



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

August 31st, 2022 at 3:30 PM

Virtual Zoom Meeting

<https://us02web.zoom.us/j/87661880804?pwd=US9JVHZneUxlcmw0SGdDT0draldzUT09>

Meeting ID: 876 6188 0804

Passcode: 187854

Dial by your location

+1 669 900 9128 US (San Jose)

FINANCE COMMITTEE

NLTRA Board

Dan Tester

Treasurer

Jim Phelan

Tahoe City Marina

Kevin Mitchell

Homewood

Mountain Resort

Committee

Members

David Brown

CPA

Ramona Cruz

Tahoe City Public

Utility District

Placer County Rep

Stephanie

Holloway

NLTRA Staff

Tony Karwowski

CEO

Francois Cazalot

Director of

Finance

DeWitt Van Siclen

Accounting

Manager

Liz Neal

Staff Accountant

Quorum

3 Members with 1

being a Board

Member

A. Call to Order – Establish Quorum

B. Roll Call

C. Public Forum

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

D. Agenda Amendments & Approval [MOTION]

E. Approval of Finance Committee Meeting Minutes:

- **07/27/2022 Meeting Minutes [MOTION]** Pg. 1

F. Review and Approval of Preliminary Financials:

- **Review Staff Report of Financial Performance**Pg. 2
- **NLTRA 07/31/2022 Financials Review [MOTION]**.....Pg. 6
- **NLTMC 07/31/2022 Financials Review**Pg. 23

G. CEO Expense Report

- **Review & Approve July 2022 CEO Expense Report**.....Pg. 30
- **Review & Approve June 2022 CEO Expense Report**.....Pg. 35

H. Items for Committee Review, Discussion/or Recommendations

- Meeting with Auditors
- Grant Process for spending TBID, TOT

I. Supplemental Information

- August 2022 Dashboard ReportPg. 41

J. Agenda Input for Next Finance Committee Meeting

K. Next Meeting Date

L. Committee Member Comments

M. Adjourn



- A. Call to Order – Establish Quorum – Quorum established 3:32 PM (4)
- B. Approval of Resolution 2022.07
 - **MOTION** to approve Resolution 2022.07; Jim Phelan, Kevin Mitchel, Approved 4-0-0
- C. 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 MAY 25, 2022 TO JUNE 24, 2022 PURSUANT TO **BROWN ACT** PROVISIONS.
- D. Roll Call:

Members in Attendance via Zoom: Dan Tester – Board Member, Jim Phelan – Board Member, Kevin Mitchell – Board Member (3:40 PM), David Brown
Staff in Attendance via Zoom: Tony Karwowski, DeWitt Van Siclen
- E. Public Forum – Introduce new member of NLTRA staff Kim Brown, Director of Business & Community Relations
- F. Agenda Amendments and Approval
 - **MOTION** to approve the agenda; Jim Phelan/David Brown, Approved 4-0-0
- G. Approval of Finance Committee Meeting Minutes:
 - **MOTION** to approve May 25th, 2022 Finance Committee meeting minutes; David Brown/Jim Phelan, Approved 4-0-0
- H. Review and Approval of Preliminary Financials
 - Review Staff Report – June 30, 2022 financial results
 - **MOTION** to approve June 30, 2022 Preliminary NLTRA Financials; Kevin Mitchell/David Brown, Approved 4-0-0
 - **MOTION** to approve May 31, 2022 Preliminary NLTRA Financials; Jim Phelan/Kevin Mitchell, Approved 4-0-0
 - Review of NLTMC June 30, 2022 Financials
 - Review of NLTMC May 31, 2022 financials
- I. Items for Committee Review, Discussion and/or Recommendations
 - Meeting with Auditors
 - TBID update
- J. Supplemental Information
 - Review of the June 2022 Dashboard report
- K. Agenda Input for Next Finance Committee Meeting
 - Grant Process of spending TBID, TOT
- L. Next Meeting Date
 - August 31st, 2022 @ 3:30 PM
- M. Committee Member Comments
 - None
- N. Adjourn 4:39 PM



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Date: 8/29/2022

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

From: DeWitt Van Sicen, Accounting Manager

RE: Report on Financial Results for July 31, 2022

Update to June 30, 2022 Financials

- AR – Other balance increased by \$50,000 due to Business Association Grant funding overpayment
- AR – TBID balance increased by \$149,000 to adjust for updated collections forecast
- Accounts Payable balance increased by \$141,000 primarily due to a bill owed to Placer County for costs associated with TBID collections for the fiscal year
- Due to/from Placer County balance increased by \$1,195,000 to reflect TOT funds owed back to Placer County at the end of the fiscal year:
 - \$332,000 from Designated Marketing Reserve
 - \$101,000 from Cash Flow Reserve
 - \$50,000 from Marketing Cash Reserve
 - \$145,000 from Deferred Revenue - County
 - \$566,000 in unspent TOT funds received in FY21/22
- The Due to/from Placer County balance on the balance sheet does not reflect the \$849,000 additional TOT funds that had been allocated at the beginning of the fiscal year to the NLTRA but were not budgeted for use by the NLTRA. These funds were immediately directed to the Workforce Housing & Transportation fund.
- Anticipated increase to the Due/To From Placer County balance will include approximately \$277,000 from unspent NLT Marketing Coop contributions pending review of the NLT Marketing Coop.
- Total estimated funds returned to Placer County for use in Workforce Housing & Transportation will be \$1,472,000.

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

- Cash balance on July 31, 2022 of \$5,424,000 was \$3,480,000 greater than prior year due primarily to an increase in NLT TBID Net Assets of \$4,935,000, an increase in Net Income of \$398,000 offset by an increase in Receivables of \$1,017,000 a decrease in TOT reserves of \$483,000, a decrease in the Due To/From Placer County balance of \$285,000, and a decrease in Accounts Payable of \$50,000 and a decrease in Payroll Liabilities of \$39,000. Other changes to cash include a decrease in Inventory of \$9,000, a decrease in Prepaid Expenses of \$11,000, an increase in Accrued Expenses of \$12,000, and a decrease in Deferred Revenue – Member Dues of \$10,000.
- Accounts Receivable (QB) balance of \$5,000 was up relative to last year by \$4,000.
- Accounts Receivable – TBID balance of \$1,381,000 was greater than prior year by \$1,381,000 due to more accurate revenue tracking for the NLT TBID.
- The Accounts Receivable – TOT balance was \$0. The balance at this date last year was \$432,000.

- Membership dues receivable totaled \$44,000, which reflects an increase of \$2,000 from prior year. The Allowance for Doubtful Accounts balance of \$1,000 was \$9,000 less than prior year. An adjustment to the Allowance for Doubtful Accounts is being reviewed.
- Receivable for NLTMC of \$1,000 was \$5,000 lower than prior year.
- AR Other balance of \$62,000 was higher than prior year by \$59,000 primarily due to overpayment of Business Association Grant funding that is due back to the NLTRA.
- Retail Inventory totaled \$18,000, which reflects a decrease of \$9,000 from prior year.
- Prepaid Expenses of \$10,000 decreased by \$11,000 from prior year primarily due to the timing of insurance payments.
- Accounts Payable of \$271,000 was \$50,000 lower than prior year.
- 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 \$100,000 were \$39,000 lower than prior year. This is primarily the result of reduced staffing offset as well as a shorter month end accrual period.
- Accrued expenses of \$125,000 were \$12,000 higher than prior year. This balance primarily consists of a portion of the 2022 Spartan event sponsorship.
- Deferred Revenue-Member Dues of \$36,000 was down \$10,000 from last year due to lower membership levels.
- Due To/From County balance of \$1,195 was \$285,000 lower than prior year. This balance reflects the unspent prior year TOT funding that is due back to Placer County.
- TOT-funded Reserve balances of \$0 are \$483,000 lower than prior year. Those funds are due back to Placer County.
- NLT TBID Net Assets balance of \$4,935,000 are higher than prior year by \$4,935,000.
- YTD consolidated net income of \$243,000 at July 31 reflected a \$397,000 increase from prior year negative results of (\$155,000), and represents TBID net positive results of \$237,000 YTD and Membership's net positive results of \$6,000.
- TBID Collections of \$5,464,000 reflected collection of payments made through August, and does not include any collections for FY2022/23.
 - Zone 1 collections totaled \$897,000, or 16.4% of the total.
 - Updated forecasts for TBID collections are anticipated to be approximately \$5,810,000, 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 \$253,000 was on budget.
 - Total expense of \$147,000 before overhead allocation was good to budget by \$52,000 primarily due to timing partially offset by increased salaries & wages.
 - Net results of \$106,000 before overhead allocation were good to budget by \$87,000.
- Operating Results YTD – Zone 1 Services (TBID)

