

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

Ordinary Income/Expense	<u>Type</u>	<u>Date</u>
Income		
40110 · Rental Income - USFS		
	Invoice	06/01/2017
Total 40110 · Rental Income - USFS		
40115 · Service Agreement Income - MLR		
	Invoice	06/01/2017
Total 40115 · Service Agreement Income - MLR		
40600 · TOT Payments from TOML		
	Invoice	06/01/2017
Total 40600 · TOT Payments from TOML		
40700 · True-up/(down) TOT Pmts		
	Credit Memo	06/30/2017
Total 40700 · True-up/(down) TOT Pmts		
40900 · Brochure Distribution Revenue		
	Invoice	06/30/2017
	Invoice	06/30/2017
Total 40900 · Brochure Distribution Revenue		
41600 · Royalty Income - Licensing Prog		
	Invoice	06/30/2017
Total 41600 · Royalty Income - Licensing Prog		
45000 · TBID Income		
45010 · Lodging		
	Invoice	06/30/2017
Total 45010 · Lodging		
45020 · Restaurants		
	Invoice	06/30/2017
Total 45020 · Restaurants		
45030 · Retail		
	Invoice	06/30/2017
Total 45030 · Retail		
45040 · Ski Area		
	Invoice	06/30/2017
Total 45040 · Ski Area		
Total 45000 · TBID Income		
45100 · TBID Income - Other		
45050 · Tier 2 & 3		
	Invoice	06/30/2017
Total 45050 · Tier 2 & 3		
45070 · TBID Penalties & Interest Inc.		
	Invoice	06/30/2017
	Invoice	06/30/2017
Total 45070 · TBID Penalties & Interest Inc.		
Total 45100 · TBID Income - Other		
Total Income		
Gross Profit		

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Expense	<u>Type</u>	<u>Date</u>
62000 · Overhead		
62020 · Accounting Services		
Bill		06/30/2017
Total 62020 · Accounting Services		
62040 · Internet		
Bill		06/01/2017
Total 62040 · Internet		
62060 · Electricity		
Bill		06/14/2017
Bill		06/20/2017
Total 62060 · Electricity		
62080 · Janitorial Services		
Bill		06/30/2017
Total 62080 · Janitorial Services		
62090 · Telephone - Landlines		
Credit Card Charge		06/01/2017
Total 62090 · Telephone - Landlines		
62100 · Telephone - Cellular		
Credit Card Charge		06/01/2017
Total 62100 · Telephone - Cellular		
62120 · Copier Usage Contract		
Credit Card Charge		06/01/2017
Invoice		06/30/2017
Total 62120 · Copier Usage Contract		
62130 · Postage Machine Lease		
Bill		06/01/2017
Total 62130 · Postage Machine Lease		
62140 · Postage		
Invoice		06/30/2017
Total 62140 · Postage		
62150 · Mail Services (delivery)		
Bill		06/30/2017
Total 62150 · Mail Services (delivery)		
62160 · Office Supplies		
Credit Card Charge		06/13/2017
Credit Card Charge		06/13/2017
Bill		06/28/2017
Total 62160 · Office Supplies		
62200 · Gas		
Credit Card Charge		06/02/2017
Credit Card Charge		06/04/2017
Credit Card Charge		06/04/2017
Credit Card Charge		06/22/2017
Credit Card Charge		06/24/2017
Credit Card Charge		06/29/2017

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	<u>Type</u>	<u>Date</u>
	Credit Card Charge	06/29/2017
Total 62200 · Gas		
62210 · Uniforms		
Total 62210 · Uniforms	Bill	06/01/2017
62220 · IT Support		
Total 62220 · IT Support	Bill	06/01/2017
	Bill	06/01/2017
	Bill	06/10/2017
	Bill	06/21/2017
	Bill	06/30/2017
62250 · Bank Charges		
Total 62250 · Bank Charges	Check	06/30/2017
	General Journal	06/30/2017
	General Journal	06/30/2017
	Bill	06/30/2017
62290 · Moving Expenses		
Total 62290 · Moving Expenses	Bill	06/08/2017
62330 · Storage Unit		
Total 62330 · Storage Unit	Bill	06/01/2017
62360 · Depreciation Expense		
Total 62360 · Depreciation Expense	General Journal	06/01/2017
62380 · TOML Processing Fee 2% - TBID		
Total 62380 · TOML Processing Fee 2% - TBID	Invoice	06/30/2017
62390 · Bad Debt Expense		
Total 62390 · Bad Debt Expense	Payment	06/30/2017
Total 62000 · Overhead		
Marketing & Interactive		
63000 · Marketing		
63010 · Air Subsidy		
Total 63010 · Air Subsidy	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
63030 · Branding/Promotional Items		
Total 63030 · Branding/Promotional Items	Bill	06/01/2017
	Credit Card Charge	06/07/2017
	Credit Card Charge	06/13/2017
	Bill	06/19/2017

