



Finance Committee

Date: Wednesday July 5th, 2023

Time: 9:00am

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/86529477924?pwd=WUlxalM4ekZl3WlUM24xK29YQT09>

as authorized by AB 361

Meeting ID: 865 2947 7924

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*If you wish to make a public comment, use the "Raise Hand" feature in Zoom or *9 on your telephone. You will be called upon and unmuted when it is your turn to provide comment. Comments must be 3 minutes or less and limited to one comment per item. Teleconference participation via Zoom is not guaranteed and can be disrupted by technical difficulties. If members of the public wish to be guaranteed the ability to observe/make public comments, they should attend in-person.*

AGENDA

- | | |
|-------------------|--|
| 12:00 p.m. | 1. Call to Order – Establish Quorum |
| 12:05 a.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 May 31st, 2023 |
| | 5. Review and Approval of Preliminary Financials:
a) Review Staff Report of Financial Performance
b) NLTRA 5/31/23 Financials Review (Motion)
c) NLTMC 5/31/23 Financial Review |
| 12:45 p.m. | 7. CEO Expense Report
a) May 2023 |
| 12:50 p.m. | 8. Items for Committee Review, Discussion/or Recommendations |

9. Agenda Input for Next Finance Committee Meeting & Next Meeting Date

10. Committee Member Comments

1:00 p.m. 11. Adjournment



6/28/2023

To: North Tahoe Community Alliance (NTCA) Finance Committee

From: Derek Vaughan, Accounting Manager

RE: Report on Financial Results for May 31, 2023

Summary of preliminary NTCA financial results for May 31, 2023

- Payroll Cash account – Funds were transferred from the Cash -TBID Funding account to an existing bank account, that was not being utilized, to ease the reconciliation process and increase transparency. Funds will be transferred periodically to this account to fund our payroll expenses.
- Accounts Receivable TBID –This account balance decreased \$174k from the previous month reflecting the difference in revenue recorded vs cash collected. \$1.29m was collected in June, which will be reflected in the June financials, reducing this account balance significantly as expected.
- Accounts Receivable Membership Dues – This account reconciliation will be completed for the June 2023 financials.
- Prepaid Expenses – 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
- Accrued Expenses – County administration fees from July 2022 through September 2022 due to the county. This amount will be paid to the county once they calculate the actual expenses. Beginning in October 2022, the county started withholding their collection fees before depositing funds into our account
- Due To/From County – The 21/22 Audit has been completed. We are preparing the return of these funds to the county.
- Unrestricted Net Assets – This is a combination of \$5.9k net book value of our fixed assets at the end of fiscal year 21/22 less the \$7.5k carryover deficit balance from Chamber activities not funded by TBID dollars
- Revenues – TBID revenue collected so far through March 2023 is \$5.7m. \$100k-\$200k of additional funds are expected to be collected for March. March revenue was negatively impacted by the large amount of snow due to highway and resort closures. April revenue has not been collected, but lodging performance indicators for April are very strong. Based on these indicators, and prior fiscal year's performance in the fourth quarter, we expect total revenue for the fiscal year to exceed the budgeted amount of \$6m.
- Salaries & Wages – reflects two pay periods, same as in April.

- Taxes, Licenses, Fees – Includes August and September 2022 accruals for county administration fees from TBID collections
- Depreciation – Includes catchup amounts to reconcile accumulated depreciation to depreciation schedule
- Chamber Activities – Includes cash collected for dinner tickets sold to partially offset the cost of our Community Awards Dinner held in June.

Summary of preliminary NLTMC financial results for May 31, 2023

- 5002-00 Consumer Print includes \$11k for 23-24 Visitor Guide brochures
- The year-to-date net income for May is \$140k. Leisure Sales and Committed & Admin expenses are the main categories that are under budget. The reforecast, performed in January, projects net income of \$69k in June 2023. This would result in total net income of \$208k for the year.

North Lake Tahoe Community Alliance

Preliminary

Financial Statements for the Period Ending

May 31, 2023

Balance Sheet - PY Comparison

North Lake Tahoe Resort Association

For the Eleven Months Ending Wednesday, May 31, 2023

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	YTD		Variance
	May 2023 2022	May 2022 2021	
Current Assets			
Cash - TBID Disbursements	1,016,150	0	(1,016,150)
Cash - TBID Funding	5,584,126	1,697,348	(3,886,778)
Payroll	312,448	0	(312,448)
Special Event Funding	0	39,803	39,803
Cash Flow Reserve	101,235	100,976	(259)
Marketing Reserve	50,437	50,356	(81)
Payroll Reserve	46,258	68,102	21,844
Cash in Drawer	4,633	139	(4,494)
Petty Cash	136	158	22
Accounts Receivable	0	1,000	1,000
Accounts Receivable - TBID	1,417,443	0	(1,417,443)
Accounts Receivable - TOT	0	432,499	432,499
Accounts Receivable - Membership Dues	43,206	17,025	(26,181)
Accounts Receivable - Membership Activities	0	985	985
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	28,979	26,867	(2,111)
Gift Cards Outstanding	18	18	0
Prepaid Expenses	153,600	6,500	(147,100)
Prepaid Postage	100	100	0
Prepaid Insurance	0	2,689	2,689
Deposits	0	1,150	1,150
Total Current Assets	8,757,975	2,444,456	(6,313,518)
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	(8,583)	(3,222)	5,361
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	2,430	7,791	5,361
Total Assets	\$8,760,405	\$2,452,247	(\$6,308,158)
Liabilities			
Current Liabilities			
Accounts Payable	2,794	69,892	(67,098)
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	14,062	1,218	12,844
Employer Tax Payable	4,090	3,379	710
Retail Payable	7,002	0	7,002
Accrued Expenses	18,954	200,350	(181,396)
Deferred Revenue - Membership Dues	398	20,827	(20,430)
Deferred Revenue - TMBC	0	1,290	(1,290)
Due To/From BOTW CC	7,436	0	7,436
Due To/From County	1,354,307	1,480,803	(126,496)
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	1,645,959	1,947,457	301,498
Sales Tax Payable	(547)	2,877	(3,424)
Use Tax Payable	0	1,418	(1,418)
Total Tax Payable	(547)	4,295	4,842
Long-Term Debt			
Total Liabilities	1,645,413	1,951,752	306,340
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	(1,551)	17,781	(19,332)
TBID Reserve	5,212,620	0	5,212,620
Net Income	1,903,923	0	1,903,923
Total Equity	7,114,992	500,495	(6,614,497)

Balance Sheet - PY Comparison

North Lake Tahoe Resort
Association

For the Eleven Months Ending Wednesday, May 31, 2023

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	YTD		
	<u>May 2023</u>	<u>May 2022</u>	
	<u>2022</u>	<u>2021</u>	<u>Variance</u>
Liabilities & Shareholder Equity	<u>\$8,760,405</u>	<u>\$2,452,247</u>	<u>(\$6,308,158)</u>

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 - 5/31/2023
 Document Number: First - Last