- TBID Revenue of \$71,000 was on budget.
- Expenditures of \$2,000 before overhead allocation were good to budget by \$76,000 primarily due to timing partially offset by increased salaries & wages.
- Net results of \$69,000 before overhead allocation were good to budget by \$76,000.
- Operating Results YTD – Visitor Services & Visitor Centers (TBID)
 - TBID Revenue of \$35,000 was on budget.
 - Retail Revenue of \$15,000 was on budget.
 - Expenditures of \$25,000 before overhead allocation were good to budget by \$16,000 primarily due to timing.
 - Net results of \$17,000 before overhead allocation were good to budget by \$11,000.
- Operating Results YTD – Business Advocacy & Support (TBID)
 - TBID Revenue of \$27,000 was on budget.
 - Expenditures of \$3,000 before overhead allocation were good to budget by \$25,000 due to reduced staffing as well as timing.
 - Net results of \$24,000 before overhead allocation were good to budget by \$25,000.
- Operating Results YTD – Economic Development, Transportation, & Other Opportunities (TBID)
 - TBID Revenue of \$37,000 was on budget.
 - Expenditures of \$2,000 before overhead allocation were good to budget by \$39,000 due to timing.
 - Net results of \$34,000 before overhead allocation were good to budget by \$39,000.
- Operating Results YTD – Sustainability & Mitigation of Tourism Impacts (TBID)
 - TBID Revenue of \$16,000 was on budget.
 - Expenditures of \$3,000 before overhead allocation were \$16,000 good to budget due to timing.
 - Net results of \$13,000 before overhead allocation were good to budget by \$16,000.
- Operating Results YTD – Administration (TBID)
 - TBID Revenue of \$24,000 was on budget.
 - Allocated Administrative Overhead of \$3,000 was below \$25,000 below budget due to calculation error. An adjusting entry will be made.
 - Net results of \$21,000 after overhead allocation were good to budget by \$25,000.
- Operating Results YTD – County Admin Fee (TBID)
 - TBID Revenue of \$10,000 was on budget.
 - Expenditures of \$7,000 was on budget.
 - This is an expense that is being accrued monthly. The County submits a final at the end of the fiscal year.
 - Net results of \$2,000 are on budget.
- Operating Results YTD – Contingency/Reserve (TBID)
 - TBID Revenue of \$10,000 was on budget.
 - There are currently no plans for the use of contingency/reserve funds.
 - Net results of \$10,000 were on budget.
- Operating Results YTD – TOT Housing & Transportation Allocation (TOT)
 - TOT Revenue was \$0 due to the contract with Placer County not yet being finalized.
 - Total expense was \$0.
- Operating Results YTD – Membership
 - Membership dues revenue of \$6,000 was \$1,000 good to budget.
 - Expenses were \$0.
 - Net results of \$1,000 was good to budget by \$1,000.
 - Net results of \$1,000 after overhead allocations was good to budget \$17,000.
- Operating Results YTD – Administration
 - Total expenses of \$64,000 were \$19,000 good to budget due primarily to reduced staffing.
- Membership cash position as of July 31, 2022
 - Membership activities YTD resulted in a net gain of \$6,058.
 - Deferred revenues of \$35,525 less receivables of \$44,625, plus the allowance for uncollectible receivables of \$794 resulted in the decrease in cash in the amount of \$2,248.
 - 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 \$17,493.
- Net cash year-to-date was positive \$40,370.

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

- Cash balance at month end of \$507,000 was \$194,000 higher than prior year primarily due to an increase in Unrestricted Net Assets of \$180,000, a decrease in Prepaid Expenses of \$55,000, and an increase in Accounts Payable of \$36,000 offset by an increase in Accounts Receivable of \$58,000.
- Accounts Receivable balance of \$118,000 was \$58,000 higher than prior year due to late payment from NLTRA for July funding. Payment has since been made.
- Prepaid Expenses of \$15,000 were \$55,000 lower than prior year.
- Accounts Payable of \$149,000 were \$36,000 higher than prior year due to timing of payment.
- Unrestricted Net Assets Equity of \$373,000 was \$180,000 higher than prior year.
- Net Income of \$118,000 was \$18,000 lower than prior year.

- Year-to-date revenue from NLTRA and TNTNV of \$206,000 was on budget.
- Consumer Marketing expenditures of \$30,000 were \$29,000 good to budget due to timing.
- Leisure Sales expenditures of \$0 were \$78,000 below budget due to timing.
- Public Relations expenses of \$12,000 were \$10,000 below budget due to timing.
- Conference Sales expenditures of \$3,000 were \$19,000 good to budget due to timing.
- Trade Show expenditures of \$7,000 were \$22,000 below budget due to timing.
- Committed & Administrative expenditures of \$20,000 were \$33,000 below budget due to timing.
- Website & Maintenance expenses of \$15,000 were on budget.
- Total Expenses of \$88,000 were \$192,000 below budget.
- Net Income of \$118,000 was good to budget by \$192,000.

Updates to June 30, 2022 Financials

Anticipated changes to the NLT Marketing Coop include the return of net results at March 31, 2022 to both parties of an estimated \$260,000 due to the return of unspent contributions coming from Placer County TOT. The split is roughly 61% for NLTRA and 39% for Travel North Tahoe NV. This equates to:

- \$159,00 due back to NLTRA
- \$101,000 due back to TNTNV

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

July 31, 2022

North Lake Tahoe Resort Association

Balance Sheet - PY Comparison

	2022	2021	Variance
Current Assets			
Cash - TBID Operations	4,121,132	0	4,121,132
Cash - TOT Operations	1,098,031	1,684,754	(586,723)
Special Event Funding	1,539	39,803	(38,264)
Cash Flow Reserve	101,077	100,976	101
Marketing Reserve	50,386	50,356	30
Payroll Reserve	46,633	67,740	(21,107)
Cash in Drawer	4,633	231	4,402
Petty Cash	158	158	0
Accounts Receivable	5,000	1,000	4,000
Accounts Receivable - TBID	1,381,202	0	1,381,202
Accounts Receivable - TOT	0	432,499	(432,499)
Accounts Receivable - Membership Dues	44,155	42,185	1,970
Accounts Receivable - Membership Activities	470	985	(515)
Allowance for Doubtful Accounts	(794)	(9,632)	8,837
Accounts Receivable - NLTMC	965	5,932	(4,967)
Accounts Receivable - Other	61,518	2,138	59,380
Inventory Asset	18,017	27,501	(9,485)
Gift Cards Outstanding	18	18	0
Prepaid Expenses	5,850	6,900	(1,050)
Prepaid Postage	100	100	0
Prepaid Insurance	2,754	13,097	(10,343)
Deposits	1,672	1,150	522
Total Current Assets	6,944,515	2,467,891	4,476,624
Fixed Assets			
Furniture & Fixtures	43,330	43,330	0
Accumulated Depreciation - Furnitures & Fixtures	(43,330)	(43,330)	0
Computer Equipment	11,013	11,013	0
Accumulated Depreciation - Computer Equipment	(5,208)	(3,222)	(1,986)
Computer Software	6,206	6,206	0
Accumulated Depreciation - Computer Software	(6,206)	(6,206)	0
Leasehold Improvements	24,284	24,284	0
Accumulated Depreciation - Leasehold Improvements	(24,284)	(24,284)	0
Total Fixed Assets	5,805	7,791	(1,986)
Total Assets	\$ 6,950,320	\$ 2,475,682	\$ 4,474,638
Liabilities			
Current Liabilities			
Accounts Payable	271,422	323,157	(51,736)
Credit Cards Payable	0	15	(15)
Accounts Payable - Other	23,835	22,140	1,695
Salaries & Wages Payable	8,558	20,359	(11,801)
Incentives Payable	50,168	44,055	6,113
PTO Payable	35,798	62,280	(26,482)
401k Payable	1,391	3,543	(2,152)
Employer Tax Payable	4,089	9,097	(5,008)
Accrued Expenses	124,667	112,850	11,817
Deferred Revenue - Membership Dues	35,525	45,987	(10,462)
Deferred Revenue - TMBC	1,290	1,290	0
Due To/From County	1,195,474	1,480,803	(285,329)
Suspense (may include rounding)	90	0	90

Balance Sheet - PY Comparison

	2022	2021	Variance
Total Current Liabilities	1,752,308	2,125,577	(373,270)
Sales Tax Payable	2,936	2,920	17
Use Tax Payable	25	1,418	(1,393)
Total Tax Payable	2,961	4,338	(1,376)
Long-Term Debt			
Total Liabilities	1,755,269	2,129,915	(374,646)
Marketing Reserve	0	50,018	(50,018)
Cash Flow Reserve	0	100,839	(100,839)
Designated Marketing Reserve	0	331,856	(331,856)
Unrestricted Net Assets	17,493	17,781	(288)
NLT TBID Net Assets			
Marketing, Promotions, & Events Net Assets	2,537,044	0	2,537,044
Zone 1 Services Net Assets	847,476	0	847,476
Visitor Services & Centers Net Assets	350,845	0	350,845
Business Support & Advocacy Net Assets	261,888	0	261,888
Econ Development, Trans, Other Net Assets	441,310	0	441,310
Sustainability, Mitigation of Tourism Impacts Net Assets	156,664	0	156,664
Administrative Net Assets	223,256	0	223,256
County Admin Fee Net Assets	0	0	0
Contingency/Reserve	116,203	0	116,203
Net Income	242,871	(154,728)	397,599
Total Equity	5,195,051	345,767	4,849,284
Liabilities & Shareholder Equity	\$ 6,950,320	\$ 2,475,682	\$ 4,474,638

