brown, Anthony Karwowski, James Phelan, and Dan Tester be approved as signers on the NLTRA bank accounts.

It is also recommended that Kimberly Brown, Anthony Karwowski, James Phelan, and Dan Tester be approved as signers on the NLTMC bank accounts on behalf of the NLTRA. The IVCBVB will have authorized signers in Andrew Chapman and Greg Long for the second signature on the NLTMC bank account.

Recommendation:

Staff recommends that the Board approve a resolution authorizing Anthony Karwowski, Kimberly Brown, James Phelan, and Dan Tester as signers on the NLTRA and NLTMC bank accounts, and that the Secretary affirm such to the institutions requiring notification.

NLTRA Hiring Update



north lake tahoe

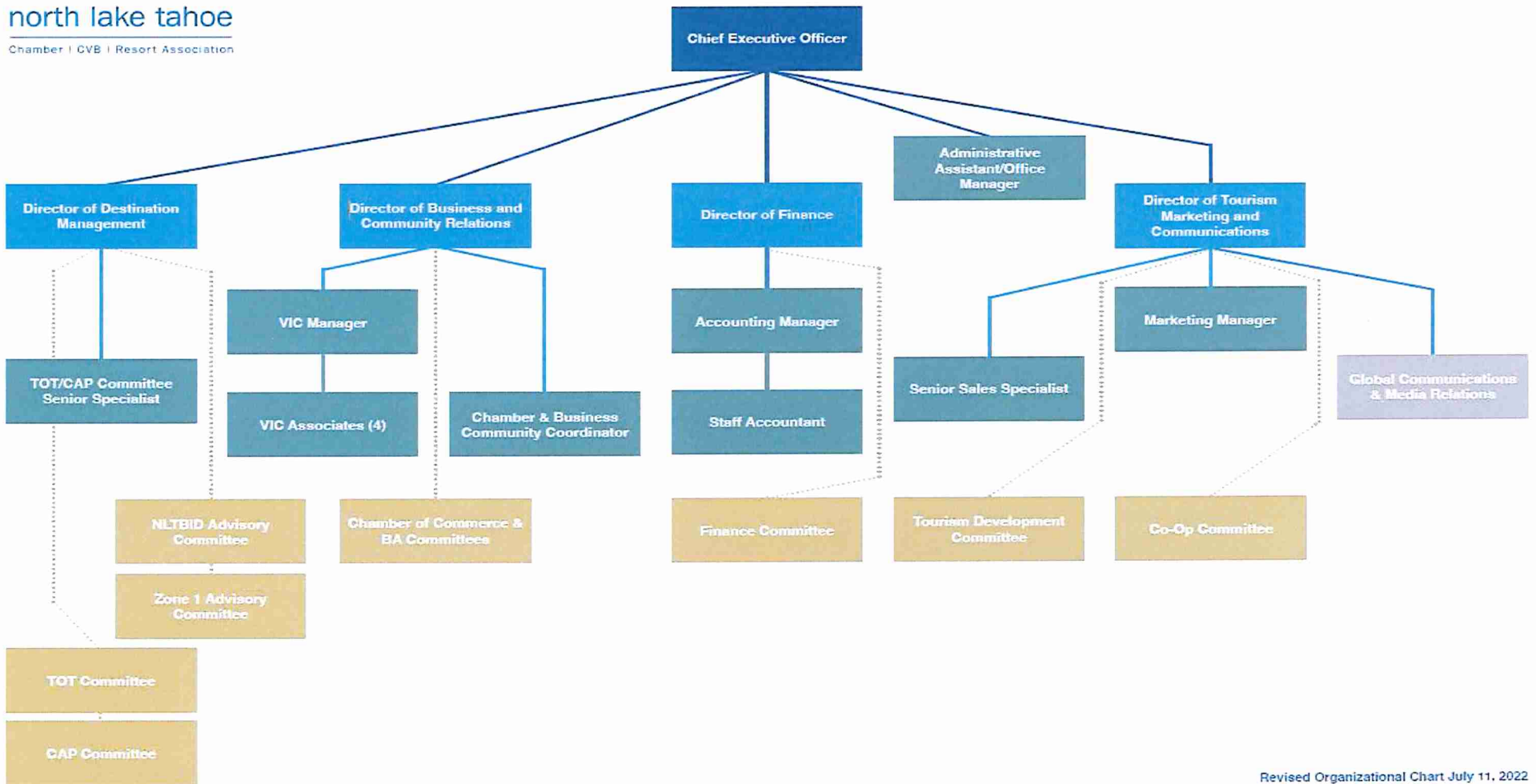
Current Open Positions and Status

- Director of Marketing and Public Relations
- Director of Finance
- Director of Destination Management