Print Option: SUMMARY Exclude: Zero Balance, No Activity, Unposted Applied Credit Documents, Multicurrency Info
 Aged By: Document Date Sorted By: Vendor ID
 Aging Date: 5/31/2023 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: ADAM WILSON	Name: ADAM WILSON					
Voucher(s): 6	Aged Totals:	\$235.22	\$235.22	\$0.00	\$0.00	\$0.00
Vendor ID: ANNE-KARIN ATWO	Name: Anne-Karin Atwood*					
Voucher(s): 24	Aged Totals:	\$100.00	\$100.00	\$0.00	\$0.00	\$0.00
Vendor ID: AT & T*	Name: AT & T*					
Voucher(s): 23	Aged Totals:	\$244.74	\$244.74	\$0.00	\$0.00	\$0.00
Vendor ID: AUGUSTINEIDEAS	Name: D. Augustine & Associates					
Voucher(s): 20	Aged Totals:	-\$1,898.13	\$0.00	\$0.00	\$0.00	-\$1,898.13
Vendor ID: CAZOLOT	Name: Francois Cazlot					
Voucher(s): 10	Aged Totals:	\$453.00	\$453.00	\$0.00	\$0.00	\$0.00
Vendor ID: ED MILLER	Name: Ed Miller					
Voucher(s): 3	Aged Totals:	\$20.00	\$20.00	\$0.00	\$0.00	\$0.00
Vendor ID: JOAN SPELLETICH	Name: JOAN SPELLETICH					
Voucher(s): 7	Aged Totals:	\$113.75	\$113.75	\$0.00	\$0.00	\$0.00
Vendor ID: JULIE BARBER	Name: JULIE BARBER					
Voucher(s): 3	Aged Totals:	\$105.69	\$105.69	\$0.00	\$0.00	\$0.00
Vendor ID: KIMBERLY BROWN	Name: Kimberly Brown					
Voucher(s): 18	Aged Totals:	\$102.50	\$102.50	\$0.00	\$0.00	\$0.00
Vendor ID: KIRSTIN GUINN	Name: Kirstin Guinn					
Voucher(s): 12	Aged Totals:	\$73.75	\$73.75	\$0.00	\$0.00	\$0.00
Vendor ID: KYM FABEL	Name: Kym Fabel					
Voucher(s): 22	Aged Totals:	\$102.50	\$102.50	\$0.00	\$0.00	\$0.00
Vendor ID: LASTERLING	Name: LAURA ANN STERLING					
Voucher(s): 9	Aged Totals:	\$50.00	\$50.00	\$0.00	\$0.00	\$0.00
Vendor ID: LIBERTY UNIT 2	Name: Liberty Utilities (UNIT 2 -- TABLE B) up					
Voucher(s): 4	Aged Totals:	\$320.08	\$320.08	\$0.00	\$0.00	\$0.00
Vendor ID: LIBERTY UTILITI	Name: Liberty Utilities (UNIT 5/6 -- TABLE B)					
Voucher(s): 37	Aged Totals:	\$327.58	\$327.58	\$0.00	\$0.00	\$0.00
Vendor ID: NTEC	Name: North Tahoe Event Center, Inc.					
Voucher(s): 13	Aged Totals:	\$250.00	\$250.00	\$0.00	\$0.00	\$0.00
Vendor ID: PORTER SIMON*	Name: Porter Simon*					
Voucher(s): 19	Aged Totals:	\$2,175.00	\$2,175.00	\$0.00	\$0.00	\$0.00

HISTORICAL AGED TRIAL BALANCE
 North Lake Tahoe Resort Association

Vendor ID:		Name:		Class ID:		User-Defined 1:	
		Due	Current Period	31 - 60 Days	61 - 90 Days	91 and Over	
Vendor ID: SOUTHWEST GAS		Name: Southwest Gas Corporation*		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 21		Aged Totals:					
		\$148.24	\$148.24	\$0.00	\$0.00	\$0.00	
Vendor ID: TAHOE NOVELTY		Name: Tahoe Novelty		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 9		Aged Totals:					
		\$409.00	\$409.00	\$0.00	\$0.00	\$0.00	
Vendor ID: TRUCKEEHR		Name: TruckeeHR		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 15		Aged Totals:					
		-\$618.75	-\$618.75	\$0.00	\$0.00	\$0.00	
Vendor ID: VAUGHAN,DEREK		Name: Derek Vaughan		Class ID:		User-Defined 1:	
Voucher(s): 9		Aged Totals:					
		\$50.00	\$50.00	\$0.00	\$0.00	\$0.00	
Vendor ID: WELLS, MADISON		Name: Madison Wells		Class ID:		User-Defined 1:	
Voucher(s): 3		Aged Totals:					
		\$30.00	\$30.00	\$0.00	\$0.00	\$0.00	
Vendor Totals:		<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>
		21	\$2,794.17	\$4,692.30	\$0.00	\$0.00	-\$1,898.13

PL - Budget vs Actual

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

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	May 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	549,968	549,968	0	5,890,468	5,890,467	1
Chamber Revenue - Member Dues	1,684	0	1,684	46,199	20,000	26,199
Retail Revenue	12,519	4,000	8,519	82,812	56,000	26,812
Retail Revenue - Merchandise Sales	143	0	143	1,685	0	1,685
Retail Revenue - Non-retail Sales	270	0	270	370	0	370
Revenue - Other	56	0	56	209	0	209
Revenue - Interest & Investments						
Total Revenues	564,640	553,968	10,672	6,021,743	5,966,467	55,276
Cost of Goods Sold	6,423	2,375	4,048	38,769	26,125	12,644
Freight & Shipping Costs	185	0	185	963	0	963
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	6,608	2,375	4,233	40,269	26,125	14,144
Gross Profit	558,032	551,593	6,439	5,981,474	5,940,342	41,132
Salaries & Wages	94,417	115,644	(21,227)	934,791	1,272,085	(337,294)
P/R - Tax Expense	8,395	11,523	(3,127)	78,216	126,750	(48,534)
P/R - Health Insurance Expense	9,445	21,414	(11,969)	97,159	235,558	(138,399)
P/R - Workmans Comp	0	4,086	(4,086)	4,419	44,942	(40,524)
401(k)	3,500	4,279	(779)	25,658	47,070	(21,412)
Other Benefits & Expenses	2,052	407	1,646	18,967	4,473	14,494
Rent & Utilities	0	0	0	175	0	175
Rent	13,850	13,931	(81)	149,477	153,240	(3,763)
Rent - Other	804	0	804	7,100	0	7,100
Utilities	1,590	1,677	(87)	13,425	18,445	(5,020)
Repairs & Maintenance	87	1,331	(1,244)	29,553	14,636	14,917
Telephone & Internet	3,269	1,644	1,625	13,726	18,080	(4,354)
Supplies	128	0	128	3,846	0	3,846
Supplies - Office	5,818	1,200	4,618	32,251	13,386	18,865
Supplies - Computer	0	0	0	33,680	12,700	20,980
Mail	0	559	(559)	20,919	6,154	14,765
Mail - USPS	0	0	0	831	0	831
Mail - Fedex/UPS	45	0	45	288	0	288
Taxes, Licenses, Fees	14,628	8,771	5,857	67,248	96,479	(29,231)
Credit Card Fees	263	125	138	1,128	1,375	(247)
Dues & Subscriptions	3,665	1,317	2,348	38,994	14,483	24,510
Insurance/Bonding	3,672	1,250	2,422	18,226	13,750	4,476
Associate Relations	0	567	(567)	8,053	6,233	1,819
Training/Seminars	0	692	(692)	5,600	7,608	(2,008)
Travel	0	342	(342)	2,912	3,758	(846)
Automobile Expenses	377	417	(40)	3,036	4,583	(1,548)
Meals & Meetings	547	633	(86)	8,869	6,967	1,902
Board Functions	2,208	4,000	(1,792)	33,703	44,000	(10,297)
Professional Fees	23,183	5,750	17,433	156,366	63,250	93,116
Professional Fees - Attorney	2,725	2,500	225	21,256	27,500	(6,244)
Professional Fees - Accountant	744	5,000	(4,256)	27,354	40,000	(12,646)
Equipment Support & Maintenance	4,624	2,917	1,707	23,548	32,083	(8,535)
Equipment Rental/Leasing	0	718	(718)	2,666	6,020	(3,355)
Depreciation	2,000	153	1,847	3,528	1,680	1,847
Event Sponsorships	0	35,000	(35,000)	270,843	390,000	(119,157)
Special Event Partnership Funding	0	0	0	3,750	50,000	(46,250)
Event Operations	0	0	0	1,427	0	1,427
NLTMC Contributions	13,994	13,994	0	1,330,319	1,330,272	47
Non-NLTMC Marketing	22,582	28,917	(6,334)	141,886	188,083	(46,197)
In-Market/Tourism	600	0	600	88,648	0	88,648
Media/Collateral/Production	0	0	0	7,468	0	7,468
Additional Opportunities	0	155,078	(155,078)	332,550	1,705,859	(1,373,309)
Chamber Activities	0	832	(832)	4,750	9,149	(4,399)
Chamber Activities - Membership M...	0	0	0	0	4,500	(4,500)
Chamber Activities - TMBC	0	250	(250)	0	2,750	(2,750)
Chamber Activities - Community Aw...	(5,339)	0	(5,339)	8,944	10,000	(1,056)
Allocated Administrative Overhead	0	79,432	(79,432)	0	908,314	(908,314)

PL - Budget vs Actual

PL - Budget vs Actual

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

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	May 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Total Operating Expenses	233,873	526,346	(292,473)	4,077,551	6,936,220	(2,858,669)
Net Operating Income	324,158	25,247	298,912	1,903,923	(995,878)	2,899,801
Other Expense/<Income>						
Net Income	324,158	25,247	298,912	1,903,923	(995,878)	2,899,801