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
482,624	482,624	0	TBID Revenue	482,624	482,624	0	6,000,000
6,058	0	6,058	Membership Dues Revenue	6,058	0	6,058	0
14,588	15,000	(412)	Retail Revenue	14,588	15,000	(412)	60,000
288	0	288	Non-Retail Revenue	288	0	288	0
			Revenue - Interest & Investments				
503,558	497,624	5,934	Total Revenues	503,558	497,624	5,934	6,060,000
7,204	2,375	4,829	Cost of Goods Sold	7,204	2,375	4,829	28,500
236	0	236	Freight & Shipping Costs	236	0	236	0
13	0	13	POS Inventory Adjustments	13	0	13	0
263	0	263	Artist of the Month - Consignment Expense	263	0	263	0
7,715	2,375	5,340	Total Cost of Goods Sold	7,715	2,375	5,340	28,500
495,843	495,249	594	Gross Profit	495,843	495,249	594	6,031,500
65,269	115,644	(50,375)	Salaries & Wages	65,269	115,644	(50,375)	1,387,729
5,240	11,523	(6,283)	P/R - Tax Expense	5,240	11,523	(6,283)	138,273
8,314	21,414	(13,101)	P/R - Health Insurance Expense	8,314	21,414	(13,101)	256,972
0	4,086	(4,086)	P/R - Workmans Comp	0	4,086	(4,086)	49,028
2,163	4,279	(2,116)	401(k)	2,163	4,279	(2,116)	51,349
435	407	28	Other Benefits & Expenses	435	407	28	4,880
13,712	13,931	(219)	Rent	13,712	13,931	(219)	167,171
663	1,625	(962)	Utilities	663	1,625	(962)	19,497
87	1,331	(1,244)	Repairs & Maintenance	87	1,331	(1,244)	15,967
930	1,644	(714)	Telephone & Internet	930	1,644	(714)	19,724
890	1,386	(496)	Supplies - Office	890	1,386	(496)	14,586
1,238	12,700	(11,462)	Supplies - Computer	1,238	12,700	(11,462)	12,700
0	559	(559)	Mail	0	559	(559)	6,714
10,491	8,771	1,720	Taxes, Licenses, Fees	10,491	8,771	1,720	105,250
314	125	189	Credit Card Fees	314	125	189	1,500
1,282	1,317	(34)	Dues & Subscriptions	1,282	1,317	(34)	15,800
306	1,250	(944)	Insurance/Bonding	306	1,250	(944)	15,000
272	567	(294)	Associate Relations	272	567	(294)	6,800
2,100	692	1,408	Training/Seminars	2,100	692	1,408	8,300
0	342	(342)	Travel	0	342	(342)	4,100
114	417	(302)	Automobile Expenses	114	417	(302)	5,000
47	633	(587)	Meals & Meetings	47	633	(587)	7,600
515	4,000	(3,485)	Board Functions	515	4,000	(3,485)	48,000
2,080	5,750	(3,670)	Professional Fees	2,080	5,750	(3,670)	69,000
300	2,500	(2,200)	Professional Fees - Attorney	300	2,500	(2,200)	30,000
0	0	0	Professional Fees - Accountant	0	0	0	40,000
2,687	2,917	(229)	Equipment Support & Maintenance	2,687	2,917	(229)	35,000
491	718	(227)	Equipment Rental/Leasing	491	718	(227)	6,363
153	153	0	Depreciation	153	153	0	1,833
500	20,000	(19,500)	Event Sponsorships	500	20,000	(19,500)	565,000
0	0	0	Special Event Partnership Funding	0	0	0	50,000
114,392	114,392	(0)	NLTMC Contributions	114,392	114,392	(0)	1,440,000
0	8,917	(8,917)	Non-NLTMC Marketing	0	8,917	(8,917)	217,000
17,987	0	17,987	In-Market/Tourism	17,987	0	17,987	0
0	832	(832)	Chamber Activities	0	832	(832)	9,981
0	0	0	Chamber Activities - Membership Meetings	0	0	0	6,000
0	250	(250)	Chamber Activities - TMBC	0	250	(250)	3,000
0	0	0	Chamber Activities - Community Awards Dinner	0	0	0	10,000
0	155,078	(155,078)	Additional Opportunities	0	155,078	(155,078)	2,052,937
0	0	0	Allocated Administrative Overhead	0	0	0	0
252,971	520,147	(267,175)	Total Operating Expenses	252,971	520,147	(267,175)	6,898,054
242,871	(24,898)	267,769	Net Operating Income	242,871	(24,898)	267,769	(866,554)
			Other Expense/<Income>				
\$ 242,871	\$ (24,898)	\$ 267,769	Net Income	\$ 242,871	\$ (24,898)	\$ 267,769	\$ (866,554)

July 2022 Actual	July 2022 Budget	Variance (\$)
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YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)
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Annual

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Marketing, Promotions, & Special Events

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
253,377	253,377	0	Revenues	253,377	253,377	0	3,150,000
253,377	253,377	0	Total Revenues	253,377	253,377	0	3,150,000
253,377	253,377	0	Gross Profit	253,377	253,377	0	3,150,000
21,952	34,999	(13,048)	Salaries & Wages	21,952	34,999	(13,048)	419,990
1,884	3,500	(1,616)	P/R - Tax Expense	1,884	3,500	(1,616)	41,999
(522)	7,023	(7,545)	P/R - Health Insurance Expense	(522)	7,023	(7,545)	84,275
0	1,227	(1,227)	P/R - Workmans Comp	0	1,227	(1,227)	14,725
816	1,327	(511)	401(k)	816	1,327	(511)	15,920
(3)	137	(139)	Other Benefits & Expenses	(3)	137	(139)	1,640
2,227	2,529	(302)	Rent	2,227	2,529	(302)	30,351
0	452	(452)	Utilities	0	452	(452)	5,420
0	468	(468)	Telephone & Internet	0	468	(468)	5,620
0	236	(236)	Supplies - Office	0	236	(236)	786
134	5,000	(4,866)	Supplies - Computer	134	5,000	(4,866)	5,000
0	126	(126)	Mail	0	126	(126)	1,514
0	63	(63)	Taxes, Licenses, Fees	0	63	(63)	750
650	125	525	Dues & Subscriptions	650	125	525	1,500
28	83	(56)	Associate Relations	28	83	(56)	1,000
0	58	(58)	Travel	0	58	(58)	700
0	83	(83)	Automobile Expenses	0	83	(83)	1,000
0	42	(42)	Meals & Meetings	0	42	(42)	500
0	241	(241)	Equipment Rental/Leasing	0	241	(241)	2,138
0	20,000	(20,000)	Event Sponsorships	0	20,000	(20,000)	565,000
0	0	0	Special Event Partnership Funding	0	0	0	50,000
114,392	114,392	(0)	NLTMC Contributions	114,392	114,392	(0)	1,440,000
0	6,833	(6,833)	Non-NLTMC Marketing	0	6,833	(6,833)	192,000
5,352	0	5,352	In-Market/Tourism	5,352	0	5,352	0
0	35,340	(35,340)	Additional Opportunities	0	35,340	(35,340)	424,083
49,662	29,681	19,981	Allocated Administrative Overhead	49,662	29,681	19,981	369,089
196,571	263,966	(67,395)	Total Operating Expenses	196,571	263,966	(67,395)	3,675,000
56,806	(10,589)	67,395	Net Operating Income	56,806	(10,589)	67,395	(525,000)
			Other Expense/<Income>				
\$56,806	\$ (10,589)	\$67,395	Net Income	\$ 56,806	\$ (10,589)	\$67,395	\$ (525,000)

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Zone1 Services

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
71,428	71,428	0	Revenues	71,428	71,428	0	888,000
71,428	71,428	0	Total Revenues	71,428	71,428	0	888,000
71,428	71,428	0	Gross Profit	71,428	71,428	0	888,000
1,438	3,831	(2,393)	Salaries & Wages	1,438	3,831	(2,393)	45,972
132	383	(251)	P/R - Tax Expense	132	383	(251)	4,597
0	616	(616)	P/R - Health Insurance Expense	0	616	(616)	7,388
0	134	(134)	P/R - Workmans Comp	0	134	(134)	1,612
69	153	(84)	401(k)	69	153	(84)	1,839
0	10	(10)	Other Benefits & Expenses	0	10	(10)	120
396	174	222	Rent	396	174	222	2,089
0	33	(33)	Utilities	0	33	(33)	397
0	34	(34)	Telephone & Internet	0	34	(34)	411
0	83	(83)	Supplies - Office	0	83	(83)	1,000
134	700	(566)	Supplies - Computer	134	700	(566)	700
0	25	(25)	Taxes, Licenses, Fees	0	25	(25)	300
0	17	(17)	Dues & Subscriptions	0	17	(17)	200
0	17	(17)	Associate Relations	0	17	(17)	200
0	42	(42)	Automobile Expenses	0	42	(42)	500
0	83	(83)	Meals & Meetings	0	83	(83)	1,000
0	18	(18)	Equipment Rental/Leasing	0	18	(18)	156
0	417	(417)	Non-NLTMC Marketing	0	417	(417)	5,000
0	3,192	(3,192)	Business Association Grant Funding	0	3,192	(3,192)	38,300
0	68,348	(68,348)	Additional Opportunities	0	68,348	(68,348)	820,171
730	8,367	(7,637)	Allocated Administrative Overhead	730	8,367	(7,637)	104,048
2,900	86,676	(83,776)	Total Operating Expenses	2,900	86,676	(83,776)	1,036,000
68,528	(15,248)	83,776	Net Operating Income	68,528	(15,248)	83,776	(148,000)
Other Expense/<Income>							
\$68,528	\$ (15,248)	\$83,776	Net Income	\$ 68,528	\$(15,248)	\$83,776	\$ (148,000)

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Visitor Centers & Services

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
35,232	35,232	0	Revenues	35,232	35,232	0	438,000
14,588	15,000	(412)	Retail Revenue	14,588	15,000	(412)	60,000
288	0	288	Retail Revenue - Merchandise Sales Revenue - Interest & Investments	288	0	288	0
50,108	50,232	(124)	Total Revenues	50,108	50,232	(124)	498,000
7,204	2,375	4,829	Cost of Goods Sold	7,204	2,375	4,829	28,500
236	0	236	Freight & Shipping Costs	236	0	236	0
13	0	13	POS Inventory Adjustments	13	0	13	0
263	0	263	Artist of the Month - Consignment Expense	263	0	263	0
7,715	2,375	5,340	Total Cost of Goods Sold	7,715	2,375	5,340	28,500
42,393	47,857	(5,464)	Gross Profit	42,393	47,857	(5,464)	469,500
15,553	13,002	2,551	Salaries & Wages	15,553	13,002	2,551	156,023
1,605	1,259	347	P/R - Tax Expense	1,605	1,259	347	15,102
(13)	2,013	(2,026)	P/R - Health Insurance Expense	(13)	2,013	(2,026)	24,155
0	487	(487)	P/R - Workmans Comp	0	487	(487)	5,845
397	337	60	401(k)	397	337	60	4,041
0	40	(40)	Other Benefits & Expenses	0	40	(40)	480
6,650	6,848	(198)	Rent	6,650	6,848	(198)	82,171
0	465	(465)	Utilities	0	465	(465)	5,580
0	137	(137)	Telephone & Internet	0	137	(137)	1,645
0	458	(458)	Supplies - Office	0	458	(458)	5,500
294	0	294	Supplies - Computer	294	0	294	0
0	17	(17)	Mail	0	17	(17)	200
0	25	(25)	Taxes, Licenses, Fees	0	25	(25)	300
314	125	189	Credit Card Fees	314	125	189	1,500
0	17	(17)	Dues & Subscriptions	0	17	(17)	200
118	42	76	Associate Relations	118	42	76	500
0	83	(83)	Automobile Expenses	0	83	(83)	1,000
0	8	(8)	Meals & Meetings	0	8	(8)	100
0	71	(71)	Equipment Rental/Leasing	0	71	(71)	626
0	417	(417)	Non-NLTMC Marketing	0	417	(417)	5,000
0	15,101	(15,101)	Additional Opportunities	0	15,101	(15,101)	181,211
8,393	4,127	4,266	Allocated Administrative Overhead	8,393	4,127	4,266	51,321
33,311	45,077	(11,766)	Total Operating Expenses	33,311	45,077	(11,766)	542,500
9,082	2,779	6,302	Net Operating Income	9,082	2,779	6,302	(73,000)
			Other Expense/<Income>				
\$9,082	\$ 2,779	\$ 6,302	Net Income	\$ 9,082	\$ 2,779	\$ 6,302	\$ (73,000)

