



Finance Committee

Date: Wednesday April 26th, 2023

Time: 12:00pm

Location: 100 N Lake Blvd. Tahoe City 96145

Committee Members:

Chair: Dan Tester, Granite Peak Management | **Treasurer: Jim Phelan**, Tahoe City Marina
Harry Hirsch, Homewood Mountain Club | **David Brown**, CPA | **Ramona Cruz**, Tahoe City Public Utility District
Placer County Representative: Stephanie Holloway

Instruction for Public Participation:

Members of the public may attend the Zoom teleconference by telephone, computer or mobile device. To participate via Join Zoom

<https://us02web.zoom.us/j/84367043185?pwd=bndoU0FHMHdrV09hdVdYTVc2emJCUt09>

as authorized by AB 361

Meeting ID: 843 6704 3185

Passcode: 203540

Dial by your location

+1 669 900 9128 US (San Jose)

AGENDA

- | | | |
|------------|----|---|
| 12:00 p.m. | 1. | Call to Order – Establish Quorum |
| 12:05 p.m. | 2. | 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. |
| 12:10 p.m. | 3. | Agenda Amendments and Approval |
| 12:15 p.m. | 4. | Approval of Finance Committee Meeting Minutes from April 5th, 2023 |
| | 5. | Review and Approval of Preliminary Financials: <ul style="list-style-type: none">a) Review Staff Report of Financial Performanceb) NLTRA 3/31/23 Financials Review (Motion)c) NLTMC 3/31/23 Financial Review |
| 12:30 p.m. | 7. | CEO Expense Report <ul style="list-style-type: none">a) March 2023 |
| 12:35 p.m. | 8. | Review of 23/24 preliminary budget <ul style="list-style-type: none">a) Recommend for Board approval of proposed NTCA Budget for FY 2023/24 (Motion) |

- 1:00 p.m. 9. Items for Committee Review, Discussion/or Recommendations
- 10. Agenda Input for Next Finance Committee Meeting & Next Meeting Date
- 11. Committee Member Comments
- 1:15 p.m. 12. Adjournment



4/26/2023

To: North Tahoe Community Alliance (NTCA) Finance Committee

From: Derek Vaughan, Accounting Manager

RE: Report on Financial Results for March 31, 2023

Summary of preliminary NTCA financial results for March 31, 2023

- Cash – Total cash reduced by roughly \$100k over the prior month. The amount of TBID collections in March were lower than the total disbursements for the month.
- Accounts Receivable - \$5k is the Spartan refund from prior year, we are still expecting collection
- Accounts Receivable TBID –This \$1.07m account balance reflects the difference in revenue recorded vs cash collected. We have recorded roughly \$4.5m of revenue year-to-date for our fiscal year July 2022 through March 2023. Year-to-date cash collections, which generally lag revenue by two months, total \$3.43m. Cash collections should outpace budgeted revenue for the remainder of the year.
- Accounts Receivable Membership Dues – We are currently reconciling these accounts regarding chamber dues
- Accounts Receivable Membership Activities – We are investigating if these eblast invoices from prior year are collectible.
- Deposits \$1672 – Most of these are over four years old and we are determining when they should be written off
- Prepaid Expenses - \$237K are contributions we have made to organizations for special events that will take place in the upcoming months
- Accounts Payable Other - TBID members that are due refunds, this account will be reduced to zero once chamber dues are reconciled
- Due To/From County – These funds will be returned to the county after the conclusion of the 21/22 fiscal year audit. We are waiting for the CO-OP financial review which is nearly complete.
- Revenues – I continued to follow the budget through February. Revenue continues to outpace prior year due mainly because of the first quarter. Although December was comparable to prior year, January preliminary revenue appears to have increased 70%. I believe this is due to how the Christmas holiday spilled into the first week of January this year, whereas in prior year, most Christmas holiday visitations were in December. We earned 32% of our 21/22 revenue in the third quarter. Once our third quarter revenue is collected over the next two months, we will know how the winter season performed as a whole.
- Salaries & Wages – reflects two pay periods, same as in February.

- Health Insurance Expense – Due to the short month of February and the timing of payments, two months of expense were recorded this month covering February and March
- Event Sponsorship – Includes \$5k for the Winter Speaker series and \$25k for the Downtown Lighting Grant
- Additional Opportunities - \$10k for website, marketing, and eblast campaigns

Summary of preliminary NLTMC financial results for March 31, 2023

- The year-to-date net income for March is \$511k. Consumer marketing, leisure sales, and Committed & Admin expenses continue to be the main categories that are under budget. The reforecast performed in January projects a loss of \$286k for the remainder of the fiscal year. This would result in total net income of \$225k for the year.

North Tahoe Community Alliance

Preliminary

Financial Statements for the Period Ending

March 31, 2023

Balance Sheet - PY Comparison

North Lake Tahoe Resort Association

For the Nine Months Ending Friday, March 31, 2023

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	YTD		
	Mar 2023 2022	Mar 2022 2021	Variance
Current Assets			
Cash - TBID Disbursements	1,522,915	0	(1,522,915)
Cash - TBID Funding	5,091,861	1,697,348	(3,394,514)
Special Event Funding	1,514	39,803	38,289
Cash Flow Reserve	101,192	100,976	(217)
Marketing Reserve	50,424	50,356	(68)
Payroll Reserve	46,429	68,102	21,673
Cash in Drawer	4,633	139	(4,494)
Petty Cash	158	158	0
Accounts Receivable	5,000	1,000	(4,000)
Accounts Receivable - TBID	1,071,978	0	(1,071,978)
Accounts Receivable - TOT	0	432,499	432,499
Accounts Receivable - Membership Dues	43,206	17,025	(26,181)
Accounts Receivable - Membership Activities	470	985	515
Allowance for Doubtful Accounts	(794)	(9,632)	(8,837)
Accounts Receivable - NLTMC	0	5,932	5,932
Accounts Receivable - Other	0	2,442	2,441
Inventory Asset	25,642	26,867	1,225
Gift Cards Outstanding	18	18	0
Prepaid Expenses	237,238	6,500	(230,738)
Prepaid Postage	100	100	0
Prepaid Insurance	306	2,689	2,383
Deposits	1,672	1,150	(522)
Total Current Assets	8,203,962	2,444,456	(5,759,505)
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	(6,430)	(3,222)	3,208
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	4,583	7,791	3,208
Total Assets	\$8,208,544	\$2,452,247	(\$5,756,297)
Liabilities			
Current Liabilities			
Accounts Payable	14,782	69,892	(55,110)
Accounts Payable - Other	23,835	22,140	1,695
Salaries & Wages Payable	1,955	41,223	(39,268)
Incentives Payable	53,615	44,055	9,560
PTO Payable	35,798	62,280	(26,482)
401k Payable	1,391	1,218	173
Employer Tax Payable	4,090	3,379	710
Retail Payable	5,812	0	5,812
Accrued Expenses	69,417	200,350	(130,933)
Deferred Revenue - Membership Dues	2,489	20,827	(18,338)
Deferred Revenue - TMBC	0	1,290	(1,290)
Due To/From BOTW CC	1,927	0	1,927
Due To/From County	1,360,485	1,480,803	(120,318)
Due To/From TBID	132,453	0	132,453
<i>Suspense (may include rounding)</i>	<i>(10,740)</i>	<i>0</i>	<i>(10,740)</i>
Total Current Liabilities	1,697,309	1,947,457	250,149
Sales Tax Payable	0	2,877	(2,877)
Use Tax Payable	0	1,418	(1,418)
Total Tax Payable	0	4,295	4,295
Long-Term Debt			
Total Liabilities	1,697,309	1,951,752	254,444
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)
TBID Reserve	5,187,398	0	5,187,398
Net Income	1,306,345	0	1,306,345
Total Equity	6,511,236	500,495	(6,010,741)
Liabilities & Shareholder Equity	\$8,208,544	\$2,452,247	(\$5,756,297)

HISTORICAL AGED TRIAL BALANCE

North Lake Tahoe Resort Association

Payables Management

Ranges:

Vendor ID: First - Last
 Class ID: First - Last
 Payment Priority: First - Last
 Vendor Name: First - Last

User-Defined 1: First - Last
 Posting Date: First - 3/31/2023
 Document Number: First - Last

Print Option: SUMMARY
 Aged By: Document Date
 Aging Date: 3/31/2023
 Exclude: Zero Balance, No Activity, Unposted Applied Credit Documents, Multicurrency Info
 Sorted By: Vendor ID
 Due Date
 Print Currency In: Functional (Z-US\$)

Vendor ID:	Name:	Class ID:	User-Defined 1:				
			Due	Current Period	31 - 60 Days	61 - 90 Days	91 and Over
Vendor ID: AT & T*	Name: AT & T*	Class ID: PRIMARY					
Voucher(s): 19	Aged Totals:		\$216.42	\$216.42	\$0.00	\$0.00	\$0.00
Vendor ID: AUGUSTINEIDEAS	Name: D. Augustine & Associates	Class ID: PRIMARY					
Voucher(s): 16	Aged Totals:		\$14,478.73	\$3,406.25	\$11,072.48	\$0.00	\$0.00
Vendor ID: JOHNSON CONTROL	Name: Johnson Controls Fire Protection LP	Class ID: PRIMARY					
Voucher(s): 14	Aged Totals:		\$86.75	\$0.00	\$0.00	\$86.75	\$0.00
	<u>Vendors</u>		<u>Due</u>	<u>Current Period</u>	<u>31 - 60 Days</u>	<u>61 - 90 Days</u>	<u>91 and Over</u>
Vendor Totals:	3		\$14,781.90	\$3,622.67	\$11,072.48	\$86.75	\$0.00