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:01 Marketing

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	May 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	288,733	288,733	0	3,092,495	3,092,495	0
Retail Revenue - Non-retail Sales	20	0	20	20	0	20
Revenue - Interest & Investments						
Total Revenues	288,753	288,733	20	3,092,515	3,092,495	20
Gross Profit	288,753	288,733	20	3,092,515	3,092,495	20
Salaries & Wages	20,772	34,999	(14,227)	204,807	384,991	(180,183)
P/R - Tax Expense	1,502	3,500	(1,998)	17,206	38,499	(21,293)
P/R - Health Insurance Expense	2,085	7,023	(4,938)	13,936	77,252	(63,316)
P/R - Workmans Comp	0	1,227	(1,227)	6	13,498	(13,491)
401(k)	776	1,327	(550)	6,858	14,593	(7,735)
Other Benefits & Expenses	0	137	(137)	411	1,503	(1,092)
Rent	2,319	2,529	(210)	24,681	27,822	(3,141)
Utilities	231	452	(221)	2,261	4,969	(2,708)
Telephone & Internet	0	468	(468)	325	5,152	(4,827)
Supplies	0	0	0	646	0	646
Supplies - Office	0	50	(50)	861	736	125
Supplies - Computer	0	0	0	134	5,000	(4,866)
Mail	0	126	(126)	0	1,388	(1,388)
Taxes, Licenses, Fees	0	63	(63)	1,379	688	692
Dues & Subscriptions	1,798	125	1,673	8,590	1,375	7,215
Associate Relations	0	83	(83)	63	917	(853)
Travel	0	58	(58)	48	642	(594)
Automobile Expenses	0	83	(83)	200	917	(717)
Meals & Meetings	35	42	(7)	228	458	(231)
Professional Fees	17,625	0	17,625	35,280	0	35,280
Equipment Rental/Leasing	0	241	(241)	0	2,023	(2,023)
Event Sponsorships	0	35,000	(35,000)	186,650	390,000	(203,350)
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	13,994	13,994	0	1,330,319	1,330,272	47
Non-NLTMC Marketing	20,382	26,833	(6,451)	129,752	165,167	(35,415)
In-Market/Tourism	600	0	600	75,900	0	75,900
Media/Collateral/Production	0	0	0	6,155	0	6,155
Additional Opportunities	0	35,340	(35,340)	0	388,743	(388,743)
Allocated Administrative Overhead	60,948	29,681	31,267	647,403	339,408	307,995
Total Operating Expenses	143,066	193,382	(50,315)	2,699,256	3,246,010	(546,754)
Net Operating Income	145,687	95,351	50,336	393,259	(153,515)	546,774
Other Expense/<Income>						
Net Income	145,687	95,351	50,336	393,259	(153,515)	546,774

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:02 Zone 1

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6/22/2023
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	May 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	81,395	81,395	0	871,789	871,789	0
Revenue - Interest & Investments						
Total Revenues	81,395	81,395	0	871,789	871,789	0
Gross Profit	81,395	81,395	0	871,789	871,789	0
Salaries & Wages	3,433	3,831	(398)	33,270	42,141	(8,871)
P/R - Tax Expense	255	383	(128)	2,617	4,214	(1,597)
P/R - Health Insurance Expense	224	616	(392)	1,306	6,773	(5,466)
P/R - Workmans Comp	0	134	(134)	0	1,477	(1,477)
401(k)	137	153	(17)	1,004	1,686	(682)
Other Benefits & Expenses	0	10	(10)	0	110	(110)
Rent	412	174	238	4,388	1,915	2,473
Utilities	41	33	8	280	364	(83)
Telephone & Internet	0	34	(34)	0	377	(377)
Supplies - Office	0	83	(83)	0	917	(917)
Supplies - Computer	0	0	0	134	700	(566)
Taxes, Licenses, Fees	0	25	(25)	0	275	(275)
Dues & Subscriptions	0	17	(17)	0	183	(183)
Associate Relations	0	17	(17)	0	183	(183)
Automobile Expenses	0	42	(42)	0	458	(458)
Meals & Meetings	0	83	(83)	0	917	(917)
Equipment Rental/Leasing	0	18	(18)	0	148	(148)
Event Sponsorships	0	0	0	50,000	0	50,000
Non-NLTMC Marketing	0	417	(417)	0	4,583	(4,583)
Additional Opportunities	0	68,348	(68,348)	83,892	751,823	(667,931)
Allocated Administrative Overhead	3,341	8,367	(5,026)	43,874	95,681	(51,807)
Total Operating Expenses	7,843	82,785	(74,941)	220,766	914,925	(694,159)
Net Operating Income	73,552	(1,389)	74,941	651,023	(43,136)	694,159
Other Expense/<Income>						
Net Income	73,552	(1,389)	74,941	651,023	(43,136)	694,159

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:03 Visitors Center

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	May 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	40,148	40,148	0	430,005	430,004	1
Retail Revenue	12,519	4,000	8,519	82,812	56,000	26,812
Retail Revenue - Merchandise Sales	143	0	143	1,685	0	1,685
Revenue - Interest & Investments						
Total Revenues	52,810	44,148	8,663	514,502	486,004	28,498
Cost of Goods Sold	6,423	2,375	4,048	38,769	26,125	12,644
Freight & Shipping Costs	185	0	185	963	0	963
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	6,608	2,375	4,233	40,269	26,125	14,144
Gross Profit	46,202	41,773	4,429	474,234	459,879	14,354
Salaries & Wages	10,290	13,002	(2,712)	155,052	143,021	12,032
P/R - Tax Expense	856	1,259	(403)	14,725	13,844	881
P/R - Health Insurance Expense	498	2,013	(1,515)	2,710	22,142	(19,432)
P/R - Workmans Comp	0	487	(487)	0	5,358	(5,358)
401(k)	412	337	75	4,888	3,704	1,184
Other Benefits & Expenses	0	40	(40)	82	440	(358)
Rent	6,925	6,848	77	73,700	75,323	(1,623)
Utilities	368	465	(97)	1,687	5,115	(3,428)
Repairs & Maintenance	0	0	0	36	0	36
Telephone & Internet	0	137	(137)	200	1,508	(1,308)
Supplies	86	0	86	1,243	0	1,243
Supplies - Office	2,267	458	1,809	6,606	5,042	1,565
Supplies - Computer	0	0	0	294	0	294
Mail	0	17	(17)	0	183	(183)
Taxes, Licenses, Fees	0	25	(25)	1,532	275	1,257
Credit Card Fees	263	125	138	868	1,375	(507)
Dues & Subscriptions	0	17	(17)	55	183	(128)
Associate Relations	0	42	(42)	118	458	(340)
Automobile Expenses	0	83	(83)	201	917	(715)
Meals & Meetings	0	8	(8)	637	92	545
Equipment Rental/Leasing	0	71	(71)	139	592	(454)
Event Operations	0	0	0	21	0	21
Non-NLTMC Marketing	0	417	(417)	0	4,583	(4,583)
Additional Opportunities	0	15,101	(15,101)	0	166,110	(166,110)
Allocated Administrative Overhead	16,301	4,127	12,174	94,121	47,194	46,927
Total Operating Expenses	38,264	45,077	(6,813)	358,915	497,460	(138,545)
Net Operating Income	7,938	(3,304)	11,242	115,319	(37,580)	152,899
Other Expense/<Income>						
Net Income	7,938	(3,304)	11,242	115,319	(37,580)	152,899

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:04 Business Support

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	May 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	30,248	30,248	0	323,975	323,976	0
Chamber Revenue - Member Dues	0	0	0	0	20,000	(20,000)
Retail Revenue - Non-retail Sales	250	0	250	250	0	250
Revenue - Interest & Investments						
Total Revenues	30,498	30,248	250	324,225	343,976	(19,750)
Gross Profit						
	30,498	30,248	250	324,225	343,976	(19,750)
Salaries & Wages	9,921	10,856	(935)	56,796	119,416	(62,620)
P/R - Tax Expense	735	1,086	(351)	4,436	11,942	(7,505)
P/R - Health Insurance Expense	322	2,869	(2,548)	2,486	31,563	(29,077)
P/R - Workmans Comp	0	381	(381)	0	4,187	(4,187)
401(k)	340	384	(44)	1,610	4,227	(2,617)
Other Benefits & Expenses	0	43	(43)	0	477	(477)
Rent	483	904	(421)	5,142	9,948	(4,806)
Utilities	44	143	(99)	315	1,575	(1,260)
Telephone & Internet	0	149	(149)	175	1,634	(1,459)
Supplies - Office	0	150	(150)	0	1,650	(1,650)
Supplies - Computer	0	0	0	268	700	(432)
Taxes, Licenses, Fees	0	25	(25)	0	275	(275)
Dues & Subscriptions	0	17	(17)	3,511	183	3,327
Associate Relations	0	42	(42)	500	458	42
Automobile Expenses	0	42	(42)	138	458	(321)
Meals & Meetings	0	83	(83)	0	917	(917)
Professional Fees	0	0	0	1,193	0	1,193
Equipment Rental/Leasing	0	77	(77)	0	642	(642)
Event Sponsorships	0	0	0	500	0	500
Non-NLTMC Marketing	0	417	(417)	9,150	4,583	4,567
Additional Opportunities	0	0	0	248,658	0	248,658
Chamber Activities	0	832	(832)	4,750	9,149	(4,399)
Chamber Activities - Membership M...	0	0	0	0	4,500	(4,500)
Chamber Activities - TMBC	0	250	(250)	0	2,750	(2,750)
Chamber Activities - Community Aw...	(5,339)	0	(5,339)	8,944	10,000	(1,056)
Allocated Administrative Overhead	4,829	2,948	1,881	73,802	33,710	40,092
Total Operating Expenses	11,336	21,696	(10,360)	422,373	254,944	167,429
Net Operating Income	19,162	8,552	10,610	(98,147)	89,032	(187,179)
Other Expense/<Income>						
Net Income	19,162	8,552	10,610	(98,147)	89,032	(187,179)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:05 Economic Development