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Business Support & Advocacy

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
26,544	26,544	0	TBID Revenues	26,544	26,544	0	330,000
26,544	26,544	0	Revenue - Interest & Investments	26,544	26,544	0	330,000
26,544	26,544	0	Total Revenues	26,544	26,544	0	330,000
26,544	26,544	0	Gross Profit	26,544	26,544	0	330,000
1,636	10,856	(9,220)	Salaries & Wages	1,636	10,856	(9,220)	130,272
121	1,086	(964)	P/R - Tax Expense	121	1,086	(964)	13,027
0	2,869	(2,869)	P/R - Health Insurance Expense	0	2,869	(2,869)	34,433
0	381	(381)	P/R - Workmans Comp	0	381	(381)	4,567
64	384	(321)	401(k)	64	384	(321)	4,611
0	43	(43)	Other Benefits & Expenses	0	43	(43)	520
464	904	(440)	Rent	464	904	(440)	10,853
0	143	(143)	Utilities	0	143	(143)	1,719
0	149	(149)	Telephone & Internet	0	149	(149)	1,782
0	150	(150)	Supplies - Office	0	150	(150)	1,800
268	700	(432)	Supplies - Computer	268	700	(432)	700
0	25	(25)	Taxes, Licenses, Fees	0	25	(25)	300
0	17	(17)	Dues & Subscriptions	0	17	(17)	200
0	42	(42)	Associate Relations	0	42	(42)	500
0	42	(42)	Automobile Expenses	0	42	(42)	500
0	83	(83)	Meals & Meetings	0	83	(83)	1,000
0	77	(77)	Equipment Rental/Leasing	0	77	(77)	678
0	417	(417)	Non-NLTMC Marketing	0	417	(417)	5,000
0	832	(832)	Chamber Activities	0	832	(832)	9,981
0	0	0	Chamber Activities - Membership Meetings	0	0	0	6,000
0	250	(250)	Chamber Activities - TMBC	0	250	(250)	3,000
0	0	0	Chamber Activities - Community Awards Dinne	0	0	0	10,000
0	7,990	(7,990)	Additional Opportunities	0	7,990	(7,990)	0
860	2,948	(2,088)	Allocated Administrative Overhead	860	2,948	(2,088)	36,658
3,414	30,386	(26,973)	Total Operating Expenses	3,414	30,386	(26,973)	278,100
23,131	(3,842)	26,973	Net Operating Income	23,131	(3,842)	26,973	51,900
\$ 23,131	\$ (3,842)	\$ 26,973	Net Income	\$ 23,131	\$ (3,842)	\$ 26,973	\$ 51,900

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Economic Development, Transportation, & Other Opportunities

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
36,679	36,679	0	Revenues	36,679	36,679	0	456,000
			Revenue - Interest & Investments				
36,679	36,679	0	Total Revenues	36,679	36,679	0	456,000
36,679	36,679	0	Gross Profit	36,679	36,679	0	456,000
1,438	7,429	(5,991)	Salaries & Wages	1,438	7,429	(5,991)	89,142
132	743	(610)	P/R - Tax Expense	132	743	(610)	8,914
0	1,490	(1,490)	P/R - Health Insurance Expense	0	1,490	(1,490)	17,875
0	260	(260)	P/R - Workmans Comp	0	260	(260)	3,125
69	297	(228)	401(k)	69	297	(228)	3,566
0	23	(23)	Other Benefits & Expenses	0	23	(23)	280
569	406	163	Rent	569	406	163	4,875
0	77	(77)	Utilities	0	77	(77)	925
0	80	(80)	Telephone & Internet	0	80	(80)	960
0	42	(42)	Supplies - Office	0	42	(42)	500
134	1,750	(1,616)	Supplies - Computer	134	1,750	(1,616)	1,750
0	25	(25)	Taxes, Licenses, Fees	0	25	(25)	300
0	17	(17)	Dues & Subscriptions	0	17	(17)	200
0	17	(17)	Associate Relations	0	17	(17)	200
0	42	(42)	Automobile Expenses	0	42	(42)	500
0	42	(42)	Meals & Meetings	0	42	(42)	500
0	41	(41)	Equipment Rental/Leasing	0	41	(41)	365
0	417	(417)	Non-NLTMC Marketing	0	417	(417)	5,000
0	28,299	(28,299)	Additional Opportunities	0	28,299	(28,299)	339,593
789	4,297	(3,508)	Allocated Administrative Overhead	789	4,297	(3,508)	53,430
3,131	45,792	(42,661)	Total Operating Expenses	3,131	45,792	(42,661)	532,000
33,548	(9,113)	42,661	Net Operating Income	33,548	(9,113)	42,661	(76,000)
			Other Expense/<Income>				
\$33,548	\$ (9,113)	\$42,661	Net Income	\$ 33,548	\$ (9,113)	\$42,661	\$ (76,000)

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Sustainability, Mitigation of Tourism Impacts

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
15,927	15,927	0	Revenues	15,927	15,927	0	198,000
15,927	15,927	0	Total Revenues	15,927	15,927	0	198,000
15,927	15,927	0	Gross Profit	15,927	15,927	0	198,000
1,438	6,095	(4,658)	Salaries & Wages	1,438	6,095	(4,658)	73,142
132	610	(477)	P/R - Tax Expense	132	610	(477)	7,314
0	1,036	(1,036)	P/R - Health Insurance Expense	0	1,036	(1,036)	12,436
0	214	(214)	P/R - Workmans Comp	0	214	(214)	2,564
69	244	(175)	401(k)	69	244	(175)	2,926
0	17	(17)	Other Benefits & Expenses	0	17	(17)	200
458	290	168	Rent	458	290	168	3,482
0	55	(55)	Utilities	0	55	(55)	661
0	57	(57)	Telephone & Internet	0	57	(57)	685
0	42	(42)	Supplies - Office	0	42	(42)	500
134	1,050	(916)	Supplies - Computer	134	1,050	(916)	1,050
0	25	(25)	Taxes, Licenses, Fees	0	25	(25)	300
0	17	(17)	Dues & Subscriptions	0	17	(17)	200
0	17	(17)	Associate Relations	0	17	(17)	200
0	42	(42)	Automobile Expenses	0	42	(42)	500
0	42	(42)	Meals & Meetings	0	42	(42)	500
0	29	(29)	Equipment Rental/Leasing	0	29	(29)	261
500	0	500	Event Sponsorships	500	0	500	0
0	417	(417)	Non-NLTMC Marketing	0	417	(417)	5,000
0	7,990	(7,990)	Additional Opportunities	0	7,990	(7,990)	95,879
920	1,866	(946)	Allocated Administrative Overhead	920	1,866	(946)	23,200
3,651	20,153	(16,502)	Total Operating Expenses	3,651	20,153	(16,502)	231,000
12,276	(4,226)	16,502	Net Operating Income	12,276	(4,226)	16,502	(33,000)
			Other Expense/<Income>				
\$12,276	\$(4,226)	\$16,502	Net Income	\$ 12,276	\$ (4,226)	\$16,502	\$ (33,000)

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Administration

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
24,131	24,131	0	Revenues	24,131	24,131	0	300,000
<u>24,131</u>	<u>24,131</u>	<u>0</u>	Revenue - Interest & Investments	<u>24,131</u>	<u>24,131</u>	<u>0</u>	<u>300,000</u>
			Total Revenues				
24,131	24,131	0	Gross Profit	24,131	24,131	0	300,000
3,230	28,146	(24,916)	Allocated Administrative Overhead	3,230	28,146	(24,916)	350,000
<u>3,230</u>	<u>28,146</u>	<u>(24,916)</u>	Total Operating Expenses	<u>3,230</u>	<u>28,146</u>	<u>(24,916)</u>	<u>350,000</u>
<u>20,902</u>	<u>(4,015)</u>	<u>24,916</u>	Net Operating Income	<u>20,902</u>	<u>(4,015)</u>	<u>24,916</u>	<u>(50,000)</u>
			Other Expense/<Income>				
<u>\$20,902</u>	<u>\$(4,015)</u>	<u>\$24,916</u>	Net Income	<u>\$20,902</u>	<u>\$ (4,015)</u>	<u>\$24,916</u>	<u>\$ (50,000)</u>

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual County Admin Fees

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
9,652	9,652	0	Revenues	9,652	9,652	0	120,000
<u>9,652</u>	<u>9,652</u>	<u>0</u>	Revenue - Interest & Investments	<u>9,652</u>	<u>9,652</u>	<u>0</u>	<u>120,000</u>
9,652	9,652	0	Total Revenues	9,652	9,652	0	120,000
9,652	9,652	0	Gross Profit	9,652	9,652	0	120,000
<u>7,167</u>	<u>7,333</u>	<u>(167)</u>	Taxes, Licenses, Fees	<u>7,167</u>	<u>7,333</u>	<u>(167)</u>	<u>88,000</u>
<u>7,167</u>	<u>7,333</u>	<u>(167)</u>	Total Operating Expenses	<u>7,167</u>	<u>7,333</u>	<u>(167)</u>	<u>88,000</u>
<u>2,486</u>	<u>2,319</u>	<u>167</u>	Net Operating Income	<u>2,486</u>	<u>2,319</u>	<u>167</u>	<u>32,000</u>
			Other Expense/<Income>				
<u>\$2,486</u>	<u>\$2,319</u>	<u>\$ 167</u>	Net Income	<u>\$ 2,486</u>	<u>\$ 2,319</u>	<u>\$ 167</u>	<u>\$32,000</u>