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:SUMMARY Summary of All Units

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	Mar 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	368,101	368,101	0	4,517,457	4,517,456	1
Chamber Revenue - Member Dues	4,416	0	4,416	42,961	20,000	22,961
Retail Revenue	632	3,000	(2,368)	63,216	50,000	13,216
Retail Revenue - Merchandise Sales	0	0	0	1,417	0	1,417
Revenue - Other	28	0	28	153	0	153
Revenue - Interest & Investments						
Total Revenues	373,177	371,101	2,076	4,625,204	4,587,45	37,747
Cost of Goods Sold	1,014	2,375	(1,361)	28,796	21,375	7,421
Freight & Shipping Costs	5	0	5	559	0	559
POS Inventory Adjustments	0	0	0	13	0	13
Artist of the Month - Consignment E...	0	0	0	524	0	524
Total Cost of Goods Sold	1,019	2,375	(1,356)	29,892	21,375	8,517
Gross Profit	372,158	368,726	3,432	4,595,311	4,566,08	29,230
Salaries & Wages	96,248	115,644	(19,396)	747,232	1,040,797	(293,564)
P/R - Tax Expense	7,712	11,523	(3,811)	62,789	103,705	(40,916)
P/R - Health Insurance Expense	21,056	21,414	(359)	79,099	192,729	(113,630)
P/R - Workmans Comp	1,030	4,086	(3,055)	4,419	36,771	(32,352)
401(k)	2,687	4,279	(1,593)	20,558	38,512	(17,954)
Other Benefits & Expenses	890	407	484	15,437	3,660	11,777
Rent & Utilities	175	0	175	175	0	175
Rent	13,300	13,931	(631)	120,936	125,378	(4,442)
Rent - Other	1,789	0	1,789	3,537	0	3,537
Utilities	2,393	1,677	716	10,054	15,092	(5,038)
Repairs & Maintenance	10,184	1,331	8,853	28,741	11,975	16,766
Telephone & Internet	1,118	1,644	(525)	6,748	14,793	(8,045)
Supplies	1,264	0	1,264	3,547	0	3,547
Supplies - Office	6,755	1,200	5,555	21,355	10,986	10,369
Supplies - Computer	7,004	0	7,004	26,728	12,700	14,028
Mail	1,081	559	521	20,551	5,035	15,516
Mail - USPS	0	0	0	816	0	816
Mail - Fedex/UPS	57	0	57	190	0	190
Taxes, Licenses, Fees	3,261	8,771	(5,510)	22,132	78,937	(56,805)
Credit Card Fees	0	125	(125)	834	1,125	(291)
Dues & Subscriptions	6,615	1,317	5,298	26,981	11,850	15,131
Insurance/Bonding	306	1,250	(944)	13,228	11,250	1,978
Associate Relations	3,152	567	2,585	8,202	5,100	3,102
Training/Seminars	1,100	692	408	5,300	6,225	(925)
Travel	2,415	342	2,073	2,462	3,075	(613)
Automobile Expenses	592	417	175	1,919	3,750	(1,831)
Meals & Meetings	1,431	633	798	7,888	5,700	2,188
Board Functions	3,463	4,000	(537)	30,996	36,000	(5,004)
Professional Fees	14,236	5,750	8,486	101,392	51,750	49,642
Professional Fees - Attourney	2,700	2,500	200	17,631	22,500	(4,869)
Professional Fees - Accountant	0	0	0	24,084	35,000	(10,916)
Equipment Support & Maintenance	1,116	2,917	(1,801)	18,430	26,250	(7,820)
Equipment Rental/Leasing	0	718	(718)	2,666	4,960	(2,294)
Depreciation	153	153	0	1,375	1,375	0
Event Sponsorships	31,001	15,000	16,001	158,093	315,000	(156,907)
Special Event Partnership Funding	0	0	0	3,750	50,000	(46,250)
Event Operations	21	0	21	1,427	0	1,427
NLTMC Contributions	120,508	120,508	0	1,150,387	1,150,347	40
Non-NLTMC Marketing	36,439	28,917	7,522	113,236	130,250	(17,014)
In-Market/Tourism	3,406	0	3,406	78,874	0	78,874
Media/Collateral/Production	0	0	0	7,468	0	7,468
Additional Opportunities	10,000	155,078	(145,078)	312,550	1,395,702	(1,083,152)
Chamber Activities	0	832	(832)	4,750	7,486	(2,736)
Chamber Activities - Membership M...	0	0	0	0	4,500	(4,500)
Chamber Activities - TMBC	0	250	(250)	0	2,250	(2,250)
Chamber Activities - Community Aw...	0	0	0	0	30,000	(30,000)
Allocated Administrative Overhead	0	79,432	(79,432)	0	749,451	(749,451)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:SUMMARY Summary of All Units

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	Mar 2023			Fiscal 2022/23 YTD		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Operating Expenses	<u>416,656</u>	<u>607,860</u>	<u>(191,204)</u>	<u>3,288,967</u>	<u>5,751,96</u>	<u>(2,463,000)</u>
Net Operating Income	<u>(44,498)</u>	<u>(239,134)</u>	<u>194,636</u>	<u>1,306,345</u>	<u>(1,185,88</u>	<u>2,492,230</u>
Other Expense/<Income>						
Net Income	<u>(44,498)</u>	<u>(239,134)</u>	<u>194,636</u>	<u>1,306,345</u>	<u>(1,185,8</u>	<u>2,492,230</u>

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:01 Marketing

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	Mar 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	193,253	193,253	0	2,371,663	2,371,665	(2)
Revenue - Interest & Investments						
Total Revenues	193,253	193,253	0	2,371,663	2,371,66	(2)
Gross Profit	193,253	193,253	0	2,371,663	2,371,66	(2)
Salaries & Wages	24,422	34,999	(10,577)	163,477	314,992	(151,515)
P/R - Tax Expense	1,981	3,500	(1,519)	14,211	31,499	(17,288)
P/R - Health Insurance Expense	(1,045)	7,023	(8,068)	12,896	63,206	(50,310)
P/R - Workmans Comp	0	1,227	(1,227)	6	11,044	(11,037)
401(k)	634	1,327	(693)	5,367	11,940	(6,572)
Other Benefits & Expenses	0	137	(137)	411	1,230	(819)
Rent	2,227	2,529	(302)	20,043	22,763	(2,720)
Utilities	547	452	95	1,609	4,065	(2,456)
Telephone & Internet	0	468	(468)	325	4,215	(3,890)
Supplies	0	0	0	646	0	646
Supplies - Office	0	50	(50)	273	636	(364)
Supplies - Computer	0	0	0	134	5,000	(4,866)
Mail	0	126	(126)	0	1,135	(1,135)
Taxes, Licenses, Fees	0	63	(63)	1,379	563	817
Dues & Subscriptions	10	125	(115)	4,633	1,125	3,508
Associate Relations	0	83	(83)	63	750	(687)
Travel	0	58	(58)	48	525	(477)
Automobile Expenses	0	83	(83)	200	750	(550)
Meals & Meetings	42	42	0	192	375	(183)
Professional Fees	0	0	0	30	0	30
Equipment Rental/Leasing	0	241	(241)	0	1,667	(1,667)
Event Sponsorships	5,000	15,000	(10,000)	73,900	315,000	(241,100)
Special Event Partnership Funding	0	0	0	3,750	50,000	(46,250)
Event Operations	0	0	0	1,406	0	1,406
NLTMC Contributions	120,508	120,508	0	1,150,387	1,150,347	40
Non-NLTMC Marketing	36,249	26,833	9,416	103,301	111,500	(8,198)
In-Market/Tourism	3,406	0	3,406	66,126	0	66,126
Media/Collateral/Production	0	0	0	6,155	0	6,155
Additional Opportunities	0	35,340	(35,340)	0	318,062	(318,062)
Allocated Administrative Overhead	98,531	29,681	68,850	511,436	280,046	231,390
Total Operating Expenses	292,511	279,896	12,615	2,142,406	2,702,43	(560,030)
Net Operating Income	(99,258)	(86,643)	(12,615)	229,257	(330,771)	560,028
Other Expense/<Income>						
Net Income	(99,258)	(86,643)	(12,615)	229,257	(330,77	560,028