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	May 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	41,798	41,798	1	447,677	447,676	1
Revenue - Interest & Investments						
Total Revenues	41,798	41,798	1	447,677	447,676	1
Gross Profit	41,798	41,798	1	447,677	447,676	1
Salaries & Wages	4,471	7,429	(2,958)	44,222	81,714	(37,492)
P/R - Tax Expense	331	743	(412)	3,456	8,171	(4,715)
P/R - Health Insurance Expense	344	1,490	(1,146)	1,256	16,385	(15,129)
P/R - Workmans Comp	0	260	(260)	0	2,865	(2,865)
401(k)	178	297	(119)	1,170	3,269	(2,099)
Other Benefits & Expenses	0	23	(23)	0	257	(257)
Rent	593	406	186	6,307	4,468	1,839
Utilities	58	77	(19)	408	848	(440)
Telephone & Internet	0	80	(80)	0	880	(880)
Supplies - Office	0	42	(42)	0	458	(458)
Supplies - Computer	0	0	0	134	1,750	(1,616)
Taxes, Licenses, Fees	0	25	(25)	0	275	(275)
Dues & Subscriptions	0	17	(17)	0	183	(183)
Associate Relations	0	17	(17)	0	183	(183)
Automobile Expenses	0	42	(42)	0	458	(458)
Meals & Meetings	0	42	(42)	0	458	(458)
Equipment Rental/Leasing	0	41	(41)	0	345	(345)
Non-NLTMC Marketing	0	417	(417)	0	4,583	(4,583)
Additional Opportunities	0	28,299	(28,299)	0	311,294	(311,294)
Allocated Administrative Overhead	4,435	4,297	138	17,405	49,133	(31,728)
Total Operating Expenses	10,409	44,042	(33,633)	74,359	487,979	(413,620)
Net Operating Income	31,389	(2,245)	33,634	373,317	(40,303)	413,621
Other Expense/<Income>						
Net Income	31,389	(2,245)	33,634	373,317	(40,303)	413,621

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:06 Sustainability/Mitigation

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	May 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenues	18,149	18,149	0	194,385	194,385	(1)
Revenue - Interest & Investments						
Total Revenues	18,149	18,149	0	194,385	194,385	(1)
Gross Profit	18,149	18,149	0	194,385	194,385	(1)
Salaries & Wages	4,471	6,095	(1,624)	44,222	67,047	(22,825)
P/R - Tax Expense	331	610	(279)	3,456	6,705	(3,249)
P/R - Health Insurance Expense	344	1,036	(692)	1,256	11,399	(10,143)
P/R - Workmans Comp	0	214	(214)	0	2,351	(2,351)
401(k)	178	244	(66)	1,170	2,682	(1,512)
Other Benefits & Expenses	0	17	(17)	0	183	(183)
Rent	477	290	187	5,073	3,192	1,882
Utilities	44	55	(11)	461	606	(145)
Telephone & Internet	0	57	(57)	0	628	(628)
Supplies - Office	0	42	(42)	0	458	(458)
Supplies - Computer	0	0	0	134	1,050	(916)
Taxes, Licenses, Fees	0	25	(25)	0	275	(275)
Dues & Subscriptions	0	17	(17)	0	183	(183)
Associate Relations	0	17	(17)	0	183	(183)
Automobile Expenses	0	42	(42)	0	458	(458)
Meals & Meetings	0	42	(42)	0	458	(458)
Equipment Rental/Leasing	0	29	(29)	0	247	(247)
Event Sponsorships	0	0	0	33,693	0	33,693
Non-NLTMC Marketing	0	417	(417)	0	4,583	(4,583)
Additional Opportunities	0	7,990	(7,990)	0	87,889	(87,889)
Allocated Administrative Overhead	4,338	1,866	2,472	23,197	21,334	1,863
Total Operating Expenses	10,183	19,103	(8,920)	112,662	211,913	(99,251)
Net Operating Income	7,966	(954)	8,920	81,722	(17,528)	99,250
Other Expense/<Income>						
Net Income	7,966	(954)	8,920	81,722	(17,528)	99,250

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:07 Admin

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	May 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	27,498	27,498	0	294,523	294,523	0
Revenue - Interest & Investments						
Total Revenues	27,498	27,498	0	294,523	294,523	0
Gross Profit	27,498	27,498	0	294,523	294,523	0
Allocated Administrative Overhead	4,957	28,146	(23,189)	121,188	321,854	(200,666)
Total Operating Expenses	4,957	28,146	(23,189)	121,188	321,854	(200,666)
Net Operating Income	22,541	(648)	23,188	173,335	(27,331)	200,666
Other Expense/<Income>						
Net Income	22,541	(648)	23,188	173,335	(27,331)	200,666

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:08 County Admin Fee

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	May 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	10,999	10,999	0	117,809	117,809	0
Revenue - Interest & Investments						
Total Revenues	10,999	10,999	0	117,809	117,809	0
Gross Profit	10,999	10,999	0	117,809	117,809	0
Taxes, Licenses, Fees	13,339	7,333	6,006	50,799	80,667	(29,868)
Total Operating Expenses	13,339	7,333	6,006	50,799	80,667	(29,868)
Net Operating Income	(2,340)	3,666	(6,006)	67,011	37,143	29,868
Other Expense/<Income>						
Net Income	(2,340)	3,666	(6,006)	67,011	37,143	29,868

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:09 Contingency/Reserve

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	May 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	10,999	10,999	0	117,809	117,809	0
Revenue - Other	0	0	0	60	0	60
Revenue - Interest & Investments						
Total Revenues	10,999	10,999	0	117,869	117,809	60
Gross Profit	10,999	10,999	0	117,869	117,809	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	10,999	10,999	0	116,895	117,809	(914)
Other Expense/<Income>						
Net Income	10,999	10,999	0	116,895	117,809	(914)

PL - Budget vs Actual

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

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	May 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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	May 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	1,684	0	1,684	46,199	0	46,199
Retail Revenue - Non-retail Sales	0	0	0	100	0	100
Revenue - Interest & Investments						
Total Revenues	1,684	0	1,684	46,299	0	46,299
Gross Profit	1,684	0	1,684	46,299	0	46,299
Utilities	0	0	0	158	0	158
Telephone & Internet	0	0	0	780	0	780
Supplies - Computer	0	0	0	315	0	315
Dues & Subscriptions	390	0	390	390	0	390
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	390	0	390	16,083	0	16,083
Net Operating Income	1,294	0	1,294	30,216	0	30,216
Other Expense/<Income>						
Net Income	1,294	0	1,294	30,216	0	30,216