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Contingency/Reserve

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
9,652	9,652	0	Revenues	9,652	9,652	0	120,000
9,652	9,652	0	Total Revenues	9,652	9,652	0	120,000
9,652	9,652	0	Gross Profit	9,652	9,652	0	120,000
9,652	9,652	0	Net Operating Income	9,652	9,652	0	120,000
			Other Expense/<Income>				
\$9,652	\$9,652	\$ -	Net Income	\$ 9,652	\$ 9,652	\$ -	\$ 120,000

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual TOT - Housing & Transportation

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
			Revenue - Interest & Investments				
53	0	53	Salaries & Wages	53	0	53	0
(22)	0	(22)	P/R - Tax Expense	(22)	0	(22)	0
(11)	0	(11)	401(k)	(11)	0	(11)	0
7	0	7	Allocated Administrative Overhead	7	0	7	0
<u>27</u>	<u>0</u>	<u>27</u>	Total Operating Expenses	<u>27</u>	<u>0</u>	<u>27</u>	<u>0</u>
<u>(27)</u>	<u>0</u>	<u>(27)</u>	Net Operating Income	<u>(27)</u>	<u>0</u>	<u>(27)</u>	<u>0</u>
			Other Expense/<Income>				
<u>\$ (27)</u>	<u>\$ -</u>	<u>\$ (27)</u>	Net Income	<u>\$ (27)</u>	<u>\$ -</u>	<u>\$ (27)</u>	<u>\$-</u>

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Chamber - Membership

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
6,058	4,583	1,475	Membership Dues Revenue	6,058	4,583	1,475	55,000
<u>6,058</u>	<u>4,583</u>	<u>1,475</u>	Revenue - Interest & Investments	<u>6,058</u>	<u>4,583</u>	<u>1,475</u>	<u>55,000</u>
			Total Revenues				
6,058	4,583	1,475	Gross Profit	6,058	4,583	1,475	55,000
<u>6,058</u>	<u>4,583</u>	<u>1,475</u>	Net Operating Income	<u>6,058</u>	<u>4,583</u>	<u>1,475</u>	<u>55,000</u>
			Other Expense/<Income>				
<u>\$6,058</u>	<u>\$4,583</u>	<u>\$ 1,475</u>	Net Income	<u>\$ 6,058</u>	<u>\$ 4,583</u>	<u>\$ 1,475</u>	<u>\$55,000</u>

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Administrative Overhead

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
Revenue - Interest & Investments							
21,763	39,432	(17,670)	Salaries & Wages	21,763	39,432	(17,670)	473,188
1,254	3,943	(2,689)	P/R - Tax Expense	1,254	3,943	(2,689)	47,319
8,848	6,368	2,481	P/R - Health Insurance Expense	8,848	6,368	2,481	76,410
0	1,383	(1,383)	P/R - Workmans Comp	0	1,383	(1,383)	16,590
690	1,537	(847)	401(k)	690	1,537	(847)	18,447
438	137	301	Other Benefits & Expenses	438	137	301	1,640
2,948	2,779	169	Rent	2,948	2,779	169	33,351
663	400	263	Utilities	663	400	263	4,795
87	1,331	(1,244)	Repairs & Maintenance	87	1,331	(1,244)	15,967
930	718	212	Telephone & Internet	930	718	212	8,620
890	375	515	Supplies - Office	890	375	515	4,500
138	3,500	(3,362)	Supplies - Computer	138	3,500	(3,362)	3,500
0	417	(417)	Mail	0	417	(417)	5,000
3,324	1,250	2,074	Taxes, Licenses, Fees	3,324	1,250	2,074	15,000
632	1,108	(476)	Dues & Subscriptions	632	1,108	(476)	13,300
306	1,250	(944)	Insurance/Bonding	306	1,250	(944)	15,000
127	350	(223)	Associate Relations	127	350	(223)	4,200
2,100	692	1,408	Training/Seminars	2,100	692	1,408	8,300
0	283	(283)	Travel	0	283	(283)	3,400
114	83	31	Automobile Expenses	114	83	31	1,000
47	333	(287)	Meals & Meetings	47	333	(287)	4,000
515	4,000	(3,485)	Board Functions	515	4,000	(3,485)	48,000
2,080	5,750	(3,670)	Professional Fees	2,080	5,750	(3,670)	69,000
300	2,500	(2,200)	Professional Fees - Attorney	300	2,500	(2,200)	30,000
0	0	0	Professional Fees - Accountant	0	0	0	40,000
2,687	2,917	(229)	Equipment Support & Maintenance	2,687	2,917	(229)	35,000
491	241	250	Equipment Rental/Leasing	491	241	250	2,138
153	153	0	Depreciation	153	153	0	1,833
12,636	0	12,636	In-Market/Tourism	12,636	0	12,636	0
(64,590)	(83,230)	18,640	Allocated Administrative Overhead	(64,590)	(83,230)	18,640	(999,499)
(429)	0	(429)	Total Operating Expenses	(429)	0	(429)	0
429	0	429	Net Operating Income	429	0	429	0
Other Expense/<Income>							
\$429.20	\$ -	\$429.20	Net Income	\$ 429.20	\$ -	\$429.20	\$ -

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

July 31, 2022

North Lake Tahoe Marketing Cooperative
Balance Sheet
As of July 31, 2022

Accrual Basis

	Jul 31, 22	Jul 31, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	506,856	312,516	194,341	62%
Total Checking/Savings	506,856	312,516	194,341	62%
Accounts Receivable				
1200-00 · Accounts Receivable	117,943	59,666	58,277	98%
Total Accounts Receivable	117,943	59,666	58,277	98%
Other Current Assets				
1350-00 · Security Deposits	100	100	0	0%
Total Other Current Assets	100	100	0	0%
Total Current Assets	624,899	372,282	252,618	68%
Other Assets				
1400-00 · Prepaid Expenses	15,282	69,981	(54,699)	(78)%
Total Other Assets	15,282	69,981	(54,699)	(78)%
TOTAL ASSETS	640,181	442,262	197,919	45%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	149,441	113,755	35,686	31%
Total Accounts Payable	149,441	113,755	35,686	31%
Total Current Liabilities	149,441	113,755	35,686	31%
Total Liabilities	149,441	113,755	35,686	31%
Equity				
32000 · Unrestricted Net Assets	372,664	192,669	179,995	93%
Net Income	118,077	135,839	(17,762)	(13)%
Total Equity	490,740	328,508	162,233	49%
TOTAL LIABILITIES & EQUITY	640,181	442,262	197,919	45%

North Lake Tahoe Marketing Cooperative
A/R Aging Summary
As of July 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Augustine Ideas*	0.00	0.00	0.00	0.00	999.00	999.00
Beach Retreat & Lodge	0.00	0.00	0.00	0.00	0.00	0.00
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
NLTRA*	0.00	114,392.00	0.00	0.00	0.00	114,392.00
Northstar California	0.00	0.00	0.00	0.00	0.00	0.00
Sierra Ski Marketing Council	0.00	0.00	0.00	0.00	0.00	0.00
The Resort at Squaw Creek	0.00	0.00	0.00	0.00	0.00	0.00
The Resort of Squaw Creek	0.00	0.00	0.00	0.00	1,276.17	1,276.17
The Village of Palisades	0.00	0.00	0.00	0.00	1,276.17	1,276.17
TOTAL	<u>0.00</u>	<u>114,392.00</u>	<u>0.00</u>	<u>0.00</u>	<u>3,551.34</u>	<u>117,943.34</u>

North Lake Tahoe Marketing Cooperative
A/P Aging Summary
As of July 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Amber Burke	0.00	0.00	24.80	0.00	0.00	24.80
Augustineldeas	0.00	30,500.00	13,964.74	0.00	0.00	44,464.74
Fallon Multimedia	0.00	4,250.00	0.00	0.00	0.00	4,250.00
iDSS Global, LLC.	0.00	2,500.00	0.00	0.00	0.00	2,500.00
MAHK Advertising	0.00	44,342.87	5,325.13	0.00	0.00	49,668.00
NLTRA	265.00	273.60	426.61	0.00	0.00	965.21
Regional Air Service Corporation	0.00	0.00	25,000.00	0.00	0.00	25,000.00
Sierra Web Design, Inc.	0.00	1,068.00	0.00	0.00	0.00	1,068.00
Tahoe Film Fest	15,000.00	0.00	0.00	0.00	0.00	15,000.00
Tarsus Connect, LLC	0.00	6,500.00	0.00	0.00	0.00	6,500.00
TOTAL	<u>15,265.00</u>	<u>89,434.47</u>	<u>44,741.28</u>	<u>0.00</u>	<u>0.00</u>	<u>149,440.75</u>