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:02 Zone 1

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	Mar 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	54,479	54,479	0	668,584	668,584	0
Revenue - Interest & Investments						
Total Revenues	54,479	54,479	0	668,584	668,584	0
Gross Profit	54,479	54,479	0	668,584	668,584	0
Salaries & Wages	3,212	3,831	(620)	26,614	34,479	(7,865)
P/R - Tax Expense	243	383	(140)	2,120	3,448	(1,328)
P/R - Health Insurance Expense	(63)	616	(678)	1,145	5,541	(4,396)
P/R - Workmans Comp	0	134	(134)	0	1,209	(1,209)
401(k)	102	153	(51)	738	1,379	(641)
Other Benefits & Expenses	0	10	(10)	0	90	(90)
Rent	396	174	222	3,563	1,567	1,996
Utilities	99	33	66	164	297	(134)
Telephone & Internet	0	34	(34)	0	308	(308)
Supplies - Office	0	83	(83)	0	750	(750)
Supplies - Computer	0	0	0	134	700	(566)
Taxes, Licenses, Fees	0	25	(25)	0	225	(225)
Dues & Subscriptions	0	17	(17)	0	150	(150)
Associate Relations	0	17	(17)	0	150	(150)
Automobile Expenses	0	42	(42)	0	375	(375)
Meals & Meetings	0	83	(83)	0	750	(750)
Equipment Rental/Leasing	0	18	(18)	0	122	(122)
Event Sponsorships	25,000	0	25,000	50,000	0	50,000
Non-NLTMC Marketing	0	417	(417)	0	3,750	(3,750)
Additional Opportunities	0	68,348	(68,348)	79,892	615,128	(535,236)
Allocated Administrative Overhead	14,725	8,367	6,358	38,703	78,946	(40,243)
Total Operating Expenses	43,714	82,785	(39,071)	203,073	749,365	(546,292)
Net Operating Income	10,765	(28,306)	39,071	465,511	(80,781)	546,292
Other Expense/<Income>						
Net Income	10,765	(28,306)	39,071	465,511	(80,781)	546,292

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:03 Visitors Center

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	Mar 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	26,871	26,871	0	329,775	329,774	1
Retail Revenue	632	3,000	(2,368)	63,216	50,000	13,216
Retail Revenue - Merchandise Sales	0	0	0	1,417	0	1,417
Revenue - Interest & Investments						
Total Revenues	27,503	29,871	(2,368)	394,408	379,774	14,634
Cost of Goods Sold	1,014	2,375	(1,361)	28,796	21,375	7,421
Freight & Shipping Costs	5	0	5	559	0	559
POS Inventory Adjustments	0	0	0	13	0	13
Artist of the Month - Consignment E...	0	0	0	524	0	524
Total Cost of Goods Sold	1,019	2,375	(1,356)	29,892	21,375	8,517
Gross Profit	26,484	27,496	(1,012)	364,516	358,399	6,116
Salaries & Wages	13,377	13,002	375	131,492	117,017	14,475
P/R - Tax Expense	1,116	1,259	(143)	12,694	11,327	1,367
P/R - Health Insurance Expense	(137)	2,013	(2,150)	2,350	18,117	(15,767)
P/R - Workmans Comp	0	487	(487)	0	4,383	(4,383)
401(k)	392	337	55	4,053	3,031	1,022
Other Benefits & Expenses	0	40	(40)	82	360	(278)
Rent	6,650	6,848	(198)	59,850	61,628	(1,778)
Utilities	303	465	(162)	763	4,185	(3,422)
Repairs & Maintenance	0	0	0	36	0	36
Telephone & Internet	0	137	(137)	200	1,234	(1,034)
Supplies	0	0	0	1,133	0	1,133
Supplies - Office	760	458	302	3,398	4,125	(727)
Supplies - Computer	0	0	0	294	0	294
Mail	0	17	(17)	0	150	(150)
Taxes, Licenses, Fees	1,399	25	1,374	1,532	225	1,307
Credit Card Fees	0	125	(125)	606	1,125	(519)
Dues & Subscriptions	55	17	38	55	150	(95)
Associate Relations	0	42	(42)	118	375	(257)
Automobile Expenses	0	83	(83)	201	750	(549)
Meals & Meetings	94	8	86	637	75	562
Equipment Rental/Leasing	0	71	(71)	139	488	(349)
Event Operations	21	0	21	21	0	21
Non-NLTMC Marketing	0	417	(417)	0	3,750	(3,750)
Additional Opportunities	0	15,101	(15,101)	0	135,908	(135,908)
Allocated Administrative Overhead	12,205	4,127	8,078	72,640	38,940	33,700
Total Operating Expenses	36,234	45,077	(8,843)	292,291	407,342	(115,051)
Net Operating Income	(9,750)	(17,581)	7,831	72,224	(48,943)	121,167
Other Expense/<Income>						
Net Income	(9,750)	(17,581)	7,831	72,224	(48,943)	121,167

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:04 Business Support

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4/20/2023
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	Mar 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	20,246	20,246	0	248,460	248,460	0
Chamber Revenue - Member Dues	0	0	0	0	20,000	(20,000)
Revenue - Interest & Investments						
Total Revenues	20,246	20,246	0	248,460	268,460	(20,000)
Gross Profit	20,246	20,246	0	248,460	268,460	(20,000)
Salaries & Wages	6,346	10,856	(4,510)	40,478	97,704	(57,226)
P/R - Tax Expense	484	1,086	(602)	3,221	9,770	(6,549)
P/R - Health Insurance Expense	(125)	2,869	(2,995)	2,290	25,825	(23,535)
P/R - Workmans Comp	0	381	(381)	0	3,425	(3,425)
401(k)	149	384	(235)	1,013	3,458	(2,445)
Other Benefits & Expenses	0	43	(43)	0	390	(390)
Rent	464	904	(440)	4,176	8,140	(3,964)
Utilities	112	143	(31)	188	1,289	(1,101)
Telephone & Internet	0	149	(149)	175	1,337	(1,162)
Supplies - Office	0	150	(150)	0	1,350	(1,350)
Supplies - Computer	0	0	0	268	700	(432)
Taxes, Licenses, Fees	0	25	(25)	0	225	(225)
Dues & Subscriptions	390	17	373	3,121	150	2,971
Associate Relations	0	42	(42)	500	375	125
Automobile Expenses	0	42	(42)	138	375	(238)
Meals & Meetings	0	83	(83)	0	750	(750)
Equipment Rental/Leasing	0	77	(77)	0	529	(529)
Event Sponsorships	0	0	0	500	0	500
Non-NLTMC Marketing	0	417	(417)	9,150	3,750	5,400
Additional Opportunities	10,000	0	10,000	232,658	0	232,658
Chamber Activities	0	832	(832)	4,750	7,486	(2,736)
Chamber Activities - Membership M...	0	0	0	0	4,500	(4,500)
Chamber Activities - TMBC	0	250	(250)	0	2,250	(2,250)
Chamber Activities - Community Aw...	0	0	0	0	30,000	(30,000)
Allocated Administrative Overhead	9,052	2,948	6,104	60,167	27,814	32,353
Total Operating Expenses	26,872	21,696	5,175	362,793	231,591	131,202
Net Operating Income	(6,626)	(1,451)	(5,175)	(114,332)	36,869	(151,201)
Other Expense/<Income>						
Net Income	(6,626)	(1,451)	(5,175)	(114,332)	36,869	(151,201)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:05 Economic Development

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4/20/2023
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	Mar 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	27,976	27,976	0	343,328	343,327	1
Revenue - Interest & Investments						
Total Revenues	27,976	27,976	0	343,328	343,327	1
Gross Profit	27,976	27,976	0	343,328	343,327	1
Salaries & Wages	4,250	7,429	(3,179)	35,488	66,857	(31,368)
P/R - Tax Expense	318	743	(425)	2,808	6,686	(3,877)
P/R - Health Insurance Expense	(119)	1,490	(1,609)	1,032	13,406	(12,374)
P/R - Workmans Comp	0	260	(260)	0	2,344	(2,344)
401(k)	144	297	(153)	821	2,674	(1,853)
Other Benefits & Expenses	0	23	(23)	0	210	(210)
Rent	569	406	163	5,122	3,656	1,466
Utilities	145	77	68	242	694	(452)
Telephone & Internet	0	80	(80)	0	720	(720)
Supplies - Office	0	42	(42)	0	375	(375)
Supplies - Computer	0	0	0	134	1,750	(1,616)
Taxes, Licenses, Fees	0	25	(25)	0	225	(225)
Dues & Subscriptions	0	17	(17)	0	150	(150)
Associate Relations	0	17	(17)	0	150	(150)
Automobile Expenses	0	42	(42)	0	375	(375)
Meals & Meetings	0	42	(42)	0	375	(375)
Equipment Rental/Leasing	0	41	(41)	0	285	(285)
Non-NLTMC Marketing	0	417	(417)	0	3,750	(3,750)
Additional Opportunities	0	28,299	(28,299)	0	254,695	(254,695)
Allocated Administrative Overhead	2,696	4,297	(1,601)	11,695	40,540	(28,845)
Total Operating Expenses	8,003	44,042	(36,040)	57,343	399,916	(342,573)
Net Operating Income	19,973	(16,067)	36,040	285,985	(56,589)	342,574
Other Expense/<Income>						
Net Income	19,973	(16,067)	36,040	285,985	(56,589)	342,574

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:06 Sustainability/Mitigation