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:12 Admin OH

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6/22/2023
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	May 2023			Fiscal 2022/23 YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues						
Revenue - Other	56	0	56	149	0	149
Revenue - Interest & Investments						
Total Revenues	56	0	56	149	0	149
Gross Profit	56	0	56	149	0	149
Salaries & Wages	41,060	39,432	1,628	396,420	433,756	(37,336)
P/R - Tax Expense	4,387	3,943	443	32,319	43,376	(11,056)
P/R - Health Insurance Expense	5,629	6,368	(738)	74,208	70,043	4,166
P/R - Workmans Comp	0	1,383	(1,383)	4,412	15,208	(10,795)
401(k)	1,478	1,537	(59)	8,960	16,910	(7,950)
Other Benefits & Expenses	2,052	137	1,916	18,474	1,503	16,971
Rent & Utilities	0	0	0	175	0	175
Rent	2,641	2,779	(138)	30,185	30,572	(386)
Rent - Other	804	0	804	7,100	0	7,100
Utilities	803	452	351	7,368	4,969	2,399
Repairs & Maintenance	87	1,331	(1,244)	29,516	14,636	14,880
Telephone & Internet	3,269	718	2,550	12,246	7,902	4,344
Supplies	42	0	42	1,957	0	1,957
Supplies - Office	3,550	375	3,175	24,783	4,125	20,658
Supplies - Computer	0	0	0	32,265	3,500	28,765
Mail	0	417	(417)	20,919	4,583	16,336
Mail - USPS	0	0	0	831	0	831
Mail - Fedex/UPS	45	0	45	288	0	288
Taxes, Licenses, Fees	1,289	1,250	39	13,538	13,750	(212)
Credit Card Fees	0	0	0	260	0	260
Dues & Subscriptions	1,477	1,108	369	26,018	12,192	13,827
Insurance/Bonding	3,672	1,250	2,422	18,226	13,750	4,476
Associate Relations	0	350	(350)	7,371	3,850	3,521
Training/Seminars	0	692	(692)	5,600	7,608	(2,008)
Travel	0	283	(283)	2,865	3,117	(252)
Automobile Expenses	377	83	294	2,482	917	1,565
Meals & Meetings	512	333	178	7,948	3,667	4,282
Board Functions	2,208	4,000	(1,792)	33,703	44,000	(10,297)
Professional Fees	5,558	5,750	(192)	119,894	63,250	56,644
Professional Fees - Attourney	2,725	2,500	225	21,256	27,500	(6,244)
Professional Fees - Accountant	744	5,000	(4,256)	27,354	40,000	(12,646)
Equipment Support & Maintenance	4,624	2,917	1,707	23,548	32,083	(8,535)
Equipment Rental/Leasing	0	241	(241)	2,527	2,023	504
Depreciation	2,000	153	1,847	3,528	1,680	1,847
Non-NLTMC Marketing	2,200	0	2,200	2,985	0	2,985
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	(99,149)	0	(99,149)	(1,035,332)	0	(1,035,332)
Total Operating Expenses	(5,915)	84,782	(90,697)	148	920,469	(920,321)
Net Operating Income	5,971	(84,782)	90,752	0	(920,469)	920,469
Other Expense/<Income>						
Net Income	5,971	(84,782)	90,752	0	(920,469)	920,469

KEY METRICS FOR MAY 2023 FINANCIAL STATEMENTS

Total District 5 Eastern Slope TOT Collections by Quarter 2013 - 2023 (as reported thru April 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 NLTBID Revenues by Quarter 2021 - 2026 (as reported thru April 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	2,078,941	1,248,227	2,371,699		\$ 5,698,867
2023 - 2024					\$ -
2024 - 2025					\$ -
2025 - 2026					\$ -

Visitor Information Comparative Statistics For FYTD 2019/20 - 2022/23(thru April 2023)					
Referrals -	2019-20	2020-21	2021-22	2022-23	YOY % Change
Tahoe City:					
Walk In	36049	24758	28932	35655	23.24%
Phone	2808	2468	2420	2645	9.30%
Email	405	505	557	1037	86.18%
Kings Beach (Walk In)	8322	5408	3998	4161	4.08%
NLT - Event Traffic	3305	807	2167	1694	-21.83%
Total	50,889	33,946	38,074	45,192	18.70%

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	36.9%	38.5%	-4.1%
ADR (Average Daily Rate)	\$ 280	\$ 299	-6.4%
RevPAR (Rev per Available Room)	\$ 104	\$ 115	-10.0%
Occupancy 1 Mth Forecast	50.8%	57.8%	-12.1%
ADR 1 Mth Forecast	\$ 431	\$ 443	-2.7%
RevPAR 1 Mth Forecast	\$ 219	\$ 256	-14.5%
Occupancy (prior 6 months)	51.7%	53.0%	-2.5%
ADR (prior 6 months)	\$ 387	\$ 372	4.0%
RevPAR (prior 6 months)	\$ 200	\$ 197	1.5%
Occupancy (next 6 months)	30.4%	33.1%	-8.2%
ADR (next 6 months)	\$ 440	\$ 443	-0.7%
RevPAR (next 6 months)	\$ 134	\$ 147	-8.8%

Unemployment Rates - EDD	May
California (pop. 38,332,521)	4.5%
Placer County (367,309)	3.4%
Dollar Point (1,215)	2.5%
Kings Beach (3,893)	1.1%
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 21/22 vs. FYTD 22/23 at 4/30/2023						
	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:						
	20-21	21-22				
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

May 31, 2023

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

	May 31, 23	May 31, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	433,374.75	261,331.18	172,043.57	65.8%
Total Checking/Savings	433,374.75	261,331.18	172,043.57	65.8%
Accounts Receivable				
1200-00 · Accounts Receivable	3,551.34	219,399.89	-215,848.55	-98.4%
Total Accounts Receivable	3,551.34	219,399.89	-215,848.55	-98.4%
Other Current Assets				
1350-00 · Security Deposits	100.00	100.00	0.00	0.0%
Total Other Current Assets	100.00	100.00	0.00	0.0%
Total Current Assets	437,026.09	480,831.07	-43,804.98	-9.1%
Other Assets				
1400-00 · Prepaid Expenses	24,123.50	29,642.67	-5,519.17	-18.6%
Total Other Assets	24,123.50	29,642.67	-5,519.17	-18.6%
TOTAL ASSETS	461,149.59	510,473.74	-49,324.15	-9.7%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	234,733.90	126,759.92	107,973.98	85.2%
Total Accounts Payable	234,733.90	126,759.92	107,973.98	85.2%
Total Current Liabilities	234,733.90	126,759.92	107,973.98	85.2%
Total Liabilities	234,733.90	126,759.92	107,973.98	85.2%
Equity				
32000 · Unrestricted Net Assets	86,764.32	192,668.73	-105,904.41	-55.0%
Net Income	139,651.37	191,045.09	-51,393.72	-26.9%
Total Equity	226,415.69	383,713.82	-157,298.13	-41.0%
TOTAL LIABILITIES & EQUITY	461,149.59	510,473.74	-49,324.15	-9.7%

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06/19/23

North Lake Tahoe Marketing Cooperative
A/R Aging Summary
As of May 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
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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North Lake Tahoe Marketing Cooperative
A/P Aging Summary
As of May 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	0.00	62,710.25	0.00	0.00	0.00	62,710.25
iDSS Global, LLC.	2,500.00	0.00	0.00	0.00	0.00	2,500.00
MAHK Advertising	125,620.87	0.00	0.00	0.00	0.00	125,620.87
Travel North Tahoe Nevada	43,902.78	0.00	0.00	0.00	0.00	43,902.78
TOTAL	<u>172,023.65</u>	<u>62,710.25</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>234,733.90</u>