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Revised Organizational Chart July 11, 2022



Director of Business and Community Relations

- Events
- Business association contracts
- Chamber activities
- Visitor information centers
- Business advocacy, support and educational opportunities
- Community outreach and programming
- Establishing business and community feedback loops



WELCOME TO THE TEAM

KIMBERLY BROWN

DIRECTOR OF BUSINESS
AND COMMUNITY
RELATIONS



Welcome to the Team

Please join us in welcoming Kimberly Brown as the North Lake Tahoe Resort Association's new Director of Business and Community Relations!

Kimberly started in her new role with the NLTRA on July 18 and will be working closely with local businesses and other community stakeholders to help our vibrant business community thrive while also serving as a passionate advocate for destination stewardship.

Please join us in welcoming Kimberly Brown as the North Lake Tahoe Resort Association's new Director of Business and Community Relations! For the past 25 years, Kimberly has held leadership roles for organizations including Bright Horizons, Child Development Inc. and Kids' Country. While at Kids' Country, she successfully helped transform the company culture, with the organization achieving "Best Place to Work" awards from the San Francisco Business Times and Bay Area News Group.



Thank You

NLTRA Communications Update – August 2022



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An aerial photograph of a vibrant turquoise lake. The water's surface is textured with ripples and reflections. In the upper right, the dense green foliage of evergreen trees hangs over the water. In the lower left, several large, smooth, grey rocks are visible, partially submerged. The overall scene is bright and clear, suggesting a high-altitude or mountain environment.

Overview

The NLTRA's shift in focus from destination marketing to destination stewardship and management requires the re-education of residents, businesses and visitors about the organization's efforts and role.

While there is no one specific effort or campaign that will get all audiences and stakeholders on the same page, communications will need to be ongoing to reinforce understanding of the NLTRA's redefined mission and current efforts.

Completed Activities (Q3 & Q4 FY21-22)



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Press Releases

- Tony Karwowski named as NLTRA president and CEO – January 2022
- Notice of election for NLTRA Board of Directors – January 2022
- North Lake Tahoe Resort Association seeks members for two new advisory committees - March 2022
- North Lake Tahoe will launch drones instead of fireworks to celebrate Independence Day this year - March 2022
- Local business leaders elected to North Lake Tahoe Resort Association Board of Directors (included naming of TBID Advisory and Zone 1 Committees) - April 2022
- New TOT committee to support local housing and transportation projects - June 2022
- North Lake Tahoe TBID Committees award over \$90K in grants for community projects – July 2022

Media Placements

- **Cumulative audience reach: 236,544,878**
- **Cumulative advertising equivalency: \$2,188,040.12**
 - *Reach and AVE calculated through July 2022*
- Earned media coverage topics:
 - Drone shows
 - NLTRA Board
 - Measure A/TOT renewal (op-ed and editorial)
 - *Moonshine Ink* Q&A with Tony Karwowski about NLTRA's shift in direction
 - TOT committee
 - TBID funds granted

Monthly CEO Newsletter

- Developed to initiate a regular cadence of communications directly with NLTRA stakeholder groups, monthly CEO newsletter topics have included:
 - **April** - new NLTRA board members, TBID funding shift, spring TART Connect services, Meaningful Travel Summit, Independence Day drone shows, Measure A
 - **May** - TBID Advisory and Zone 1 committee formation, new NLTRA positions, NLTRA BOD vote to recommend Lease to Locals and TART Connect funding with TOT, Measure A, TOT Committee applications, Destination Stewardship committee workshops, top questions about the TBID
 - **June** - Measure A, TOT Committee appointments, first TBID grants awarded, what the TBID marketing budget supports, TBID Advisory and Zone 1 committee updates, Destination Stewardship virtual workshops
 - **July** - Lease to Locals, TART Connect, NLTRA rebranding effort, drone show reschedule, destination stewardship plan update, wildfire awareness, partner spotlight: North Tahoe Fire District

Other Proactive Communications Efforts

- Simplified key messages related to TOT, TBID and why we need both, clarified messaging related to NLTRA's focus to use going forward
- Composed NLTRA statement, dedicated email and social media copy in support of Measure A and the value of TOT to North Lake Tahoe
- Started bi-weekly meetings with Placer staff to collaborate on TOT messaging and communications

Planned Communications (FY22-23)



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Focus of Efforts Going Forward

- To “show and tell” the community and NLTRA’s stakeholders about the projects and initiatives that TOT and TBID revenues are supporting to ensure a vibrant, sustainable year-round economy, manage stewardship education and help offset tourism impacts.
- A variety of communications methods will be used, including, but not limited to NLTRA’s owned channels, earned media, social media, and potentially paid media opportunities.