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	<u>Type</u>	<u>Date</u>
	Bill	06/19/2017
	Bill	06/23/2017
Total 63030 · Branding/Promotional Items		
63040 · Contract Services		
	Bill	06/01/2017
	Credit Card Charge	06/29/2017
	Bill	06/30/2017
Total 63040 · Contract Services		
63050 · Collateral & Printing		
63051 · Printing		
	Bill	06/13/2017
	Bill	06/14/2017
Total 63051 · Printing		
63052 · Collateral Distribution		
	Bill	06/22/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
Total 63052 · Collateral Distribution		
Total 63050 · Collateral & Printing		
63090 · Magazine		
	Bill	06/01/2017
Total 63090 · Magazine		
63120 · Out of Home (OOH)		
	Bill	06/30/2017
	Bill	06/30/2017
Total 63120 · Out of Home (OOH)		
63160 · Industry Training		
	Credit Card Charge	06/06/2017
Total 63160 · Industry Training		
63180 · Dues and Subscriptions		
	Bill	06/30/2017
Total 63180 · Dues and Subscriptions		
63190 · Travel and Entertainment		
63191 · Lodging		
	Bill	06/30/2017
Total 63191 · Lodging		
63193 · Airfare		
	Bill	06/16/2017
Total 63193 · Airfare		
63194 · Incidentals		
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017

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	<u>Type</u>	<u>Date</u>
	Bill	06/30/2017
	Bill	06/30/2017
Total 63194 · Incidentals		
63190 · Travel and Entertainment - Other		
	Credit	06/30/2017
Total 63190 · Travel and Entertainment - Other		
Total 63190 · Travel and Entertainment		
63200 · Meals		
	Credit Card Charge	06/14/2017
	Bill	06/16/2017
	Bill	06/16/2017
	Credit Card Charge	06/23/2017
	Bill	06/29/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
Total 63200 · Meals		
63270 · Production		
	Bill	06/08/2017
	Bill	06/14/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
Total 63270 · Production		
63000 · Marketing - Other		
	Bill	06/16/2017
Total 63000 · Marketing - Other		
Total 63000 · Marketing		
66000 · Interactive		
66020 · Website Development & Maint.		
	Invoice	06/01/2017
	Bill	06/01/2017
	Bill	06/06/2017
	Credit Card Charge	06/06/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
Total 66020 · Website Development & Maint.		

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	<u>Type</u>	<u>Date</u>
66030 · Search Engine Optimiz. (SEO)		
	Credit Card Charge	06/13/2017
	Bill	06/30/2017
Total 66030 · Search Engine Optimiz. (SEO)		
66040 · Content		
	Credit Card Charge	06/01/2017
	Bill	06/26/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
	Bill	06/30/2017
Total 66040 · Content		
66050 · Search Engine Marketing (SEM)		
	Bill	06/30/2017
Total 66050 · Search Engine Marketing (SEM)		
66060 · Digital Advertising		
	Bill	06/30/2017
Total 66060 · Digital Advertising		
66120 · Hardware/ Software		
	Credit Card Charge	06/14/2017
	Bill	06/30/2017
Total 66120 · Hardware/ Software		
66130 · Hosting		
	Credit Card Charge	06/13/2017
	Credit Card Charge	06/18/2017
	Bill	06/30/2017
Total 66130 · Hosting		
66140 · Social Media		
	Credit Card Charge	06/15/2017
	Credit Card Charge	06/30/2017
	Credit Card Charge	06/30/2017
Total 66140 · Social Media		
Total 66000 · Interactive		
Total Marketing & Interactive		
64000 · Sales		
64010 · International Travel Shows		
	Bill	06/30/2017
Total 64010 · International Travel Shows		
64040 · Travel & Entertainment		
64041 · Lodging		
	Bill	06/08/2017
Total 64041 · Lodging		
64042 · Gas/Mileage		
	Bill	06/08/2017
Total 64042 · Gas/Mileage		
64043 · Airfare		