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Accrual Basis

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

	May 23	May 22	\$ Change	% Change
Income				
4000-00 · LTIVCBVB Funding	91,166.00	57,670.00	33,496.00	58.1%
4001-00 · NLTRA Funding	13,994.00	55,960.33	-41,966.33	-75.0%
4004-00 · IVCBVB Entertainment	500.00	0.00	500.00	100.0%
Total Income	105,660.00	113,630.33	-7,970.33	-7.0%
Gross Profit	105,660.00	113,630.33	-7,970.33	-7.0%
Expense				
5000-00 · CONSUMER MARKETING				
5002-00 · Consumer Print	21,650.00	0.00	21,650.00	100.0%
5002-01 · Native Display	20,276.67	3,872.52	16,404.15	423.6%
5004-00 · Trip Advisor	5,618.77	6,253.75	-634.98	-10.2%
5005-00 · Paid Social	16,277.06	15,159.83	1,117.23	7.4%
5005-01 · Digital Display / Retargeting	15,668.02	9,612.16	6,055.86	63.0%
5007-00 · Creative Production				
5007-01 · Creative Production	20,209.07	28,678.83	-8,469.76	-29.5%
5007-03 · Photo/Video Creative	7,656.70	7,376.70	280.00	3.8%
5007-00 · Creative Production - Other	203.76	127.50	76.26	59.8%
Total 5007-00 · Creative Production	28,069.53	36,183.03	-8,113.50	-22.4%
5010-00 · Account Strategy & Management	8,500.00	7,000.00	1,500.00	21.4%
5018-00 · Media Commission	13,545.32	8,242.49	5,302.83	64.3%
5018-01 · Digital Ad Serving	323.65	223.65	100.00	44.7%
5020-00 · Search Engine Marketing	15,586.63	7,254.06	8,332.57	114.9%
5022-00 · Email	5,000.01	4,999.70	0.31	0.0%
Total 5000-00 · CONSUMER MARKETING	150,515.66	98,801.19	51,714.47	52.3%
5016-00 · CDE - Website Programs	17,340.98	0.00	17,340.98	100.0%
5110-00 · LEISURE SALES				
5107-00 · Creative Production	480.00	0.00	480.00	100.0%
5111-00 · FAMS - Domestic	189.17	0.00	189.17	100.0%
5112-00 · Training / Sales Calls	2,651.47	0.00	2,651.47	100.0%
5113-00 · Additional Opportunities	1,935.45	4,000.00	-2,064.55	-51.6%
5120-00 · Domestic - Trade Shows	649.00	0.00	649.00	100.0%
5131-00 · FAMS -Intl - Travel Trade	5,011.37	0.00	5,011.37	100.0%
5133-00 · Ski-Tops	1,800.00	0.00	1,800.00	100.0%
5143-00 · Mountain Travel Symposium	345.06	0.00	345.06	100.0%
5144-00 · IPW - POW WOW	5,465.00	0.00	5,465.00	100.0%
5145-00 · TIA Annual Dues	0.00	218.75	-218.75	-100.0%
5154-00 · Canada	2,500.00	0.00	2,500.00	100.0%
5157-00 · International Efforts	8,368.45	0.00	8,368.45	100.0%
Total 5110-00 · LEISURE SALES	29,394.97	4,218.75	25,176.22	596.8%

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

	May 23	May 22	\$ Change	% Change
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	2,422.95	450.00	1,972.95	438.4%
5204-00 · Media Mission(s)	741.59	0.00	741.59	100.0%
5206-00 · Digital Buy/ Social Media Boost	950.00	800.00	150.00	18.8%
5207-00 · Content Campaigns/Tools-My Emma	1,130.00	265.00	865.00	326.4%
5208-00 · International Travel Media FAMS	690.00	0.00	690.00	100.0%
5209-00 · Domestic Travel Media FAMS	3,366.86	0.00	3,366.86	100.0%
5210-00 · Content Dev - Newsletters	1,700.00	1,740.00	-40.00	-2.3%
5211-00 · Social Media Strategy & Mgmt	6,000.00	6,000.00	0.00	0.0%
5216-00 · PR Content Development + Distri	0.00	300.00	-300.00	-100.0%
Total 5200-00 · PUBLIC RELATIONS	23,001.40	15,555.00	7,446.40	47.9%
6000-00 · CONFERENCE SALES				
6004-00 · Email	870.00	0.00	870.00	100.0%
6005-00 · Paid Media	5,393.18	1,286.10	4,107.08	319.3%
6006-00 · CVENT	0.00	711.87	-711.87	-100.0%
6007-00 · Creative Production	750.00	180.00	570.00	316.7%
6016-00 · MCC Search Engine Marketing	0.00	85.43	-85.43	-100.0%
6018-00 · MCC Media Commission	730.95	225.00	505.95	224.9%
6018-01 · MCC Digital Ad Serving	26.56	7.40	19.16	258.9%
6019-00 · Conference Direct Partnership	0.00	583.33	-583.33	-100.0%
6128-00 · HelmsBriscoe Strategic Partner	1,166.66	583.33	583.33	100.0%
6152-00 · Client Events / Opportunities	847.89	4,000.00	-3,152.11	-78.8%
6153-00 · Chicago Sales Rep Support	0.00	125.00	-125.00	-100.0%
Total 6000-00 · CONFERENCE SALES	9,785.24	7,787.46	1,997.78	25.7%
6100-00 · TRADE SHOWS				
6111-00 · Site Inspections	42.70	0.00	42.70	100.0%
6116-00 · CalSAE Seasonal Spectacular	1,029.45	0.00	1,029.45	100.0%
6151-00 · Destination CA	0.00	4,000.00	-4,000.00	-100.0%
6154-00 · HelmsBriscoe ABC	5,848.35	0.00	5,848.35	100.0%
6155-00 · Connect Trade Shows	5,411.84	0.00	5,411.84	100.0%
6157-00 · HPN Partner Conference	235.63	0.00	235.63	100.0%
Total 6100-00 · TRADE SHOWS	12,567.97	4,000.00	8,567.97	214.2%
7000-00 · COMMITTED & ADMIN EXPENSES				
5009-00 · Fulfillment / Mail	689.95	0.00	689.95	100.0%
5123-00 · HSVC - High Sierra Visitors	416.66	166.67	249.99	150.0%
7001-00 · Miscellaneous	71.17	60.51	10.66	17.6%
7002-00 · CRM Subscription	2,500.00	2,500.00	0.00	0.0%
7003-00 · IVCBVB Entertainment Fund	1,646.31	0.00	1,646.31	100.0%
7004-00 · Research	1,760.00	2,704.76	-944.76	-34.9%
7008-00 · Opportunistic Funds	0.00	41.73	-41.73	-100.0%
7010-00 · Photo Management & Storage	0.00	740.63	-740.63	-100.0%
8700-00 · Automobile Expense*	1,155.84	0.00	1,155.84	100.0%

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06/19/23

Accrual Basis

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

	May 23	May 22	\$ Change	% Change
Total 7000-00 · COMMITTED & ADMIN EXPENSES	8,239.93	6,214.30	2,025.63	32.6%
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	85.00	0.00	85.00	100.0%
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 & MAINTENA...	14,335.00	14,250.00	85.00	0.6%
Total Expense	265,181.15	150,826.70	114,354.45	75.8%
Net Income	-159,521.15	-37,196.37	-122,324.78	-328.9%

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

May 2023

Accrual Basis

	May 23	Budget	Jul '22 - May 23	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding	91,166.00	91,166.00	1,002,826.00	1,002,826.00	1,094,000.00
4001-00 · NLTRA Funding	13,994.00	13,994.00	1,330,272.00	1,330,272.00	1,440,000.00
4004-00 · IVCBVB Entertainment	500.00	500.00	5,500.00	5,500.00	6,000.00
4005-00 · Prior Year Net Income	0.00		0.00	0.00	0.00
Total Income	105,660.00	105,660.00	2,338,598.00	2,338,598.00	2,540,000.00
Gross Profit	105,660.00	105,660.00	2,338,598.00	2,338,598.00	2,540,000.00
Expense					
5000-00 · CONSUMER MARKETING					
5001-01 · Podcast	0.00	0.00	0.00	25,000.00	25,000.00
5002-00 · Consumer Print	21,650.00	0.00	40,145.00	10,125.00	10,125.00
5002-01 · Native Display	20,276.67	12,552.00	70,171.68	86,482.00	100,372.00
5004-00 · Trip Advisor	5,618.77	4,218.00	58,088.81	56,420.00	61,947.00
5005-00 · Paid Social	16,277.06	9,904.00	126,203.97	136,721.00	139,248.00
5005-01 · Digital Display / Retargeting	15,668.02	9,543.00	130,950.70	107,330.00	110,620.00
5007-00 · Creative Production					
5007-01 · Creative Production	20,209.07	5,000.00	135,706.08	124,500.00	149,500.00
5007-02 · Website Production	0.00	2,500.00	16,387.06	30,500.00	34,000.00
5007-03 · Photo/Video Creative	7,656.70	2,775.00	35,519.08	29,895.00	32,670.00
5007-00 · Creative Production - Other	203.76		7,271.28	0.00	0.00
Total 5007-00 · Creative Production	28,069.53	10,275.00	194,883.50	184,895.00	216,170.00
5010-00 · Account Strategy & Management	8,500.00	8,500.00	93,500.00	93,500.00	102,000.00
5013-00 · Outdoor	0.00	0.00	152,000.00	100,000.00	100,000.00
5016 · Video Streaming	0.00	11,210.00	77,794.93	126,861.00	126,861.00
5017-00 · Rich Media	0.00	0.00	47,500.00	30,000.00	30,000.00
5018-00 · Media Commission	13,545.32	10,461.00	114,662.12	115,503.00	119,357.00
5018-01 · Digital Ad Serving	323.65	220.00	1,670.66	2,420.00	2,655.00
5020-00 · Search Engine Marketing	15,586.63	10,823.00	113,048.42	115,290.00	119,470.00
5022-00 · Email	5,000.01	5,000.00	18,499.71	20,000.00	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	17,000.00	0.00	17,000.00	17,000.00
5030-00 · TravelZoo	0.00	0.00	20,000.00	50,000.00	50,000.00
Total 5000-00 · CONSUMER MARKETING	150,515.66	109,706.00	1,266,704.09	1,292,547.00	1,365,825.00
5016-00 · CDE - Website Programs	17,340.98		48,253.26		
5110-00 · LEISURE SALES					
5107-00 · Creative Production	480.00	0.00	1,920.00	2,000.00	2,000.00
5111-00 · FAMS - Domestic	189.17	0.00	3,875.21	6,000.00	6,000.00
5112-00 · Training / Sales Calls	2,651.47	0.00	9,075.69	10,000.00	10,000.00
5113-00 · Additional Opportunities	1,935.45	0.00	1,935.45	10,000.00	10,000.00
5115-00 · Travel Agent Incentive Program	0.00	0.00	0.00	0.00	0.00
5120-00 · Domestic - Trade Shows	649.00	0.00	649.00	4,150.00	4,150.00
5131-00 · FAMS -Intl - Travel Trade	5,011.37	0.00	5,523.37	6,000.00	6,000.00
5133-00 · Ski-Tops	1,800.00	0.00	2,100.00	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	5,000.00	0.00	20,000.00	20,000.00
5143-00 · Mountain Travel Symposium	345.06	0.00	2,795.06	5,000.00	5,000.00
5144-00 · IPW - POW WOW	5,465.00	0.00	5,465.00	13,000.00	13,000.00
5145-00 · TIA Annual Dues	0.00	0.00	3,937.50	2,700.00	2,700.00
5147-00 · AUS / Gate 7	0.00	0.00	36,609.14	35,000.00	35,000.00
5154-00 · Canada	2,500.00	0.00	15,633.62	30,000.00	30,000.00
5155-00 · California Star Program	0.00	0.00	0.00	3,000.00	3,000.00
5157-00 · International Efforts	8,368.45	0.00	8,592.64	20,000.00	20,000.00
Total 5110-00 · LEISURE SALES	29,394.97	5,000.00	98,111.68	170,200.00	170,200.00
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	6,000.00	6,000.00	66,000.00	66,000.00	72,000.00