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Upcoming Press Releases

- TBID funding for NTBA, TCDA contracts (August)
- TBID project intake process (August)
- NLTRA staff new hires (August)
- NLTRA rebranding (Sept/Oct)
- NLTRA partnership event funding applications (Sept/Oct)
- NLTRA partnership event funding awards (December)

Media Relations

- Coordination of interviews between Tony and local/regional media outlets regarding topics including:
 - TBID projects funded (quarterly updates and/or as projects are approved)
 - Restructure and rebrand of NLTRA
 - NLTRA new hires
 - Drone shows rescheduled for Labor Day weekend
- Identify storytelling opportunities to demonstrate involvement from a diverse stakeholder group in the decision-making process for the allocation of TBID funds (the people/businesses that are represented on the various committees)



Other Activities to be Considered

1. Scripted video series re: TOT/TBID projects and overview of what each is, why the region needs both (distribution: NLTRA owned channels, potentially for paid digital ads)
2. Consider buying interview time with KTKE to share quarterly updates re: TOT & TBID funded projects, involvement of committees made up of local representation
3. Develop infographic to be shared quarterly, bi-annually or annually to demonstrate results/projects funded
4. Local advertising: Tahoe Art Haus, *Moonshine Ink*, *Sierra Sun*, *Tahoe Weekly*



north lake tahoe



Thank you.

In-Market Media Plan - FY 22/23



north lake tahoe

A scenic view of a lake with a person kayaking, overlaid with a semi-transparent white box containing text. The background shows a person in a yellow kayak on a clear blue lake, with large rocks in the foreground and evergreen trees on the right side.

AGENDA

OBJECTIVES

CO-OP SUPPORT

NLTRA PLAN & CREATIVE



OBJECTIVES

- Promote sustainable tourism practices
- Increase purchases of NLT Gift Cards, supporting shopping and businesses year-round
- Support regional events
- Align placements with peak in-market visitation (i.e., holidays, weather, events, etc.)
- Utilize learnings from past creative performance to refresh campaign creative as needed