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

Accrual Basis

July 2022

	Jul 22	Budget	\$ Over Budget	Jul 22	YTD Budget	\$ Over Budget	Annual Budget
Income							
4000-00 · LTIVCBVB Funding	91,166	91,166	0	91,166	91,166	0	1,094,000
4001-00 · NLTRA Funding	114,392	114,392	0	114,392	114,392	0	1,440,000
4004-00 · IVCBVB Entertainment	500	500	0	500	500	0	6,000
Total Income	206,058	206,058	0	206,058	206,058	0	2,540,000
Gross Profit	206,058	206,058	0	206,058	206,058	0	2,540,000
Expense							
5000-00 · CONSUMER MARKETING							
5001-01 · Podcast	0	0	0	0	0	0	25,000
5002-00 · Consumer Print	0	0	0	0	0	0	10,125
5002-01 · Native Display	0	13,900	(13,900)	0	13,900	(13,900)	100,372
5004-00 · Trip Advisor	0	0	0	0	0	0	61,947
5005-00 · Paid Social	3,721	4,250	(529)	3,721	4,250	(529)	139,248
5005-01 · Digital Display / Retargeting	7,736	4,800	2,936	7,736	4,800	2,936	110,620
5007-00 · Creative Production							
5007-01 · Creative Production	0	15,000	(15,000)	0	15,000	(15,000)	149,500
5007-02 · Website Production	0	2,500	(2,500)	0	2,500	(2,500)	34,000
5007-03 · Photo/Video Creative	1,418	2,618	(1,200)	1,418	2,618	(1,200)	32,670
Total 5007-00 · Creative Production	1,418	20,118	(18,700)	1,418	20,118	(18,700)	216,170
5010-00 · Account Strategy & Management	8,500	8,500	0	8,500	8,500	0	102,000
5013-00 · Outdoor	0	0	0	0	0	0	100,000
5016 · Video Streaming	0	0	0	0	0	0	126,861
5017-00 · Rich Media	0	0	0	0	0	0	30,000
5018-00 · Media Commission	0	3,561	(3,561)	0	3,561	(3,561)	119,357
5018-01 · Digital Ad Serving	47	220	(173)	47	220	(173)	2,655
5020-00 · Search Engine Marketing	8,944	4,225	4,719	8,944	4,225	4,719	119,470
5022-00 · Email	0	0	0	0	0	0	20,000
5025-00 · Expedia	0	0	0	0	0	0	15,000
5029-00 · Television	0	0	0	0	0	0	17,000
5030-00 · TravelZoo	0	0	0	0	0	0	50,000
Total 5000-00 · CONSUMER MARKETING	30,365	59,574	(29,208)	30,365	59,574	(29,208)	1,365,825
5110-00 · LEISURE SALES							
5107-00 · Creative Production	0	500	(500)	0	500	(500)	2,000
5111-00 · FAMS - Domestic	0	1,500	(1,500)	0	1,500	(1,500)	6,000
5112-00 · Training / Sales Calls	0	2,500	(2,500)	0	2,500	(2,500)	10,000
5113-00 · Additional Opportunities	0	2,500	(2,500)	0	2,500	(2,500)	10,000
5120-00 · Domestic - Trade Shows	0	0	0	0	0	0	4,150
5131-00 · FAMS -Intl - Travel Trade	0	1,500	(1,500)	0	1,500	(1,500)	6,000
5133-00 · Ski-Tops	0	0	0	0	0	0	3,350
5137-00 · Co-op Opportunities	0	0	0	0	0	0	20,000
5143-00 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
5144-00 · IPW - POW WOW	0	0	0	0	0	0	13,000
5145-00 · TIA Annual Dues	219	0	219	219	0	219	2,700
5147-00 · AUS / Gate 7	0	35,000	(35,000)	0	35,000	(35,000)	35,000
5154-00 · Canada	0	30,000	(30,000)	0	30,000	(30,000)	30,000
5155-00 · California Star Program	0	0	0	0	0	0	3,000
5157-00 · International Efforts	0	5,000	(5,000)	0	5,000	(5,000)	20,000
Total 5110-00 · LEISURE SALES	219	78,500	(78,281)	219	78,500	(78,281)	170,200
5200-00 · PUBLIC RELATIONS							
5200-01 · Strategy, Reporting, Mgmt, Etc.	6,000	6,000	0	6,000	6,000	0	72,000
5202-00 · PR Program/ Content Dev - Blogs	0	1,500	(1,500)	0	1,500	(1,500)	18,000
5204-00 · Media Mission(s)	0	0	0	0	0	0	16,000
5206-00 · Digital Buy/ Social Media Boost	0	950	(950)	0	950	(950)	11,400
5207-00 · Content Campaigns/Tools-My Emma	265	265	0	265	265	0	3,180
5208-00 · International Travel Media FAMS	0	0	0	0	0	0	12,000
5209-00 · Domestic Travel Media FAMS	0	0	0	0	0	0	24,000
5210-00 · Content Dev - Newsletters	0	1,700	(1,700)	0	1,700	(1,700)	20,400
5211-00 · Social Media Strategy & Mgmt	6,000	6,000	0	6,000	6,000	0	72,000
5212-00 · Social Giveaways & Contests	0	0	0	0	0	0	3,000
5216-00 · PR Content Development + Distri	0	0	0	0	0	0	4,800
5218-00 · Crisis Communication / Training	0	1,000	(1,000)	0	1,000	(1,000)	19,000
5221-00 · Photography & Video Asset Dev	0	4,000	(4,000)	0	4,000	(4,000)	48,000
5222-00 · Media Tracking / Membership	0	883	(883)	0	883	(883)	3,532
5280-00 · PR Meals / Entertainment	0	250	(250)	0	250	(250)	1,000
Total 5200-00 · PUBLIC RELATIONS	12,265	22,548	(10,283)	12,265	22,548	(10,283)	328,312
6000-00 · CONFERENCE SALES							
6003-00 · Geo-Fence Targeting	0	0	0	0	0	0	3,000
6004-00 · Email	0	0	0	0	0	0	4,800
6005-00 · Paid Media	2,010	2,284	(274)	2,010	2,284	(274)	41,500
6006-00 · CVENT	712	10,700	(9,988)	712	10,700	(9,988)	14,160
6007-00 · Creative Production	0	500	(500)	0	500	(500)	12,000
6014-00 · MCC Group Incentive Program	0	500	(500)	0	500	(500)	6,000
6015-00 · MCC National Memberships	0	1,000	(1,000)	0	1,000	(1,000)	1,000
6016-00 · MCC Search Engine Marketing	85	0	85	85	0	85	0
6018-00 · MCC Media Commission	0	1,693	(1,693)	0	1,693	(1,693)	7,862
6018-01 · MCC Digital Ad Serving	3	42	(39)	3	42	(39)	500
6019-00 · Conference Direct Partnership	0	583	(583)	0	583	(583)	6,996

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

July 2022

Accrual Basis

	Jul 22	Budget	\$ Over Budget	Jul 22	YTD Budget	\$ Over Budget	Annual Budget
6128-00 · HelmsBriscoe Strategic Partner	583	583	0	583	583	0	6,996
6152-00 · Client Events / Opportunities	0	2,500	(2,500)	0	2,500	(2,500)	10,000
6153-00 · Chicago Sales Rep Support	83	2,500	(2,417)	83	2,500	(2,417)	10,000
Total 6000-00 · CONFERENCE SALES	3,477	22,885	(19,408)	3,477	22,885	(19,408)	124,814
6100-00 · TRADE SHOWS							
6111-00 · Site Inspections	0	1,500	(1,500)	0	1,500	(1,500)	6,000
6116-00 · CalSAE Seasonal Spectacular	0	0	0	0	0	0	4,000
6127-00 · CalSAE Annual	0	0	0	0	0	0	1,500
6143-00 · Connect Marketplace	6,500	5,000	1,500	6,500	5,000	1,500	5,000
6151-00 · Destination CA	0	4,500	(4,500)	0	4,500	(4,500)	5,000
6154-00 · HelmsBriscoe ABC	0	0	0	0	0	0	6,500
6155-00 · Connect Trade Shows	0	7,500	(7,500)	0	7,500	(7,500)	10,000
6156-02 · Connect Chicago	0	0	0	0	0	0	5,000
6157-00 · HPN Partner Conference	0	5,000	(5,000)	0	5,000	(5,000)	5,000
6160-00 · AllThingsMeetings Silicon Valley	0	0	0	0	0	0	5,000
6165-00 · Bay Area Client Appreciation	0	0	0	0	0	0	5,000
6168-00 · Sacramento/Roseville TopGolf	0	0	0	0	0	0	2,000
6181-00 · Conference Direct PNW	0	0	0	0	0	0	8,000
6182-00 · Destination Celebration	0	0	0	0	0	0	2,000
6183-00 · Smart Meetings NorCal	0	5,000	(5,000)	0	5,000	(5,000)	5,000
Total 6100-00 · TRADE SHOWS	6,500	28,500	(22,000)	6,500	28,500	(22,000)	75,000
7000-00 · COMMITTED & ADMIN EXPENSES							
5008-00 · Cooperative Programs	0	2,500	(2,500)	0	2,500	(2,500)	10,000
5009-00 · Fulfillment / Mail	0	200	(200)	0	200	(200)	2,400
5021-00 · RASC-Reno Air Service Corp	0	25,000	(25,000)	0	25,000	(25,000)	100,000
5123-00 · HSVC - High Sierra Visitors	167	167	0	167	167	0	2,000
5124-00 · Reno Tahoe Territory Membership	0	1,000	(1,000)	0	1,000	(1,000)	1,000
7002-00 · CRM Subscription	2,500	833	1,667	2,500	833	1,667	11,500
7003-00 · IVCBVB Entertainment Fund	0	500	(500)	0	500	(500)	6,000
7004-00 · Research	2,705	10,850	(8,145)	2,705	10,850	(8,145)	76,900
7005-00 · Film Festival	15,000	0	15,000	15,000	0	15,000	15,000
7006-00 · Special Events	0	0	0	0	0	0	20,000
7007-00 · Destimetrics / DMX	0	8,441	(8,441)	0	8,441	(8,441)	33,763
7008-00 · Opportunistic Funds	0	0	0	0	0	0	50,000
7009-00 · Tahoe Cam Usage	0	0	0	0	0	0	2,124
7010-00 · Photo Management & Storage	0	658	(658)	0	658	(658)	8,233
7012-00 · Sponsorships	0	0	0	0	0	0	25,000
7020-00 · Collateral Production / Printin	0	250	(250)	0	250	(250)	11,000
8600-00 · Staff Industry Travel	0	2,500	(2,500)	0	2,500	(2,500)	10,000
8700-00 · Automobile Expense*	0	400	(400)	0	400	(400)	4,800
Total 7000-00 · COMMITTED & ADMIN EXPENSES	20,371	53,299	(32,928)	20,371	53,299	(32,928)	389,720
8000-00 · WEBSITE CONTENT & MAINTENANCE							
8002-00 · Content Manager Contractor	4,250	4,250	0	4,250	4,250	0	51,000
8003-00 · Website Hosting Maintenance	534	534	0	534	534	0	2,161
8004-00 · Website Strategy & Maintenance	7,500	7,500	0	7,500	7,500	0	90,000
8005-00 · Website SEO Strategy/Maint	2,500	2,500	0	2,500	2,500	0	30,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	14,784	14,784	0	14,784	14,784	0	173,161
Total Expense	87,981	280,090	(192,108)	87,981	280,090	(192,108)	2,627,032
Net Income	118,077	(74,032)	192,108	118,077	(74,032)	192,108	(87,032)