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

May 2023

	May 23	Budget	Jul '22 - May 23	YTD Budget	Annual Budget
5202-00 · PR Program/ Content Dev - Blogs	2,422.95	1,500.00	19,256.55	16,500.00	18,000.00
5204-00 · Media Mission(s)	741.59	0.00	14,458.14	12,000.00	16,000.00
5206-00 · Digital Buy/ Social Media Boost	950.00	950.00	10,450.00	10,450.00	11,400.00
5207-00 · Content Campaigns/Tools-My Emma	1,130.00	265.00	2,225.00	2,915.00	3,180.00
5208-00 · International Travel Media FAMS	690.00	0.00	2,340.00	12,000.00	12,000.00
5209-00 · Domestic Travel Media FAMS	3,366.86	0.00	17,267.68	24,000.00	24,000.00
5210-00 · Content Dev - Newsletters	1,700.00	1,700.00	17,200.00	18,700.00	20,400.00
5211-00 · Social Media Strategy & Mgmt	6,000.00	6,000.00	66,000.00	66,000.00	72,000.00
5212-00 · Social Giveaways & Contests	0.00	750.00	1,550.04	3,000.00	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	0.00	3,420.00	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	0.00	4,000.00	20,616.44	44,000.00	48,000.00
5222-00 · Media Tracking / Membership	0.00	0.00	3,532.04	3,532.00	3,532.00
5280-00 · PR Meals / Entertainment	0.00	0.00	269.76	1,000.00	1,000.00
Total 5200-00 · PUBLIC RELATIONS	23,001.40	21,165.00	251,125.65	302,697.00	328,312.00
6000-00 · CONFERENCE SALES					
6003-00 · Geo-Fence Targeting	0.00	0.00	658.29	3,000.00	3,000.00
6004-00 · Email	870.00	0.00	8,190.00	4,800.00	4,800.00
6005-00 · Paid Media	5,393.18	3,292.00	40,663.20	38,204.00	41,500.00
6006-00 · CVENT	0.00	916.00	14,185.43	13,243.00	14,160.00
6007-00 · Creative Production	750.00	0.00	10,070.51	12,000.00	12,000.00
6014-00 · MCC Group Incentive Program	0.00	500.00	0.00	5,500.00	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	730.95	433.00	6,977.98	7,429.43	7,862.43
6018-01 · MCC Digital Ad Serving	26.56	40.00	79.95	460.00	500.00
6019-00 · Conference Direct Partnership	0.00	583.00	7,000.01	6,413.00	6,996.00
6128-00 · HelmsBriscoe Strategic Partner	1,166.66	583.00	4,666.64	6,413.00	6,996.00
6152-00 · Client Events / Opportunities	847.89	0.00	6,432.86	10,000.00	10,000.00
6153-00 · Chicago Sales Rep Support	0.00	0.00	5,390.79	10,000.00	10,000.00
Total 6000-00 · CONFERENCE SALES	9,785.24	6,347.00	106,095.36	118,462.43	124,814.43
6100-00 · TRADE SHOWS					
6102-00 · Miscellaneous	0.00	0.00	23.57	0.00	0.00
6111-00 · Site Inspections	42.70	0.00	42.70	6,000.00	6,000.00
6116-00 · CalSAE Seasonal Spectacular	1,029.45	0.00	2,098.18	4,000.00	4,000.00
6127-00 · CalSAE Annual	0.00	1,500.00	0.00	1,500.00	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	5,848.35	250.00	5,848.35	6,500.00	6,500.00
6155-00 · Connect Trade Shows	5,411.84	0.00	10,435.66	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	235.63	0.00	11,035.83	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	500.00	0.00	2,000.00	2,000.00
6171-00 · Outdoor Retailer	0.00	0.00	0.00	0.00	0.00
6181-00 · Conference Direct PNW	0.00	0.00	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	0.00	0.00	6,100.00	5,000.00	5,000.00
Total 6100-00 · TRADE SHOWS	12,567.97	2,250.00	43,684.29	75,000.00	75,000.00
6106-00 · CalSAE Seasonal Spectacular	0.00		1,575.00		
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	0.00	0.00	3,720.00	10,000.00	10,000.00
5009-00 · Fulfillment / Mail	689.95	200.00	1,461.91	2,200.00	2,400.00
5021-00 · RASC-Reno Air Service Corp	0.00	0.00	100,000.00	100,000.00	100,000.00
5123-00 · HSVC - High Sierra Visitors	416.66	166.67	2,208.27	1,833.37	2,000.04

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

May 2023

	May 23	Budget	Jul '22 - May 23	YTD Budget	Annual Budget
5124-00 · Reno Tahoe Territory Membership	0.00	0.00	0.00	1,000.00	1,000.00
7001-00 · Miscellaneous	71.17		71.17		
7002-00 · CRM Subscription	2,500.00	833.33	10,000.00	10,666.63	11,499.96
7003-00 · IVCBVB Entertainment Fund	1,646.31	500.00	1,882.46	5,500.00	6,000.00
7004-00 · Research	1,760.00	3,820.00	21,948.15	73,080.00	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	0.00	14,718.48	20,000.00	20,000.00
7007-00 · Destimetrics / DMX	0.00	0.00	33,763.00	33,763.00	33,763.00
7008-00 · Opportunistic Funds	0.00	0.00	7,158.50	50,000.00	50,000.00
7009-00 · Tahoe Cam Usage	0.00	0.00	2,124.00	2,124.00	2,124.00
7010-00 · Photo Management & Storage	0.00	658.25	7,899.00	7,574.75	8,233.00
7012-00 · Sponsorships	0.00	0.00	0.00	25,000.00	25,000.00
7020-00 · Collateral Production / Printin	0.00	0.00	0.00	11,000.00	11,000.00
8600-00 · Staff Industry Travel	0.00	0.00	0.00	10,000.00	10,000.00
8700-00 · Automobile Expense*	1,155.84	400.00	1,557.36	4,400.00	4,800.00
Total 7000-00 · COMMITTED & ADMIN EXPENSES	8,239.93	6,578.25	223,512.30	383,141.75	389,720.00
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	4,250.00	4,250.00	46,750.00	46,750.00	51,000.00
8003-00 · Website Hosting Maintenance	85.00	0.00	3,135.00	2,161.00	2,161.00
8004-00 · Website Strategy & Maintenance	7,500.00	7,500.00	82,500.00	82,500.00	90,000.00
8005-00 · Website SEO Strategy/Maint	2,500.00	2,500.00	27,500.00	27,500.00	30,000.00
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	14,335.00	14,250.00	159,885.00	158,911.00	173,161.00
Total Expense	265,181.15	165,296.25	2,198,946.63	2,500,959.18	2,627,032.43
Net Income	-159,521.15	-59,636.25	139,651.37	-162,361.18	-87,032.43