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4/20/2023
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	Mar 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	12,147	12,147	0	149,076	149,076	(1)
Revenue - Interest & Investments						
Total Revenues	12,147	12,147	0	149,076	149,076	(1)
Gross Profit	12,147	12,147	0	149,076	149,076	(1)
Salaries & Wages	4,250	6,095	(1,845)	35,488	54,857	(19,368)
P/R - Tax Expense	318	610	(292)	2,808	5,486	(2,677)
P/R - Health Insurance Expense	(119)	1,036	(1,156)	1,032	9,327	(8,295)
P/R - Workmans Comp	0	214	(214)	0	1,923	(1,923)
401(k)	144	244	(100)	821	2,194	(1,373)
Other Benefits & Expenses	0	17	(17)	0	150	(150)
Rent	458	290	168	4,120	2,611	1,509
Utilities	112	55	57	334	496	(162)
Telephone & Internet	0	57	(57)	0	514	(514)
Supplies - Office	0	42	(42)	0	375	(375)
Supplies - Computer	0	0	0	134	1,050	(916)
Taxes, Licenses, Fees	0	25	(25)	0	225	(225)
Dues & Subscriptions	0	17	(17)	0	150	(150)
Associate Relations	0	17	(17)	0	150	(150)
Automobile Expenses	0	42	(42)	0	375	(375)
Meals & Meetings	0	42	(42)	0	375	(375)
Equipment Rental/Leasing	0	29	(29)	0	203	(203)
Event Sponsorships	1,001	0	1,001	33,693	0	33,693
Non-NLTMC Marketing	0	417	(417)	0	3,750	(3,750)
Additional Opportunities	0	7,990	(7,990)	0	71,909	(71,909)
Allocated Administrative Overhead	3,131	1,866	1,265	17,612	17,603	10
Total Operating Expenses	9,295	19,103	(9,808)	96,043	173,723	(77,681)
Net Operating Income	2,852	(6,955)	9,808	53,033	(24,647)	77,680
Other Expense/<Income>						
Net Income	2,852	(6,955)	9,808	53,033	(24,647)	77,680

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:07 Admin

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4/20/2023
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	Mar 2023			Fiscal 2022/23 YTD		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenues						
Revenues	18,405	18,405	0	225,873	225,873	0
Revenue - Interest & Investments						
Total Revenues	18,405	18,405	0	225,873	225,873	0
Gross Profit	18,405	18,405	0	225,873	225,873	0
Allocated Administrative Overhead	0	28,146	(28,146)	111,317	265,562	(154,245)
Total Operating Expenses	0	28,146	(28,146)	111,317	265,562	(154,245)
Net Operating Income	18,405	(9,741)	28,146	114,556	(39,689)	154,245
Other Expense/<Income>						
Net Income	18,405	(9,741)	28,146	114,556	(39,689)	154,245

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:08 County Admin Fee

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4/20/2023
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	Mar 2023			Fiscal 2022/23 YTD		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenues						
Revenues	7,362	7,362	0	90,349	90,349	0
Revenue - Interest & Investments						
Total Revenues	7,362	7,362	0	90,349	90,349	0
Gross Profit	7,362	7,362	0	90,349	90,349	0
Taxes, Licenses, Fees	0	7,333	(7,333)	7,167	66,000	(58,833)
Total Operating Expenses	0	7,333	(7,333)	7,167	66,000	(58,833)
Net Operating Income	7,362	29	7,333	83,183	24,349	58,833
Other Expense/<Income>						
Net Income	7,362	29	7,333	83,183	24,349	58,833

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:09 Contingency/Reserve

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4/20/2023
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	Mar 2023			Fiscal 2022/23 YTD		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenues						
Revenues	7,362	7,362	0	90,349	90,349	0
Revenue - Other	0	0	0	60	0	60
Revenue - Interest & Investments						
Total Revenues	7,362	7,362	0	90,409	90,349	60
Gross Profit	7,362	7,362	0	90,409	90,349	60
Utilities	0	0	0	487	0	487
Dues & Subscriptions	0	0	0	430	0	430
Allocated Administrative Overhead	0	0	0	57	0	57
Total Operating Expenses	0	0	0	974	0	974
Net Operating Income	7,362	7,362	0	89,435	90,349	(914)
Other Expense/<Income>						
Net Income	7,362	7,362	0	89,435	90,349	(914)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:10 CAP/TOT/ Housing&Trans

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4/20/2023
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	Mar 2023			Fiscal 2022/23 YTD		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenues						
Revenue - Interest & Investments						
Allocated Administrative Overhead	<u>0</u>	<u>0</u>	<u>0</u>	<u>29</u>	<u>0</u>	<u>29</u>
Total Operating Expenses	<u>0</u>	<u>0</u>	<u>0</u>	<u>29</u>	<u>0</u>	<u>29</u>
Net Operating Income	<u>0</u>	<u>0</u>	<u>0</u>	<u>(29)</u>	<u>0</u>	<u>(29)</u>
Other Expense/<Income>						
Net Income	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>(29)</u></u>	<u><u>0</u></u>	<u><u>(29)</u></u>

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:11 Chamber

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4/20/2023
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	Mar 2023			Fiscal 2022/23 YTD		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenues						
Chamber Revenue - Member Dues	4,416	0	4,416	42,961	0	42,961
Revenue - Interest & Investments						
Total Revenues	4,416	0	4,416	42,961	0	42,961
Gross Profit	4,416	0	4,416	42,961	0	42,961
Utilities	0	0	0	158	0	158
Telephone & Internet	0	0	0	780	0	780
Automobile Expenses	0	0	0	15	0	15
Meals & Meetings	0	0	0	56	0	56
In-Market/Tourism	0	0	0	113	0	113
Allocated Administrative Overhead	0	0	0	14,255	0	14,255
Total Operating Expenses	0	0	0	15,378	0	15,378
Net Operating Income	4,416	0	4,416	27,583	0	27,583
Other Expense/<Income>						
Net Income	4,416	0	4,416	27,583	0	27,583

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:12 Admin OH

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4/20/2023
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	Mar 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenue - Other	28	0	28	93	0	93
Revenue - Interest & Investments						
Total Revenues	28	0	28	93	0	93
Gross Profit	28	0	28	93	0	93
Salaries & Wages	40,392	39,432	959	314,195	354,891	(40,697)
P/R - Tax Expense	3,253	3,943	(690)	24,926	35,489	(10,563)
P/R - Health Insurance Expense	22,665	6,368	16,297	58,355	57,308	1,048
P/R - Workmans Comp	1,030	1,383	(352)	4,412	12,443	(8,030)
401(k)	1,122	1,537	(415)	7,745	13,836	(6,091)
Other Benefits & Expenses	890	137	754	14,944	1,230	13,714
Rent & Utilities	175	0	175	175	0	175
Rent	2,536	2,779	(243)	24,062	25,013	(951)
Rent - Other	1,789	0	1,789	3,537	0	3,537
Utilities	1,074	452	623	6,109	4,065	2,043
Repairs & Maintenance	10,184	1,331	8,853	28,705	11,975	16,730
Telephone & Internet	1,118	718	400	5,268	6,465	(1,197)
Supplies	1,264	0	1,264	1,768	0	1,768
Supplies - Office	5,995	375	5,620	17,685	3,375	14,310
Supplies - Computer	7,004	0	7,004	25,628	3,500	22,128
Mail	1,081	417	664	20,551	3,750	16,801
Mail - USPS	0	0	0	816	0	816
Mail - Fedex/UPS	57	0	57	190	0	190
Taxes, Licenses, Fees	1,862	1,250	612	12,055	11,250	805
Credit Card Fees	0	0	0	229	0	229
Dues & Subscriptions	6,160	1,108	5,051	18,743	9,975	8,768
Insurance/Bonding	306	1,250	(944)	13,228	11,250	1,978
Associate Relations	3,152	350	2,802	7,521	3,150	4,371
Training/Seminars	1,100	692	408	5,300	6,225	(925)
Travel	2,415	283	2,132	2,415	2,550	(135)
Automobile Expenses	592	83	509	1,365	750	615
Meals & Meetings	1,295	333	962	7,003	3,000	4,003
Board Functions	3,463	4,000	(537)	30,996	36,000	(5,004)
Professional Fees	14,236	5,750	8,486	101,362	51,750	49,612
Professional Fees - Attourney	2,700	2,500	200	17,631	22,500	(4,869)
Professional Fees - Accountant	0	0	0	24,084	35,000	(10,916)
Equipment Support & Maintenance	1,116	2,917	(1,801)	18,430	26,250	(7,820)
Equipment Rental/Leasing	0	241	(241)	2,527	1,667	860
Depreciation	153	153	0	1,375	1,375	0
Non-NLTMC Marketing	190	0	190	785	0	785
In-Market/Tourism	0	0	0	12,636	0	12,636
Media/Collateral/Production	0	0	0	1,313	0	1,313
Allocated Administrative Overhead	(140,339)	0	(140,339)	(837,912)	0	(837,912)
Total Operating Expenses	29	79,782	(79,753)	155	756,031	(755,877)
Net Operating Income	0	(79,782)	79,782	(62)	(756,031)	755,970
Other Expense/<Income>						
Net Income	0	(79,782)	79,782	(62)	(756,031)	755,970