North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

Accrual Basis

July 2022

	Jul 22	Jul 21	\$ Change	% Change
Income				
4000-00 · LTIVCBVB Funding	91,166.00	57,666.00	33,500.00	58.1%
4001-00 · NLTRA Funding	114,392.00	143,107.83	-28,715.83	-20.1%
4004-00 · IVCBVB Entertainment	500.00	2,000.00	-1,500.00	-75.0%
Total Income	206,058.00	202,773.83	3,284.17	1.6%
Gross Profit	206,058.00	202,773.83	3,284.17	1.6%
Expense				
5000-00 · CONSUMER MARKETING				
5002-01 · Native Display	0.00	833.33	-833.33	-100.0%
5005-00 · Paid Social	3,720.68	4,760.25	-1,039.57	-21.8%
5005-01 · Digital Display / Retargeting	7,736.06	8,424.33	-688.27	-8.2%
5007-00 · Creative Production				
5007-01 · Creative Production	0.00	6,695.32	-6,695.32	-100.0%
5007-03 · Photo/Video Creative	1,417.50	2,244.40	-826.90	-36.8%
5007-00 · Creative Production - Other	0.00	127.50	-127.50	-100.0%
Total 5007-00 · Creative Production	1,417.50	9,067.22	-7,649.72	-84.4%
5010-00 · Account Strategy & Management	8,500.00	7,000.00	1,500.00	21.4%
5018-00 · Media Commission	0.00	1,590.34	-1,590.34	-100.0%
5018-01 · Digital Ad Serving	46.89	67.02	-20.13	-30.0%
5020-00 · Search Engine Marketing	8,944.09	0.00	8,944.09	100.0%
5024-00 · Fusion 7	0.00	2,000.00	-2,000.00	-100.0%
Total 5000-00 · CONSUMER MARKETING	30,365.22	33,742.49	-3,377.27	-10.0%
5110-00 · LEISURE SALES				
5112-00 · Training / Sales Calls	0.00	1,500.00	-1,500.00	-100.0%
5145-00 · TIA Annual Dues	218.75	0.00	218.75	100.0%
Total 5110-00 · LEISURE SALES	218.75	1,500.00	-1,281.25	-85.4%
5200-00 · PUBLIC RELATIONS				
5200-01 · Strategy, Reporting, Mgmt, Etc.	6,000.00	0.00	6,000.00	100.0%
5206-00 · Digital Buy/ Social Media Boost	0.00	800.00	-800.00	-100.0%
5207-00 · Content Campaigns/Tools-My Emma	265.00	240.00	25.00	10.4%
5211-00 · Social Media Strategy & Mgmt	6,000.00	5,000.00	1,000.00	20.0%
5222-00 · Media Tracking / Membership	0.00	15.96	-15.96	-100.0%
5280-00 · PR Meals / Entertainment	0.00	24.70	-24.70	-100.0%
Total 5200-00 · PUBLIC RELATIONS	12,265.00	6,080.66	6,184.34	101.7%
6000-00 · CONFERENCE SALES				
6005-00 · Paid Media	2,010.38	0.00	2,010.38	100.0%
6006-00 · CVENT	711.87	0.00	711.87	100.0%
6016-00 · MCC Search Engine Marketing	85.43	0.00	85.43	100.0%
6018-00 · MCC Media Commission	0.00	29.68	-29.68	-100.0%
6018-01 · MCC Digital Ad Serving	2.58	0.00	2.58	100.0%
6019-00 · Conference Direct Partnership	0.01	0.00	0.01	100.0%
6128-00 · HelmsBriscoe Strategic Partner	583.33	583.33	0.00	0.0%
6153-00 · Chicago Sales Rep Support	83.33	858.33	-775.00	-90.3%
Total 6000-00 · CONFERENCE SALES	3,476.93	1,471.34	2,005.59	136.3%
6100-00 · TRADE SHOWS				
6111-00 · Site Inspections	0.00	137.80	-137.80	-100.0%
6120-01 · Sac River Cats Client Event	0.00	499.90	-499.90	-100.0%
6143-00 · Connect Marketplace	6,500.00	0.00	6,500.00	100.0%
Total 6100-00 · TRADE SHOWS	6,500.00	637.70	5,862.30	919.3%
7000-00 · COMMITTED & ADMIN EXPENSES				
5123-00 · HSVC - High Sierra Visitors	166.67	166.67	0.00	0.0%
7002-00 · CRM Subscription	2,500.00	2,500.00	0.00	0.0%
7004-00 · Research	2,704.76	1,111.08	1,593.68	143.4%
7005-00 · Film Festival	15,000.00	0.00	15,000.00	100.0%
7006-00 · Special Events	0.00	70.00	-70.00	-100.0%
7010-00 · Photo Management & Storage	0.00	620.75	-620.75	-100.0%
Total 7000-00 · COMMITTED & ADMIN EXPENSES	20,371.43	4,468.50	15,902.93	355.9%
8000-00 · WEBSITE CONTENT & MAINTENANCE				
8002-00 · Content Manager Contractor	4,250.00	8,500.00	-4,250.00	-50.0%
8003-00 · Website Hosting Maintenance	534.00	534.00	0.00	0.0%
8004-00 · Website Strategy & Maintenance	7,500.00	7,500.00	0.00	0.0%
8005-00 · Website SEO Strategy/Maint	2,500.00	2,500.00	0.00	0.0%
Total 8000-00 · WEBSITE CONTENT & MAINTENAN...	14,784.00	19,034.00	-4,250.00	-22.3%
Total Expense	87,981.33	66,934.69	21,046.64	31.4%
Net Income	118,076.67	135,839.14	-17,762.47	-13.1%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month/Yr July 2022
 Employee Tony Karwowski

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
07.18.22	A	The Dam Café	120	Dam Café- Lunch w Kim Brown & Tony Karwowski	46.68		
07.19.22	B	NTEC	93739-001294	NTEC-	505.00		
	C						
	D						
	E						
	F						
	G						
	H						
	I						
	J.1						
	K.1						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		0.00	8700-00-70
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						-	

Signed By: _____

Approved By: _____

Date: _____

Date: _____

ACCOUNTING					
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE	DATE SCANNED	



BANK OF THE WEST
BNP PARIBAS

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0183-4849
Statement Date	JUL 28, 2022
Total Activity	\$551.68

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

ANTHONY KARWOWSKI
N LAKE TAHOE RESORT
ATTN: DEWITT VN SICLEN
100 N LAKE BLVD
N LAKE TAHOE RESORT ASSOC
TAHOE CITY CA 96145-2273

ACCOUNT MESSAGES

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

ACCOUNT SUMMARY

ANTHONY KARWOWSKI XXXX-XXXX-0183-4849	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$551.68		\$0.00		\$0.00		\$551.68

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
07-20	07-18	55432862200200901331727	TST* The Dam Cafe Tahoe City CA Tax ID: 454166768 Mer Ref: 00023577007838522 Mer Zip: 96145	46.68
07-19	07-18	82711162199000008777507	NORTH TAHOE* (1 OF 2 PA KINGS BEACH CA Tax ID: 941143428 Mer Zip: 96143 Product Code: 001294 Desc: North Tahoe Event Cent Qty: 1 Unit: Unl Disc: N Ext Item Amt: 505.00	505.00

For Customer Service, Call: 1-866-432-8161	Account Number	XXXX-XXXX-0183-4849	Account Summary	
	Statement Date	JUL 28, 2022	Purchases & Other Charges	\$551.68
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit	\$10,000	Cash Advances	\$0.00
	Disputed Amount	\$0.00	Fees	\$0.00
			Credits	\$0.00
			Payments	\$0.00
			Total Activity	\$551.68

Liz Neal

From: The Dam Cafe <no-reply@toasttab.com>
Sent: Monday, July 18, 2022 11:34 AM
To: Tony Karwowski
Subject: Tell us how we did and review your receipt for Order #120 at The Dam Cafe

Thank you for your order. Below is a receipt for your recent visit to The Dam Cafe.
[trouble viewing this email?](#)

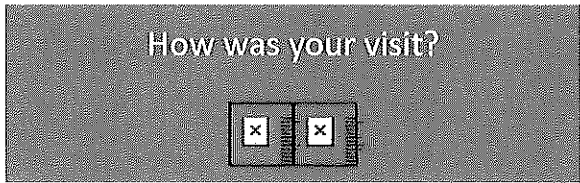


The Dam Cafe
55 W Lake Blvd
Tahoe City, CA 96145
530-581-0278

Take Out

Tony 530-448-3908

Server: Jennifer C
Check #120
Ordered: 7/18/22 11:33 AM



TASTY TURKEY	\$14.95
SLICED SOURDOUGH	
TASTY TURKEY	\$14.95
SLICED SOURDOUGH	
NO RED ONION	
2 BARBEQUE	\$6.50
Subtotal	\$36.40
Tax	\$3.00
Tip	\$7.28
Total	\$46.68

Input Type C (EMV Chip Read)
MASTERCARD xxxxxxxx4849

Transaction Type Sale
Authorization Approved
Approval Code 006640
Payment ID kgLTdgkksmqj
Application ID A0000000041010
Application Label MASTERCARD
Terminal ID 7ffeabb799b32cea
Card Reader BBPOS

ANTHONY KARWOWSKI

Thank You!

Come again soon!

Download the Toast TakeOut app

Food you love without the wait.



© Toast, Inc. 2022. All Rights Reserved.
[Privacy Statement](#) | [Terms of Service](#)

Payment confirmation:

You have submitted a payment (1 of 2 payments / Retainer) to Cathy at North Tahoe Event Center.