CO-OP SUPPORT

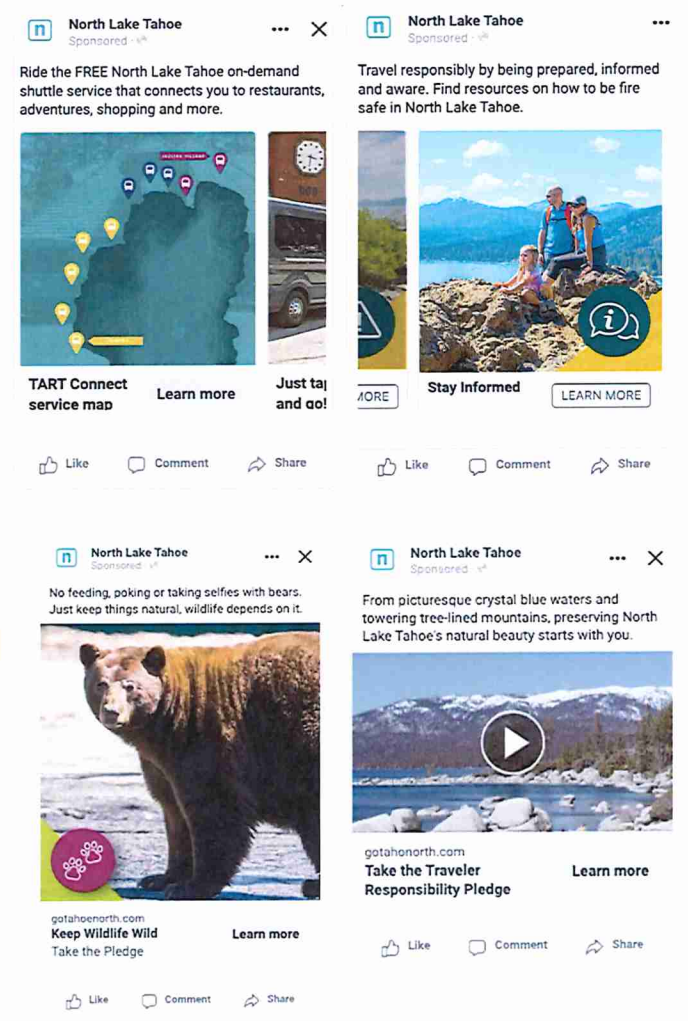


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CO-OP SUPPORT

- Paid social media specific to in-market sustainability placements throughout the year.
 - TART Connect
 - Traveler Responsibility Pledge
 - Fire Safety Ads
- Creative development for collateral and ad assets.

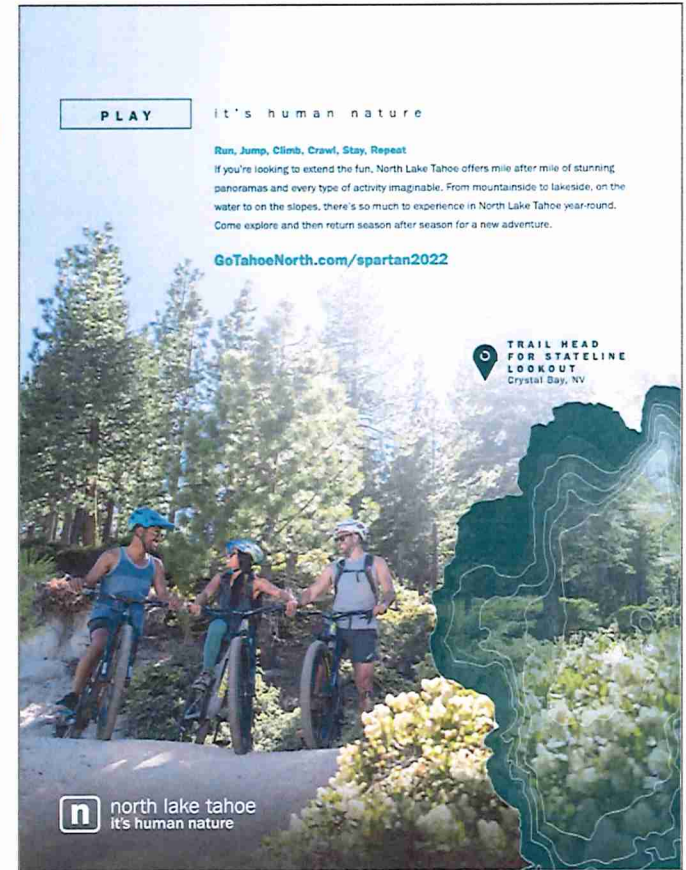




CO-OP SUPPORT

Event support and promotion including creative for various deliverables and organic communications (blogs, newsletters, social media):

- Summer Music Series
- Spartan
- WinterWonderGrass
- Made in Tahoe



NLTRA PLAN



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TRADITIONAL CAMPAIGN OVERVIEW

Select publications with appropriate reach and key features that align with NLTRA initiatives.

Creative focuses for the placements will adjust based of placement type/issue focus and will cover:

- Summer Music
- NLT Gift Card/Shopping
- Traveler Responsibility Pledge
- Mountainside Activities
- Lakeside Activities

Placements

- Tahoe Weekly
- Tahoe Quarterly
- Moonshine Ink
- Tahoe.com
- Edible Reno-Tahoe
- TART Buses



TRADITIONAL CAMPAIGN *ADDED VALUE*

Select publications with appropriate reach and key features that align with NLTRA initiatives.

Vendor	Run Dates	Asset Type	Reach	Creative Direction
Tahoe Quarterly	April TBD (align with 3/24 print ad and spring break weeks)	Dedicated eBlast to 40k subscribers	44,517 subscribers 12% open rate	TRP
Tahoe.com	TBD (winter months)	Concierge emails for 13 weeks	70% open rate	Lakeside activities

CAMPAIGN FLOWCHART

FY 22/23	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
DIGITAL MEDIA												
Paid Social	█	█	█	█	█	█	█	█	█	█	█	█
Display				█	█	█				█	█	█
PRINT												
Tahoe Weekly				█	█	█				█	█	
Tahoe Quarterly									█			
Moonshine Ink		█	█	█	█	█		█	█	█	█	
Tahoe.com	█	█	█	█	█	█	█	█	█	█	█	█
Edible Reno-Tahoe			█	█								
OUTDOOR												
TART Buses				█	█	█				█	█	█



- Prioritize delivery with Paid Social to support shopping and business visitation year-round while also including seasonal specific messaging.
- Incorporate Programmatic Display and TART placements during peak visitation periods
- Utilize various types of print placements to support key holidays and peak timeframes.