KEY METRICS FOR MARCH 2023 FINANCIAL STATEMENTS

Total District 5 Eastern Slope TOT Collections by Quarter 2013 - 2022 (as reported thru Feb 2023)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
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	7,078,827	4,106,174	7,023,486	3,629,322	\$ 21,837,809
2019 - 2020	7,276,168	4,177,014	6,020,533	1,227,562	\$ 18,701,277
2020 - 2021	2,969,420	6,327,277	4,201,383	5,815,767	\$ 19,313,847
2021 - 2022	6,103,829	6,627,201	7,578,113	7,227,233	\$ 27,536,376
2022 - 2023	5,724,581	6,986,927	7,571,118		\$ 20,282,626

Total NLTTBID Revenues by Quarter 2021 - 2026 (as reported thru Jan 2023)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2021 - 2022	1,348,605	1,224,413	2,312,733	1,233,271	\$ 6,119,022
2022 - 2023	2,075,371	1,229,795			\$ 3,305,166
2023 - 2024					\$ -
2024 - 2025					\$ -
2025 - 2026					\$ -

Visitor Information Comparative Statistics For FYTD 2019/20 - 2022/23(thru Mar 2023)					
Referrals -	2019-20	2020-21	2021-22	2022-23	YOY % Change
Tahoe City:					
Walk In	36049	19635	23197	27928	20.39%
Phone	2335	2072	2052	1876	-8.58%
Email	361	369	424	927	118.63%
Kings Beach (Walk In)	8322	5408	3998	4161	4.08%
NLT - Event Traffic	3243	749	1604	1154	-28.05%
Total	50,310	28,233	31,275	36,046	15.25%

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	49.8%	59.8%	-16.6%
ADR (Average Daily Rate)	\$ 354	\$ 342	3.5%
RevPAR (Rev per Available Room)	\$ 179	\$ 206	-13.1%
Occupancy 1 Mth Forecast	47.5%	37.3%	27.5%
ADR 1 Mth Forecast	\$ 293	\$ 274	7.0%
RevPAR 1 Mth Forecast	\$ 142	\$ 103	38.1%
Occupancy (prior 6 months)	49.2%	50.0%	-1.6%
ADR (prior 6 months)	\$ 384	\$ 370	3.9%
RevPAR (prior 6 months)	\$ 189	\$ 185	2.4%
Occupancy (next 6 months)	31.8%	33.3%	-4.5%
ADR (next 6 months)	\$ 400	\$ 409	-2.3%
RevPAR (next 6 months)	\$ 127	\$ 136	-6.1%

Unemployment Rates - EDD	Feb
California (pop. 38,332,521)	4.3%
Placer County (367,309)	3.7%
Dollar Point (1,215)	2.7%
Kings Beach (3,893)	1.2%
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 3/31/2023					
	2021-22	2021-22	2022-23	YOY %	
FORWARD LOOKING	Actuals	Forecasted	Forecasted	Change	
Total Revenue Booked	\$1,942,031	\$ 1,962,035	\$ 1,352,432	-31.07%	
Commission for this Revenue	\$ -		\$ -		
Number of Room Nights	9,088	9,228	6,024	-34.72%	
Number of Bookings	29	28	27	-3.57%	
Conference Revenue And Percentage by County:					
	<u>20-21</u>	<u>21-22</u>			
Placer	100%	\$1,518,371	\$ 1,359,251	\$ 1,229,257 -9.56%	
Washoe	0%	\$423,660	\$ 602,784	\$ 123,175	
South Lake	0%	\$0	\$ -		
Nevada County	0%	0%			
Total Conference Revenue	100%	100%	\$1,942,031	\$ 1,962,035	\$ 1,352,432 -45.07%
CURRENT					
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000 0.00%	

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

March 31, 2023

North Lake Tahoe Marketing Cooperative
Balance Sheet Prev Year Comparison
As of March 31, 2023

	Mar 31, 23	Mar 31, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	732,129.92	607,440.28	124,689.64	20.5%
Total Checking/Savings	732,129.92	607,440.28	124,689.64	20.5%
Accounts Receivable				
1200-00 · Accounts Receivable	3,551.34	6,551.34	-3,000.00	-45.8%
Total Accounts Receivable	3,551.34	6,551.34	-3,000.00	-45.8%
Other Current Assets				
1200-99 · Accounts Receivable - Other	0.00	60.51	-60.51	-100.0%
1350-00 · Security Deposits	100.00	100.00	0.00	0.0%
Total Other Current Assets	100.00	160.51	-60.51	-37.7%
Total Current Assets	735,781.26	614,152.13	121,629.13	19.8%
Other Assets				
1400-00 · Prepaid Expenses	35,372.84	50,171.25	-14,798.41	-29.5%
Total Other Assets	35,372.84	50,171.25	-14,798.41	-29.5%
TOTAL ASSETS	771,154.10	664,323.38	106,830.72	16.1%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	173,491.49	211,624.24	-38,132.75	-18.0%
Total Accounts Payable	173,491.49	211,624.24	-38,132.75	-18.0%
Credit Cards				
2080 · Bank of the West Credit Cards				
2080-11 · MC_3978_Amber	0.00	121.02	-121.02	-100.0%
Total 2080 · Bank of the West Credit Cards	0.00	121.02	-121.02	-100.0%
Total Credit Cards	0.00	121.02	-121.02	-100.0%
Total Current Liabilities	173,491.49	211,745.26	-38,253.77	-18.1%
Total Liabilities	173,491.49	211,745.26	-38,253.77	-18.1%
Equity				
32000 · Unrestricted Net Assets	86,764.32	192,668.73	-105,904.41	-55.0%
Net Income	510,898.29	259,909.39	250,988.90	96.6%
Total Equity	597,662.61	452,578.12	145,084.49	32.1%
TOTAL LIABILITIES & EQUITY	771,154.10	664,323.38	106,830.72	16.1%

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04/17/23

North Lake Tahoe Marketing Cooperative
A/R Aging Summary
As of March 31, 2023

	<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	0.00	0.00	0.00	0.00	0.00
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>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>3,551.34</u>	<u>3,551.34</u>

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04/17/23

North Lake Tahoe Marketing Cooperative
A/P Aging Summary
As of March 31, 2023

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Augustine Agency	-18,300.46	88,506.63	0.00	0.00	0.00	70,206.17
Bright Business Media LLC	6,100.00	0.00	0.00	0.00	0.00	6,100.00
Christopher Segal	2,000.00	0.00	0.00	0.00	0.00	2,000.00
MAHK Advertising	86,393.04	0.00	0.00	0.00	0.00	86,393.04
Travel North Tahoe Nevada	0.00	8,792.28	0.00	0.00	0.00	8,792.28
TOTAL	<u>76,192.58</u>	<u>97,298.91</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>173,491.49</u>

North Lake Tahoe Marketing Cooperative
Profit & Loss Prev Year Comparison
 March 2023

	Mar 23	Mar 22	\$ Change	% Change
Income				
4000-00 · LTIVCBVB Funding	91,166.00	57,667.00	33,499.00	58.1%
4001-00 · NLTRA Funding	120,508.00	14,782.33	105,725.67	715.2%
4004-00 · IVCBVB Entertainment	500.00	0.00	500.00	100.0%
Total Income	212,174.00	72,449.33	139,724.67	192.9%
Gross Profit	212,174.00	72,449.33	139,724.67	192.9%
Expense				
5000-00 · CONSUMER MARKETING				
5002-00 · Consumer Print	0.00	10,125.00	-10,125.00	-100.0%
5002-01 · Native Display	16,811.11	0.00	16,811.11	100.0%
5004-00 · Trip Advisor	5,850.67	13,538.85	-7,688.18	-56.8%
5005-00 · Paid Social	12,738.29	20,592.78	-7,854.49	-38.1%
5005-01 · Digital Display / Retargeting	11,871.66	5,662.88	6,208.78	109.6%
5007-00 · Creative Production				
5007-01 · Creative Production	22,938.29	30,556.83	-7,618.54	-24.9%
5007-02 · Website Production	1,447.06	0.00	1,447.06	100.0%
5007-03 · Photo/Video Creative	5,828.35	3,181.90	2,646.45	83.2%
5007-00 · Creative Production - Other	101.88	127.50	-25.62	-20.1%
Total 5007-00 · Creative Production	30,315.58	33,866.23	-3,550.65	-10.5%
5010-00 · Account Strategy & Management	8,500.00	7,000.00	1,500.00	21.4%
5016 · Video Streaming	15,153.16	38,633.79	-23,480.63	-60.8%
5018-00 · Media Commission	9,399.02	11,504.03	-2,105.01	-18.3%
5018-01 · Digital Ad Serving	104.40	89.59	14.81	16.5%
5020-00 · Search Engine Marketing	6,856.47	10,949.70	-4,093.23	-37.4%
5022-00 · Email	4,250.00	4,999.70	-749.70	-15.0%
Total 5000-00 · CONSUMER MARKETING	121,850.36	156,962.55	-35,112.19	-22.4%
5110-00 · LEISURE SALES				
5107-00 · Creative Production	360.00	0.00	360.00	100.0%
5111-00 · FAMs - Domestic	0.00	1,350.00	-1,350.00	-100.0%
5112-00 · Training / Sales Calls	0.00	16.53	-16.53	-100.0%
5113-00 · Additional Opportunities	0.00	1,200.00	-1,200.00	-100.0%
5133-00 · Ski-Tops	300.00	0.00	300.00	100.0%
5143-00 · Mountain Travel Symposium	0.00	1,669.27	-1,669.27	-100.0%
5145-00 · TIA Annual Dues	0.00	218.75	-218.75	-100.0%
5155-00 · California Star Program	0.00	2,400.00	-2,400.00	-100.0%
5157-00 · International Efforts	224.19	0.00	224.19	100.0%
Total 5110-00 · LEISURE SALES	884.19	6,854.55	-5,970.36	-87.1%
5200-00 · PUBLIC RELATIONS				
5200-01 · Strategy, Reporting, Mgmt, Etc.	6,000.00	6,000.00	0.00	0.0%
5202-00 · PR Program/ Content Dev - Blogs	772.95	1,605.90	-832.95	-51.9%