Invoice #93739-001294

Total \$505.00

VIEW INVOICE



Cathy Becker & Charlotte Croley

Wedding Mavens

Cathy@NorthTahoeEvents.com

Charlotte@NorthTahoeEvents.com

North Tahoe Event Center

8318 North Lake Blvd

Kings Beach, CA 96143

Charlotte (530) 546-7249

Cathy (775) 843-8769

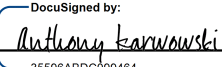
NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) Employee Expense Report

Month'Yr June 2022
Employee Karwowski, Tony

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
06.16.2022	A	North Tahoe Event Center	93739-001261	NLTRA interview panel space	\$1,500.00		8750-00/70
	B	Epic Pass	2084510010127	Season ski pass, recreation benefit.		\$400.00	5070-00/Alloc
	C						
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	Y						
	Z						


MILEAGE REIMBURSEMENT

	Attach 1	Mileage	See Attached Mileage Report		\$42.12	8700-00-70
			Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES					\$1,500.00	
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						\$442.12

Signed By: 
Date: 7/13/2022

Approved By: _____
Date: _____

ACCOUNTING

DATE RECEIVED	DATE ENTERED	Accounting Manager APPROVAL	Accounting Manager APPROVAL DATE	DATE SCANNED	
			7/13/2022		

**BANK OF THE WEST**
BNP PARIBASBANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043**MEMO STATEMENT**

Account Number	XXXX-XXXX-0183-4849
Statement Date	JUN 28, 2022
Total Activity	\$1,500.00

**** MEMO STATEMENT ONLY ****
DO NOT REMIT PAYMENTANTHONY KARWOWSKI
N LAKE TAHOE RESORT
ATTN: DEWITT VN SICLEN
100 N LAKE BLVD
N LAKE TAHOE RESORT ASSOC
TAHOE CITY CA 96145-2273**ACCOUNT MESSAGES**

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

ACCOUNT SUMMARY

ACCOUNT SUMMARY							
ANTHONY KARWOWSKI XXXX-XXXX-0183-4849	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$1,500.00		\$0.00		\$0.00		\$1,500.00

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
06-17	06-16	8271116216800000710610	NORTH TAHO* (1 OF 1 PA KINGS BEACH CA Tax ID: 941143428 Mer Zip: 96143 Product Code: 001261 Desc: North Tahoe Event Cent Qty: 1 Unit: Uni Disc: N Ext Item Amt: 1500.00	1,500.00

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0183-4849	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	JUN 28, 2022	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$10,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$1,500.00
	\$0.00		

IMPORTANT INFORMATION ABOUT THIS STATEMENT

Payments. You must pay at least the "Amount Due" by the "Payment Due Date." Charges, payments and credits received after the "Closing Date" will be included in your next statement. The letters "CR" following the "New Balance" amount indicate a credit balance - do not pay this amount. Payments must reach our BankCard Center during our regular business day in order to be credited on that date. Payments received after the cutoff times of 6:00 p.m. on a Friday (or Thursday if we are closed on Friday) or 4:00 p.m. on any other business day that we are open, or on a day we are not open, or at a branch open on Saturday, Sunday or bank holiday, are credited as of the following business day. Later cutoff times generally apply at branches with extended hours. Business days shall mean Monday through Friday, except for bank holidays. If you fail to properly make payments, crediting such payments may be delayed.

Order of Application. We will apply your payments first to any membership fee or other fees, next to any finance charge or late charge, next to any Cash Advances included in your "Previous Balance," then to Purchases in your "Previous Balances."

Unauthorized Use. In the event of possible loss, theft or unauthorized use, Company agrees to notify us immediately. Company may be liable for the unauthorized use of any Card issued under the Corporate Credit Card Agreement. If 10 or more cards are issued pursuant to the Corporate Credit Card Agreement, Company shall be strictly liable for any unauthorized use. If fewer than 10 Cards are issued pursuant to the Corporate Credit Card Agreement, Company will not be liable for unauthorized use of the Card which occurs after it notifies us orally at 1-866-432-8161, or in writing at BANKCARD CENTER, PO BOX 84043, COLUMBUS, GA 31908-4043 of loss, theft, or possible unauthorized use, and Company's liability for unauthorized use of the Card will not exceed \$50.00 per Card for use of a Card by anyone other than an Employee prior to notice to us. However, a Card in the possession and control of an Employee, even after his or her authority to use the Card has been revoked by Company, is not considered lost or stolen, and its use by such Employee is not unauthorized. Company must recover the Card from the Employee. Company agrees to assist us in determining the facts and circumstances relating to any unauthorized use of a Card.

6/16/22, 3:20 PM

File Print

From:
Cathy Becker
North Tahoe Event Center
Venue
(530) 546-7249
[\[email protected\] \(/cdn-cgi/l/email-protection\)](#)

Bill To: Anna Atwood
[\[email protected\] \(/cdn-cgi/l/email-protection\)](#)
Project: 6.27.22 North Tahoe Resort Association
Type: CORP/CONFERENCE
Date: Jun 27, 2022
Time: 12:00 pm - 6:00 pm
Location: Evergreen

PAYMENT CONFIRMATION

You've completed 1 of 1 payments / Retainer for "6.27.22 North Tahoe Resort Association Proposal"

INVOICE	#93739-001261
TOTAL	\$1,500.00
CHARGE DATE	03:20 pm Jun 16, 2022
DUE DATE	Jun 16, 2022
PAYMENT METHOD	MasterCard (XXXX-4849)



ORDER CONFIRMATION

Confirmation Number: 2084510010127

Date of Purchase: January 27, 2022

Purchased By:
Anthony Karwowski

Customer ID: 8514051



AD Tahoe Local Pass 21/22

\$495.00

Pass #: 20567462805

Start Date/Arrival: 4/1/2021

Guest Name: Anthony Karwowski

Quantity: 1

KEY METRICS FOR July 31, 2022 FINANCIAL STATEMENTS

Total District 5 Eastern Slope TOT Collections by Quarter 2013 - 2022 (as reported thru Mar 2022)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2013 - 2014	4,401,773	2,048,674	3,497,093	1,639,259	\$ 11,586,799
2014 - 2015	4,560,065	2,415,022	3,428,514	1,742,210	\$ 12,145,811
2015 - 2016	4,729,061	3,755,563	5,332,084	2,201,370	\$ 16,018,078
2016 - 2017	5,335,081	3,217,765	5,991,509	3,175,348	\$ 17,719,703
2017 - 2018	6,083,237	3,298,036	5,504,277	3,020,130	\$ 17,905,680
2018 - 2019	6,876,440	3,904,575	6,856,707	3,399,734	\$ 21,037,456
2019 - 2020	7,028,821	3,980,215	5,806,012	1,085,367	\$ 17,900,415
2020 - 2021	7,366,171	3,326,055	6,224,822	4,997,463	\$ 21,914,511
2021 - 2022	7,811,022	5,310,674	2,693,809	-	\$ 15,815,505

Total NLTTBID Revenues by Quarter 2021 - 2026 (as reported thru Aug 2022)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2021 - 2022	1,346,894	1,208,796	2,299,606	608,606	\$ 5,463,902
2022 - 2023					\$ -
2023 - 2024					\$ -
2024 - 2025					\$ -
2025 - 2026					\$ -

Visitor Information Comparative Statistics For FYTD 2018/19 - 2021/22 (thru July 2022)					
Referrals -	2019-20	2020-21	2021-22	2022-23	YOY % Change
Tahoe City:					
Walk In	6993	4122	7078	6891	-2.64%
Phone	326	409	404	272	-32.67%
Email	69	70	74	74	0.00%
Kings Beach (Walk In)	4036	2772	2776	2243	-19.20%
NLT - Event Traffic	1221	212	238	84	-64.71%
Total	12,645	7,585	10,570	9,564	-9.52%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)					
Quarter	2018	2019	2020	2021	YOY % Change
First (Jan - Mar)	\$ 762,370	\$ 875,360	\$ 767,831	\$ 661,434	-13.86%
Second (Apr - June)	\$ 627,831	\$ 674,366	\$ 417,576	\$ -	
Third (Jul - Sept)	\$ 1,018,271	\$ 1,058,279	\$ 922,133	\$ -	
Fourth (Oct - Dec)	\$ 671,770	\$ 770,185	\$ 616,050	\$ -	
Total	\$ 3,080,242	\$ 3,378,190	\$ 2,723,590	\$ 661,434	

Destimetrics Reservations Activity	2022/23	2021/22	YOY % Change
Occupancy	69.7%	71.8%	-2.92%
ADR (Average Daily Rate)	\$ 569	\$ 574	-0.87%
RevPAR (Rev per Available Room)	\$ 396	\$ 412	-3.88%
Occupancy 1 Mth Forecast	48.9%	61.7%	-20.75%
ADR 1 Mth Forecast	\$ 514	\$ 522	-1.53%
RevPAR 1 Mth Forecast	\$ 252	\$ 322	-3.80%
Occupancy (prior 6 months)	56.3%	52.8%	6.63%
ADR (prior 6 months)	\$ 461	\$ 427	7.96%
RevPAR (prior 6 months)	\$ 259	\$ 225	15.20%
Occupancy (next 6 months)	25.2%	30.0%	-16.00%
ADR (next 6 months)	\$ 406	\$ 408	-0.49%
RevPAR (next 6 months)	\$ 103	\$ 122	-15.57%

Unemployment Rates - EDD	July 2022
California (pop. 38,332,521)	3.9%
Placer County (367,309)	2.5%
Dollar Point (1,215)	0.0%
Kings Beach (3,893)	0.9%
Sunnyside/Tahoe City (1,557)	0.0%
Tahoe Vista (1,433)	0.0%

Total Chamber Membership	
June 2017	424
June 2018	378
June 2019	371
June 2020	362
June 2021	366

Conference Revenue Statistics Comparison FYTD 20/21 vs. FYTD 21/22 at 7/30/2022						
	2021-22	2021-22	2022-23	YOY %		
FORWARD LOOKING	Actuals	Forecasted	Forecasted	Change		
Total Revenue Booked	\$ 257,997	\$ 1,668,638	\$ 1,137,574	-31.83%		
Commission for this Revenue	\$ -		\$ -			
Number of Room Nights	1,287	5,024	4,846	-3.54%		
Number of Bookings	8	17	19	11.76%		
Conference Revenue And Percentage by County:						
	<u>20-21</u>	<u>21-22</u>				
Placer	100%	\$257,997	\$ 1,191,275	\$ 1,137,574 -4.51%		
Washoe	0%	\$0	\$ 477,363	\$ -		
South Lake	0%	\$0	\$ -			
Nevada County	0%	0%				
Total Conference Revenue	100%	100%	\$257,997	\$ 1,668,638	\$ 1,137,574	-46.68%
CURRENT						
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	0.00%	