CREATIVE – SUMMER DIGITAL

North Lake Tahoe
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You're here to play in summer's official playground. From hiking and biking to ziplining, it's all here for you to enjoy.



gotahoenorth.com
Take in the View Learn more
Explore Now

Like Comment Share

**SINGLE IMAGE
SEASONAL SUMMER**

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Shopping? Or treasure hunting? Whatever you call it, you can bring home something beautiful and made right here in Tahoe.



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Seek Your Own Treasures Learn more
Shop Local

Like Comment Share

**SINGLE IMAGE
GENERAL SHOPPING**

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Press play on your summer soundtrack with free live music happening right now all over the region.



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Live for Live Music Learn more
North Lake Tahoe

Like Comment Share

**SINGLE IMAGE
SUMMER MUSIC**

GIVE BACK TO THE COMMUNITY

BUY A NORTH LAKE TAHOE GIFT CARD

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It's human nature **SHOP LOCAL**

ENJOY SUMMER WITH THE PERFECT SOUNDTRACK

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It's human nature **VIEW LINEUP**

CREATIVE – SUMMER PRINT

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REACH THE PEAK OF FUN

Take your adventure to a new level. Experience North Lake Tahoe, summer's official playground, from the top down. Hike, bike, zipline, shop and mountainside adventures of

GoTahoeNorth.com/Tah

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GET IN TUNE WITH NATURE

The beauty of North Lake Tahoe takes center stage with FREE music all summer long. These events are dedicated to showcasing great local and independent artists who perform at concerts on the beach and festivals in the mountains.

Visit gotahoenorth.com for more information on summer

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PRESERVE OUR TREASURED SPACES

Become a Steward of Lake Tahoe | To keep the natural beauty of our region, we encourage all visitors and residents to take the Traveler Responsibility Pledge. It's the first step in conserving the magic of North Lake Tahoe's culture and wonders of the Sierra.

Take the Traveler Responsibility Pledge at gotahoenorth.com/sustainable-travel-pledge

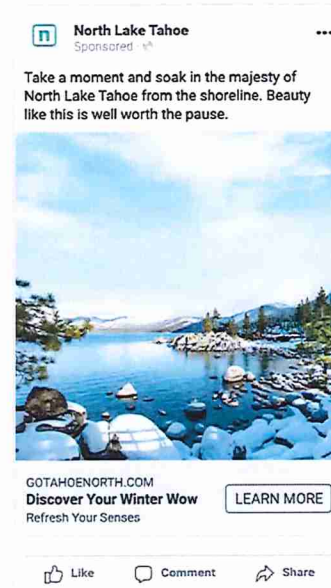
CREATIVE – ADDITIONAL EXAMPLES



Display



Shopping



Winter



Spring



THANK YOU!

NLTRA Updates



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Renaming Process

- **Focus groups**

- **Board**

- **Staff**

- **Community Stakeholders**

- **Final review group**

Mission Alignment

Given the evolution of NLTRA's Mission, what roles do you think a new name for the organization should speak to or encompass?

Name Qualities

What qualities should the name have? Memorable? Catchy? Fun? Businesslike? Exciting? Inviting?

Inspiration

Are there businesses or non-profits whose name you really admire?

Brainstorm

What name ideas do you have now?

Review Options

How well do these initial ideas work?



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TBID/TOT Grant process

- Worked with ad hoc committee and consultant to develop biennial call for projects schedule
- Focus on streamlined process for grant submission, review, award, and tracking
- Simplify one intake form for all grants
 - Creates efficiencies for staff
 - Reduces confusion for grant applicants
 - Allows staff to see all applications and where they best fit in funding puzzle
 - Potential to have TBID Advisory, Zone 1, TOT, and CAP to go through 1 application
 - More efficient use of committee time



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Bylaw Notification / TOT Committee Vote

- **Membership vote ballots to increase TOT committee seats from 5-7 to 11-13 are in the mail this week**
 - **10% of membership must return votes**
 - **50% +1 in favor of amendment to pass**
- **Membership notifications of minor bylaw changes the NLTRA BOD will be voting on at the September board meeting will also be included in mailing**



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Thank You