North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

March 2023

	Mar 23	Mar 22	\$ Change	% Change
5204-00 · Media Mission(s)	4,544.86	2,142.39	2,402.47	112.1%
5206-00 · Digital Buy/ Social Media Boost	950.00	800.00	150.00	18.8%
5207-00 · Content Campaigns/Tools-My Emma	300.00	265.00	35.00	13.2%
5208-00 · International Travel Media FAMS	1,650.00	0.00	1,650.00	100.0%
5209-00 · Domestic Travel Media FAMS	4,503.26	2,791.17	1,712.09	61.3%
5210-00 · Content Dev - Newsletters	1,700.00	840.00	860.00	102.4%
5211-00 · Social Media Strategy & Mgmt	6,000.00	6,000.00	0.00	0.0%
5221-00 · Photography & Video Asset Dev	1,928.95	0.00	1,928.95	100.0%
Total 5200-00 · PUBLIC RELATIONS	28,350.02	20,444.46	7,905.56	38.7%
6000-00 · CONFERENCE SALES				
6004-00 · Email	1,200.00	0.00	1,200.00	100.0%
6005-00 · Paid Media	3,498.79	5,673.44	-2,174.65	-38.3%
6006-00 · CVENT	0.00	711.87	-711.87	-100.0%
6007-00 · Creative Production	0.00	1,320.00	-1,320.00	-100.0%
6016-00 · MCC Search Engine Marketing	0.00	85.43	-85.43	-100.0%
6018-00 · MCC Media Commission	488.69	696.81	-208.12	-29.9%
6018-01 · MCC Digital Ad Serving	2.12	7.31	-5.19	-71.0%
6019-00 · Conference Direct Partnership	0.00	583.33	-583.33	-100.0%
6128-00 · HelmsBriscoe Strategic Partner	583.33	583.33	0.00	0.0%
6152-00 · Client Events / Opportunities	4,239.92	8,283.28	-4,043.36	-48.8%
6153-00 · Chicago Sales Rep Support	0.00	125.00	-125.00	-100.0%
Total 6000-00 · CONFERENCE SALES	10,012.85	18,069.80	-8,056.95	-44.6%
6100-00 · TRADE SHOWS				
6116-00 · CalSAE Seasonal Spectacular	0.00	627.49	-627.49	-100.0%
6151-00 · Destination CA	0.00	492.62	-492.62	-100.0%
6154-00 · HelmsBriscoe ABC	0.00	5,474.49	-5,474.49	-100.0%
6155-00 · Connect Trade Shows	607.42	0.00	607.42	100.0%
6183-00 · Smart Meetings NorCal	6,100.00	0.00	6,100.00	100.0%
Total 6100-00 · TRADE SHOWS	6,707.42	6,594.60	112.82	1.7%
7000-00 · COMMITTED & ADMIN EXPENSES				
5008-00 · Cooperative Programs	0.00	0.00	0.00	0.0%
5009-00 · Fulfillment / Mail	217.99	482.62	-264.63	-54.8%
5021-00 · RASC-Reno Air Service Corp	0.00	25,000.00	-25,000.00	-100.0%
5123-00 · HSVC - High Sierra Visitors	208.33	166.67	41.66	25.0%
7002-00 · CRM Subscription	833.34	833.34	0.00	0.0%
7003-00 · IVCBVB Entertainment Fund	0.00	135.40	-135.40	-100.0%
7004-00 · Research	880.00	2,704.76	-1,824.76	-67.5%
7007-00 · Destimetrics / DMX	0.00	9,478.33	-9,478.33	-100.0%
7008-00 · Opportunistic Funds	0.00	2,620.00	-2,620.00	-100.0%
7009-00 · Tahoe Cam Usage	0.00	2,124.00	-2,124.00	-100.0%
7010-00 · Photo Management & Storage	0.00	620.75	-620.75	-100.0%
8700-00 · Automobile Expense*	0.00	276.32	-276.32	-100.0%

North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

March 2023

	Mar 23	Mar 22	\$ Change	% Change
Total 7000-00 · COMMITTED & ADMIN EXPENSES	2,139.66	44,442.19	-42,302.53	-95.2%
8000-00 · WEBSITE CONTENT & MAINTENANCE				
8002-00 · Content Manager Contractor	4,250.00	4,250.00	0.00	0.0%
8003-00 · Website Hosting Maintenance	5.00	332.71	-327.71	-98.5%
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 & MAINTENA...	14,255.00	14,582.71	-327.71	-2.3%
Total Expense	184,199.50	267,950.86	-83,751.36	-31.3%
Net Income	27,974.50	-195,501.53	223,476.03	114.3%

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

March 2023

	Mar 23	Budget	Jul '22 - Mar 23	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding	91,166.00	91,166.00	820,494.00	820,494.00	1,094,000.00
4001-00 · NLTRA Funding	120,508.00	120,508.00	1,150,347.00	1,150,347.00	1,440,000.00
4004-00 · IVCBVB Entertainment	500.00	500.00	4,500.00	4,500.00	6,000.00
4005-00 · Prior Year Net Income	0.00		0.00	0.00	0.00
Total Income	212,174.00	212,174.00	1,975,341.00	1,975,341.00	2,540,000.00
Gross Profit	212,174.00	212,174.00	1,975,341.00	1,975,341.00	2,540,000.00
Expense					
5000-00 · CONSUMER MARKETING					
5001-01 · Podcast	0.00	5,556.00	0.00	18,057.00	25,000.00
5002-00 · Consumer Print	0.00	10,125.00	18,495.00	10,125.00	10,125.00
5002-01 · Native Display	16,811.11	7,860.00	49,895.01	69,730.00	100,372.00
5004-00 · Trip Advisor	5,850.67	8,436.00	46,913.01	41,657.00	61,947.00
5005-00 · Paid Social	12,738.29	23,635.00	81,389.82	100,305.00	139,248.00
5005-01 · Digital Display / Retargeting	11,871.66	16,022.00	87,915.17	78,217.00	110,620.00
5007-00 · Creative Production					
5007-01 · Creative Production	22,938.29	5,000.00	95,505.19	104,500.00	149,500.00
5007-02 · Website Production	1,447.06	2,500.00	16,387.06	24,500.00	34,000.00
5007-03 · Photo/Video Creative	5,828.35	2,775.00	27,862.38	24,345.00	32,670.00
5007-00 · Creative Production - Other	101.88		7,067.52	0.00	0.00
Total 5007-00 · Creative Production	30,315.58	10,275.00	146,822.15	153,345.00	216,170.00
5010-00 · Account Strategy & Management	8,500.00	8,500.00	76,500.00	76,500.00	102,000.00
5013-00 · Outdoor	0.00	100,000.00	0.00	100,000.00	100,000.00
5016 · Video Streaming	15,153.16	23,230.00	77,794.93	86,671.00	126,861.00
5017-00 · Rich Media	0.00	0.00	47,500.00	30,000.00	30,000.00
5018-00 · Media Commission	9,399.02	13,831.00	69,177.23	89,960.00	119,357.00
5018-01 · Digital Ad Serving	104.40	220.00	1,347.01	1,980.00	2,655.00
5020-00 · Search Engine Marketing	6,856.47	16,440.00	77,797.27	85,417.00	119,470.00
5022-00 · Email	4,250.00	5,000.00	13,499.70	15,000.00	20,000.00
5024-00 · Fusion 7	0.00	0.00	0.00	0.00	0.00
5025-00 · Expedia	0.00	0.00	7,584.59	15,000.00	15,000.00
5029-00 · Television	0.00	0.00	0.00	0.00	17,000.00
5030-00 · TravelZoo	0.00	0.00	20,000.00	50,000.00	50,000.00
Total 5000-00 · CONSUMER MARKETING	121,850.36	249,130.00	822,630.89	1,021,964.00	1,365,825.00
5110-00 · LEISURE SALES					
5107-00 · Creative Production	360.00	0.00	1,440.00	1,500.00	2,000.00
5111-00 · FAMS - Domestic	0.00	0.00	3,686.04	4,500.00	6,000.00
5112-00 · Training / Sales Calls	0.00	0.00	6,424.22	7,500.00	10,000.00
5113-00 · Additional Opportunities	0.00	0.00	0.00	7,500.00	10,000.00
5115-00 · Travel Agent Incentive Program	0.00	0.00	0.00	0.00	0.00
5120-00 · Domestic - Trade Shows	0.00	250.00	0.00	4,150.00	4,150.00
5131-00 · FAMS -Intl - Travel Trade	0.00	0.00	512.00	4,500.00	6,000.00
5133-00 · Ski-Tops	300.00	1,000.00	300.00	3,350.00	3,350.00
5134-00 · Intl Marketing - Additional Opp	0.00	0.00	0.00	0.00	0.00
5137-00 · Co-op Opportunities	0.00	0.00	0.00	10,000.00	20,000.00
5143-00 · Mountain Travel Symposium	0.00	0.00	2,450.00	4,000.00	5,000.00
5144-00 · IPW - POW WOW	0.00	3,000.00	0.00	13,000.00	13,000.00
5145-00 · TIA Annual Dues	0.00	2,700.00	3,937.50	2,700.00	2,700.00
5147-00 · AUS / Gate 7	0.00	0.00	26,645.96	35,000.00	35,000.00
5154-00 · Canada	0.00	0.00	5,200.00	30,000.00	30,000.00
5155-00 · California Star Program	0.00	3,000.00	0.00	3,000.00	3,000.00
5157-00 · International Efforts	224.19	0.00	224.19	15,000.00	20,000.00
Total 5110-00 · LEISURE SALES	884.19	9,950.00	50,819.91	145,700.00	170,200.00
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	6,000.00	6,000.00	54,000.00	54,000.00	72,000.00
5202-00 · PR Program/ Content Dev - Blogs	772.95	1,500.00	15,153.60	13,500.00	18,000.00