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month'Yr May 2023
 Employee TONY KARWOWSKI

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
	A	Sheraton Grand Sacramento	1000341154	Cal Travel Summer Board meeting hotel and parking		602.00	
	B	Sheraton Grand Sacramento Deli	58014	Breakfast	14.23		
	C	Upper Crust Pizza	24-Apr	Lunch	20.10		
	D	PHONE REIMBURSEMENT		May Phone Reimbursement		50.00	10-12-230-50140
	E	Rosie's Cafe		Team lunch- Tony, Francois, Kim, Anna, Kirstin, Julie	149.92		
	G						
	H						
	I						
	J.1						
	K.1				EXCEL	184.25	
	L				CREDIT CARD		
	M				DIFFERENCE	184.25	
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		163.13	53201
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						815.13	

RECEIVED

leftovers

SCANNED

POSTED

Signed By: _____

Approved By: _____

Date: _____

Date: _____

ACCOUNTING					
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO 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	MAY 28, 2023
Total Activity	\$184.25

**** 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	\$184.25		\$0.00		\$0.00		\$184.25

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
05-04	05-03	55432863124205331402486	TST* Everything is Ros Tahoe City CA Tax ID: 454168768 Mer Ref: 00008588011543277 Mer Zip: 96145	149.92
05-17	05-16	55432863136208980713159	SQ *THEE UPPER CRUST P Sacramento CA Tran: 00011529215127946 Tax ID: 800429876 Mer Ref: 00011529215127946 Mer Zip: 95814 Origin Zip: 95814 Dest Zip: 95814 Dest Ctry: USA Tax: 1.15 Product Code: 099 Desc: Express Buffet Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 14.25	20.10
05-18	05-16	55436873137261372300758	SHERATON GRAND DINING SACRAMENTO CA Tran: 58014 Tax ID: 262479511 Mer Zip: 95814-2907 Tax: 0.99	14.23

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
	MAY 28, 2023	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$10,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$184.25
	\$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.

Sheraton Grand Sacramento Hotel
 1230 J Street
 Sacramento, CA 95814
 United States
 Tel: 916-447-1700 Fax: 916-447-1701



Anthony Karwowski
 CA4710 - CALIFORNIA TRAVEL ASSOCIATION

Page Number : 1 Invoice Nbr : 1000341154
 Guest Number : 2603088
 Folio ID : A
 Arrive Date : 15-MAY-23 21:51
 Depart Date : 17-MAY-23 10:17
 No. Of Guest : 1
 Room Number : 632
 Marriott Bonvoy Number : 0423

Tax Invoice

Tax ID :
 Sheraton Sacra SACSI MAY-18-2023 03:00 9999

Date	Reference	Description	Charges (USD)	Credits (USD)
15-MAY-23	RT632	Room Chrg - Grp - Association	227.00	
15-MAY-23	RT632	County Tax	0.68	
15-MAY-23	RT632	City/Local Tax	9.08	
15-MAY-23	RT632	Occupancy/Tourism	27.24	
15-MAY-23	RT632	Valet Parking- Overnight	37.00	
16-MAY-23	RT632	Room Chrg - Grp - Association	227.00	
16-MAY-23	RT632	County Tax	0.68	
16-MAY-23	RT632	City/Local Tax	9.08	
16-MAY-23	RT632	Occupancy/Tourism	27.24	
16-MAY-23	RT632	Valet Parking- Overnight	37.00	
17-MAY-23	VI	Visa-3480		-602.00

For Authorization Purpose Only

xxxxxx3480

Date	Time	Code	Authorized
15-MAY-23	21:51	01798D	590.20
15-MAY-23	03:03:11	09208D	125.00

Continued on the next page

Sheraton Grand Sacramento Hotel
1230 J Street
Sacramento, CA 95814
United States
Tel: 916-447-1700 Fax: 916-447-1701



Anthony Karwowski
CA4710 - CALIFORNIA TRAVEL ASSOCIATION

Page Number	:	2	Invoice Nbr	:	1000341154
Guest Number	:	2603088			
Folio ID	:	A			
Arrive Date	:	15-MAY-23	21:51		
Depart Date	:	17-MAY-23	10:17		
No. Of Guest	:	1			
Room Number	:	632			
Marriott Bonvoy Number	:	0423			

Approve EMV Receipt for VI - 3480: Signature Captured
TC:4A9B5DBD0C7B8B74 IAD:06021203A02002 TVR:0080008000
AID:A0000000031010 Application Label:CHASE VISA

** Total	602.00	-602.00
*** Balance	0.00	

I agreed to pay all room & incidental charges.

When you stay with us, we Go Beyond so you can too with thoughtful service, exceptional experiences and everything you seek when traveling. Book your next stay at Sheraton.com

Continued on the next page

Sheraton Grand Sacramento Hotel
 1230 J Street
 Sacramento, CA 95814
 United States
 Tel: 916-447-1700 Fax: 916-447-1701



Anthony Karwowski
 CA4710 - CALIFORNIA TRAVEL ASSOCIATION

Page Number : 3 Invoice Nbr : 1000341154
 Guest Number : 2603088
 Folio ID : A
 Arrive Date : 15-MAY-23 21:51
 Depart Date : 17-MAY-23 10:17
 No. Of Guest : 1
 Room Number : 632
 Marriott Bonvoy Number : 0423

Tell us about your stay. www.sheraton.com/reviews

EXPENSE SUMMARY REPORT

Currency: USD

Date	Rm Charge	Taxes	Telephone	Other	Total	Payment
05-15-2023	0.00	0.00	0.00	301.00	301.00	0.00
05-16-2023	0.00	0.00	0.00	301.00	301.00	0.00
05-17-2023	0.00	0.00	0.00	0.00	0.00	-602.00
	-----	-----	-----	-----	-----	-----
Total	0.00	0.00	0.00	602.00	602.00	-602.00

Bring the Sheraton sleep experience home with you. Visit SheratonStore.com.



Everything is Rosie's
5711 Canyon Blvd
Tahoe City, CA 96141
530-583-8504

Serve: Casey L.
Check: Table 117
Guest: 6
Ordered: 5/3/23 11:55 AM
Input type: C (EMV Chip Read)
MA: 4849
Time: 12:43 PM

Transaction type: Sale
Authorization: Approved
Merchant ID: 029532
Payment ID: Lk17cMHTYsmf
Application ID: A0000000041010
Application Label: MASTERCARD
Terminal ID:
Card Reader: MAGTEK_EDYNAMO

Amount: \$124.92
+ Tip: 25.00
= Total: 149.92

X _____
ANTHONY KARWOWSKI

Suggested Tip:
20%: (Tip \$24.98 Total \$149.90)
18%: (Tip \$22.49 Total \$147.41)
15%: (Tip \$18.74 Total \$143.66)
Tip percentages are based on the check price after taxes.

Customer Copy

Powered by Toast

Thee Upper Crust Pizza

1200 K Street #10, Behind
the Hyatt Hotel
Sacramento, CA
95814-3950
(916) 444-0844

May 16, 2023
12:00 PM

Authorization: 017281
Receipt: NEJS

MASTERCARD
AID A0 00 00 00 04 10 10

FOR HERE

Express Buffet x 1 Adult	\$13.10
Soft Drink x 1 21oz	\$2.50
Subtotal	\$15.60
Sales Tax	\$1.15
Tip	\$3.35

Total	\$20.10
MasterCard 4849 (Chip)	\$20.10
Anthony Karwowski	

Glides Deli
Sheraton Grand Sacramento
Sacramento, CA

TABLE# /0
SERVER 912470306
CHECK# 58014

2023/05/16 07:28:54
*****Authorize*****

REF No: 516142909 CHIP
CT No: XXXXXXXXXXXX4849
EXP: XX/XX
CARD: MASTERCARD
CheckNo: 58014
TableNo: 0
APPROVAL CODE: 018417
EMV Receipt Section
Application Label: MASTERCARD
TC: 606FAE89AE266691
TVR: 0080008000
AID: A0000000041010
IAD: 0110A04003220000000000000000
AUTH MODE: Issuer

Subtotal: \$12.23

Tip: 2.00

Total: 14.23

X _____
Signature
CUSTOMER COPY