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

March 2023

	Mar 23	Budget	Jul '22 - Mar 23	YTD Budget	Annual Budget
5204-00 · Media Mission(s)	4,544.86	0.00	12,996.55	12,000.00	16,000.00
5206-00 · Digital Buy/ Social Media Boost	950.00	950.00	8,550.00	8,550.00	11,400.00
5207-00 · Content Campaigns/Tools-My Emma	300.00	265.00	1,095.00	2,385.00	3,180.00
5208-00 · International Travel Media FAMS	1,650.00	3,000.00	1,650.00	9,000.00	12,000.00
5209-00 · Domestic Travel Media FAMS	4,503.26	6,000.00	12,610.82	18,000.00	24,000.00
5210-00 · Content Dev - Newsletters	1,700.00	1,700.00	12,100.00	15,300.00	20,400.00
5211-00 · Social Media Strategy & Mgmt	6,000.00	6,000.00	54,000.00	54,000.00	72,000.00
5212-00 · Social Giveaways & Contests	0.00	0.00	1,550.04	2,250.00	3,000.00
5214-00 · Social Takeover	0.00	0.00	0.00	0.00	0.00
5216-00 · PR Content Development + Distri	0.00	1,200.00	2,220.00	3,600.00	4,800.00
5218-00 · Crisis Communication / Training	0.00	0.00	6,540.00	19,000.00	19,000.00
5221-00 · Photography & Video Asset Dev	1,928.95	4,000.00	12,393.85	36,000.00	48,000.00
5222-00 · Media Tracking / Membership	0.00	0.00	2,649.02	2,649.00	3,532.00
5280-00 · PR Meals / Entertainment	0.00	0.00	269.76	750.00	1,000.00
Total 5200-00 · PUBLIC RELATIONS	28,350.02	30,615.00	197,778.64	250,984.00	328,312.00
6000-00 · CONFERENCE SALES					
6003-00 · Geo-Fence Targeting	0.00	1,500.00	475.73	3,000.00	3,000.00
6004-00 · Email	1,200.00	0.00	5,670.00	3,600.00	4,800.00
6005-00 · Paid Media	3,498.79	4,292.00	29,486.09	27,620.00	41,500.00
6006-00 · CVENT	0.00	711.00	14,185.43	11,411.00	14,160.00
6007-00 · Creative Production	0.00	0.00	9,105.92	11,500.00	12,000.00
6014-00 · MCC Group Incentive Program	0.00	500.00	0.00	4,500.00	6,000.00
6015-00 · MCC National Memberships	0.00	0.00	399.00	1,000.00	1,000.00
6016-00 · MCC Search Engine Marketing	0.00	0.00	1,380.70	0.00	0.00
6018-00 · MCC Media Commission	488.69	641.00	5,336.02	5,887.01	7,862.43
6018-01 · MCC Digital Ad Serving	2.12	42.00	50.17	378.00	500.00
6019-00 · Conference Direct Partnership	0.00	583.00	7,000.01	5,247.00	6,996.00
6128-00 · HelmsBriscoe Strategic Partner	583.33	583.00	3,499.98	5,247.00	6,996.00
6152-00 · Client Events / Opportunities	4,239.92	0.00	5,584.97	7,500.00	10,000.00
6153-00 · Chicago Sales Rep Support	0.00	0.00	5,390.79	7,500.00	10,000.00
Total 6000-00 · CONFERENCE SALES	10,012.85	8,852.00	87,564.81	94,390.01	124,814.43
6100-00 · TRADE SHOWS					
6102-00 · Miscellaneous	0.00	0.00	23.57	0.00	0.00
6111-00 · Site Inspections	0.00	0.00	0.00	4,500.00	6,000.00
6116-00 · CalSAE Seasonal Spectacular	0.00	0.00	1,068.73	4,000.00	4,000.00
6127-00 · CalSAE Annual	0.00	0.00	0.00	0.00	1,500.00
6143-00 · Connect Marketplace	0.00	0.00	6,500.00	5,000.00	5,000.00
6151-00 · Destination CA	0.00	0.00	0.00	5,000.00	5,000.00
6154-00 · HelmsBriscoe ABC	0.00	5,250.00	0.00	5,250.00	6,500.00
6155-00 · Connect Trade Shows	607.42	0.00	5,023.82	10,000.00	10,000.00
6156-00 · Connect California	0.00	0.00	0.00	0.00	0.00
6156-02 · Connect Chicago	0.00	0.00	0.00	5,000.00	5,000.00
6156-05 · Connect Northwest	0.00	0.00	0.00	0.00	0.00
6157-00 · HPN Partner Conference	0.00	0.00	3,300.20	5,000.00	5,000.00
6160-00 · AllThingsMeetings Silicon Valley	0.00	0.00	675.00	5,000.00	5,000.00
6160-01 · AllThingsMeetings East Bay	0.00	0.00	0.00	0.00	0.00
6165-00 · Bay Area Client Appreciation	0.00	0.00	0.00	5,000.00	5,000.00
6166-00 · Sports Commission	0.00	0.00	0.00	0.00	0.00
6168-00 · Sacramento/Roseville TopGolf	0.00	0.00	0.00	1,500.00	2,000.00
6171-00 · Outdoor Retailer	0.00	0.00	0.00	0.00	0.00
6181-00 · Conference Direct PNW	0.00	8,000.00	0.00	8,000.00	8,000.00
6182-00 · Destination Celebration	0.00	0.00	925.00	2,000.00	2,000.00
6183-00 · Smart Meetings NorCal	6,100.00	0.00	6,100.00	5,000.00	5,000.00
Total 6100-00 · TRADE SHOWS	6,707.42	13,250.00	23,616.32	70,250.00	75,000.00
6106-00 · CalSAE Seasonal Spectacular	0.00	0.00	1,575.00	0.00	0.00
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	0.00	0.00	0.00	7,500.00	10,000.00
5009-00 · Fulfillment / Mail	217.99	200.00	771.96	1,800.00	2,400.00
5021-00 · RASC-Reno Air Service Corp	0.00	0.00	75,000.00	75,000.00	100,000.00
5123-00 · HSVC - High Sierra Visitors	208.33	166.67	1,791.61	1,500.03	2,000.04
5124-00 · Reno Tahoe Territory Membership	0.00	0.00	0.00	1,000.00	1,000.00

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

March 2023

	Mar 23	Budget	Jul '22 - Mar 23	YTD Budget	Annual Budget
7002-00 · CRM Subscription	833.34	833.33	7,500.00	8,999.97	11,499.96
7003-00 · IVCBVB Entertainment Fund	0.00	500.00	236.15	4,500.00	6,000.00
7004-00 · Research	880.00	3,820.00	13,610.15	65,440.00	76,900.00
7005-00 · Film Festival	0.00	0.00	15,000.00	15,000.00	15,000.00
7006-00 · Special Events	0.00	20,000.00	0.00	20,000.00	20,000.00
7007-00 · Destimetrics / DMX	0.00	0.00	25,322.25	25,322.25	33,763.00
7008-00 · Opportunistic Funds	0.00	0.00	2,158.50	50,000.00	50,000.00
7009-00 · Tahoe Cam Usage	0.00	2,124.00	0.00	2,124.00	2,124.00
7010-00 · Photo Management & Storage	0.00	658.25	7,899.00	6,008.25	8,233.00
7012-00 · Sponsorships	0.00	25,000.00	0.00	25,000.00	25,000.00
7020-00 · Collateral Production / Printin	0.00	0.00	0.00	10,750.00	11,000.00
8600-00 · Staff Industry Travel	0.00	0.00	0.00	7,500.00	10,000.00
8700-00 · Automobile Expense*	0.00	400.00	401.52	3,600.00	4,800.00
Total 7000-00 · COMMITTED & ADMIN EXPENSES	2,139.66	53,702.25	149,691.14	331,044.50	389,720.00
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	4,250.00	4,250.00	38,250.00	38,250.00	51,000.00
8003-00 · Website Hosting Maintenance	5.00	25.00	2,516.00	1,627.00	2,161.00
8004-00 · Website Strategy & Maintenance	7,500.00	7,500.00	67,500.00	67,500.00	90,000.00
8005-00 · Website SEO Strategy/Maint	2,500.00	2,500.00	22,500.00	22,500.00	30,000.00
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	14,255.00	14,275.00	130,766.00	129,877.00	173,161.00
Total Expense	184,199.50	379,774.25	1,464,442.71	2,044,209.51	2,627,032.43
Net Income	27,974.50	-167,600.25	510,898.29	-68,868.51	-87,032.43

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
Employee Expense Report

*3300/ADD
Rel.
OK*

Month'Yr March 2023
Employee Tony Karwowski

*3301
[Signature]*

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
3/9/2023	A	North Lake Tahoe Resort	57486	Thank you gifts for outgoing board member - Hoffman	30.82		
	B						
	C						
	D						
	E						
	F						
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		\$0.00	
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES					\$30.82		
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						\$0.00	

*POSTED
3/14/23*

Signed By: *[Signature]*
Date: _____

Approved By: _____
Date: _____

ACCOUNTING					
DATE RECEIVED	DATE ENTERED	Accounting Manager APPROVAL	Accounting Manager APPROVAL DATE	DATE SCANNED	

BANK OF THE WEST

A trade name used by BMO Harris Bank N.A.

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0183-4849
Statement Date	MAR 28, 2023
Total Activity	\$30.82

**** 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	\$30.82		\$0.00		\$0.00		\$30.82

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
03-09	03-07	5543286306720886886169	IN *NORTH LAKE TAHOE R TAHOE CITY CA Tran: MQ0155313781 Tax ID: 770034661 Mer Ref: ARIQ3BL9 Mer Zip: 96145 Tax: 2.98	30.82

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
	MAR 28, 2023	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$10,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$30.82
	\$0.00		

3/7/2023 11:39 AM
Store: 1

Sales Receipt #57486
Workstation: 1

Customer Copy



north lake tahoe

Chamber | CVB | Resort Association

Tahoe City Visitor Center

PO Box 1757
Tahoe City, CA 96145
GoTahoeNorth.com

Cashier:

Item Name	Qty	Price	Ext Price
California Bittersweet	1	\$15.95	\$15.95
peter Spain Knit Tshrt	1	\$31.95	\$31.95
		Subtotal:	\$47.90
		40 % Disc:	-\$19.16
Local Sales Tax		7.25 % Tax:	+\$2.08
		RECEIPT TOTAL:	\$30.82

Credit Card: \$30.82 XXXX4849

MASTERCARD Expiry Date: XX/XX

Reference # 9000025836 Auth=052291

Entry: Chip Merchant # **67432

Signature _____

I agree to pay above amount according to card
issuer agreement (merchant agreement
if credit voucher).

AID: A0000000041010

Total Sales Discounts: \$19.16

PLEASE RETAIN FOR YOUR RECORDS

We Hope you Enjoy your Stay in North Lake Tahoe!



57486



4/26/2023

To: North Tahoe Community Alliance (NTCA) Finance Committee

From: Derek Vaughan, Accounting Manager

RE: Recommendation for approval of Proposed 2023/24 NTCA Budget

Action Requested:

Staff requests Committee recommendation for approval of the 2023/24 NTCA Budget

Summary:

Collections on TBID assessments in fiscal year 2022/23 are projected to exceed forecasts primarily due to increased lodging revenue in the first quarter from the Zone 1 locations. The third and fourth quarter collections have not been received yet. The consumer price index forecast for the Bay area of 4% was used to project TBID revenue from \$6 million to \$6.24 million for 2023/24.

The unspent funds remaining at the end of the 2022/23 fiscal year are projected to be \$5.5 million. The NTCA intends to increase expenditures in the 2023/24 year to utilize these funds and put them back into the community.

NLTRA FISCAL YEAR 2023/24 BUDGET SUMMARY

52.500% 7.300% 5.500% 14.800% 7.600% 3.300% 5.000% 2.000% 2.000%

	Total	Marketing/Promo/Events	Visitor Services	Business Advocacy	Zone 1	Econ Dev/Trans/Other	Sustainability	Administration	County Admin Fee	Contingency/Reserve	Membership Dues	Administrative Overhead
TBID Revenue	6,240,000	3,276,000	455,520	343,200	923,520	474,240	205,920	312,000	124,800	124,800	-	-
Prior Year Unspent Funds	5,543,409	2,604,065	365,189	42,956	1,320,563	541,446	188,109	238,700	-	242,381	-	-
VIC Revenue (net of CGS)	31,200	-	31,200	-	-	-	-	-	-	-	-	-
Membership Dues & Activities	25,000	-	-	-	-	-	-	-	-	-	25,000	-
TOT Funds	150,000	-	-	-	-	-	-	150,000	-	-	-	-
TOTAL REVENUE	11,989,609	5,880,065	851,909	386,156	2,244,083	1,015,686	394,029	700,700	124,800	367,181	25,000	-
Salaries & Wages	2,135,374	497,420	289,014	125,880	65,278	228,350	84,950	-	-	-	-	844,482
Rent & Utilities	198,039	37,787	92,945	13,260	2,628	6,132	4,380	-	-	-	-	40,907
Phone/Internet	20,512	5,845	1,711	1,853	428	998	713	-	-	-	-	8,965
Supplies & Mail	35,568	7,592	5,928	2,808	1,768	2,340	1,612	-	-	-	-	13,520
Maintenance, Support, Repairs, Etc.	67,243	2,224	651	705	163	380	271	-	-	-	-	62,850
Insurance	15,600	-	-	-	-	-	-	-	-	-	-	15,600
Taxes, Licenses, Fees	147,940	780	312	312	312	312	312	-	124,800	-	-	20,800
Dues, Subscriptions, etc	21,632	1,560	208	208	208	208	208	-	-	-	-	19,032
Board Functions	24,960	-	-	-	-	-	-	-	-	-	-	24,960
Staff expenses	33,072	3,328	1,664	2,080	1,768	1,248	1,248	-	-	-	-	21,736
Professional Fees	144,560	-	-	-	-	-	-	-	-	-	-	144,560
Professional Development	1,040	-	1,040	-	-	-	-	-	-	-	-	-
Staff Recognition/Education	1,768	-	1,768	-	-	-	-	-	-	-	-	-
Events	615,000	615,000	-	-	-	-	-	-	-	-	-	-
Coop Contributions	1,500,000	1,500,000	-	-	-	-	-	-	-	-	-	-
Non-coop marketing	584,900	584,900	-	-	-	-	-	-	-	-	-	-
VIC Events	1,000	-	1,000	-	-	-	-	-	-	-	-	-
Seasonal Décor	1,250	-	1,250	-	-	-	-	-	-	-	-	-
Tahoe Experience App	25,000	-	25,000	-	-	-	-	-	-	-	-	-
Tahoe Digital Ads/Events	7,500	-	7,500	-	-	-	-	-	-	-	-	-
VIC maintance	2,350	-	2,350	-	-	-	-	-	-	-	-	-
Kings Beach VIC	36,000	-	36,000	-	-	-	-	-	-	-	-	-
VIC signage	30,000	-	30,000	-	-	-	-	-	-	-	-	-
NTBA/TCDA Funding	350,000	-	-	70,000	280,000	-	-	-	-	-	-	-
Chamber Marketing	100,000	100,000	-	-	-	-	-	-	-	-	-	-
Events:	400,000	400,000	-	-	-	-	-	-	-	-	-	-
Membership Luncheon	-	-	-	-	-	-	-	-	-	-	-	-
Community Awards Dinner	-	-	-	-	-	-	-	-	-	-	-	-
Membership Activities	-	-	-	-	-	-	-	-	-	-	-	-
Mixers	-	-	-	-	-	-	-	-	-	-	-	-
CEO Lunch	-	-	-	-	-	-	-	-	-	-	-	-
Breakfast Club	-	-	-	-	-	-	-	-	-	-	-	-
Chamber Activities:	400,000	375,000	-	-	-	-	-	-	-	-	25,000	-
Business Advocacy	-	-	-	-	-	-	-	-	-	-	-	-
Economic Development	-	-	-	-	-	-	-	-	-	-	-	-
New Business Recruitment	-	-	-	-	-	-	-	-	-	-	-	-
Workforce Development	-	-	-	-	-	-	-	-	-	-	-	-
Educational Workshops	-	-	-	-	-	-	-	-	-	-	-	-
Unallocated Funds	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL EXPENDITURES BEFORE ALLOCATION	6,900,308	4,131,436	498,340	217,106	352,552	239,968	93,694	-	124,800	-	25,000	1,217,412
Admin Overhead Allocation	-	685,011	82,627	35,997	58,455	39,788	15,535	300,000	-	-	-	(1,217,412)
TOTAL EXPENDITURES	6,900,308	4,816,447	580,967	253,103	411,007	279,755	109,229	300,000	124,800	-	25,000	-
NET RESULTS	5,089,301	1,063,618	270,942	133,053	1,833,076	735,931	284,800	400,700	-	367,181	-	-