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	<u>Type</u>	<u>Date</u>
64110 · FAM Trip		
	Credit Card Charge	06/16/2017
	Bill	06/29/2017
	Bill	06/29/2017
	Bill	06/29/2017
	Bill	06/29/2017
Total 64110 · FAM Trip		
64150 · Merch. COGS & Promo Items		
	Bill	06/01/2017
	Bill	06/06/2017
	Bill	06/09/2017
	General Journal	06/30/2017
Total 64150 · Merch. COGS & Promo Items		
Total 64000 · Sales		
65000 · Communications & PR		
65010 · Fam Trips		
65013 · Meals		
	Bill	06/20/2017
Total 65013 · Meals		
Total 65010 · Fam Trips		
65050 · Sponsorship		
	Bill	06/26/2017
Total 65050 · Sponsorship		
65050A · Sponsorship - Rent		
	Bill	06/01/2017
Total 65050A · Sponsorship - Rent		
65060 · Promotion		
	Bill	06/05/2017
	Credit Card Charge	06/05/2017
	Credit Card Charge	06/15/2017
	Credit Card Charge	06/15/2017
	Credit Card Charge	06/15/2017
	Bill	06/20/2017
	Bill	06/21/2017
	Bill	06/27/2017
	Credit Card Charge	06/30/2017
Total 65060 · Promotion		
65070 · Supplies		
	Bill	06/07/2017
Total 65070 · Supplies		
65080 · Agency		
	Bill	06/30/2017
Total 65080 · Agency		
Total 65000 · Communications & PR		
Total Expense		
Net Ordinary Income		

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	<u>Type</u>	<u>Date</u>
Other Income/Expense		
Other Income		
70000 · Other Income		
70200 · Interest Income		
	Deposit	06/30/2017
	Deposit	06/30/2017
Total 70200 · Interest Income		
Total 70000 · Other Income		
Total Other Income		
Other Expense		
Needs Research		
	Credit Card Charge	06/30/2017
Total Needs Research		
Total Other Expense		
Net Other Income		
Net Income		

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	<u>Num</u>	<u>Adj</u>
Ordinary Income/Expense		
Income		
40110 · Rental Income - USFS	1918	
Total 40110 · Rental Income - USFS		
40115 · Service Agreement Income - MLR	1916	
Total 40115 · Service Agreement Income - MLR		
40600 · TOT Payments from TOML	1917	
Total 40600 · TOT Payments from TOML		
40700 · True-up/(down) TOT Pmts	1898	
Total 40700 · True-up/(down) TOT Pmts		
40900 · Brochure Distribution Revenue	1932	
Total 40900 · Brochure Distribution Revenue	1933	
41600 · Royalty Income - Licensing Prog	1934	
Total 41600 · Royalty Income - Licensing Prog		
45000 · TBID Income		
45010 · Lodging	1936	
Total 45010 · Lodging		
45020 · Restaurants	1936	
Total 45020 · Restaurants		
45030 · Retail	1936	
Total 45030 · Retail		
45040 · Ski Area	1936	
Total 45040 · Ski Area		
Total 45000 · TBID Income		
45100 · TBID Income - Other		
45050 · Tier 2 & 3	1936	
Total 45050 · Tier 2 & 3		
45070 · TBID Penalties & Interest Inc.	1936	
Total 45070 · TBID Penalties & Interest Inc.	1936	
Total 45100 · TBID Income - Other		
Total Income		
Gross Profit		

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Expense	<u>Num</u>	<u>Adj</u>
62000 · Overhead		
62020 · Accounting Services		
Total 62020 · Accounting Services	6552	
62040 · Internet		
Total 62040 · Internet	June 2017	
62060 · Electricity		
Total 62060 · Electricity	2082	
	06/20/17	
62080 · Janitorial Services		
Total 62080 · Janitorial Services	4459	
62090 · Telephone - Landlines		
Total 62090 · Telephone - Landlines		
62100 · Telephone - Cellular		
Total 62100 · Telephone - Cellular		
62120 · Copier Usage Contract		
Total 62120 · Copier Usage Contract	1927	
62130 · Postage Machine Lease		
Total 62130 · Postage Machine Lease	3101239960-1	
62140 · Postage		
Total 62140 · Postage	1927	
62150 · Mail Services (delivery)		
Total 62150 · Mail Services (delivery)	June 2017	
62160 · Office Supplies		
Total 62160 · Office Supplies	36950	
62200 · Gas		

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	<u>Num</u>	<u>Adj</u>
Total 62200 · Gas		
62210 · Uniforms		
	916336	
Total 62210 · Uniforms		
62220 · IT Support		
	25241	
	25238	
	25417	
	25490	
	25653	
Total 62220 · IT Support		
62250 · Bank Charges		
	70	❖
	70	❖
Total 62250 · Bank Charges		
62290 · Moving Expenses		
	Exp Reimb 6/9/17	
Total 62290 · Moving Expenses		
62330 · Storage Unit		
Total 62330 · Storage Unit		
62360 · Depreciation Expense		
	70	❖
Total 62360 · Depreciation Expense		
62380 · TOML Processing Fee 2% - TBID		
	1936	
Total 62380 · TOML Processing Fee 2% - TBID		
62390 · Bad Debt Expense		
Total 62390 · Bad Debt Expense		
Total 62000 · Overhead		
Marketing & Interactive		
63000 · Marketing		
63010 · Air Subsidy		
	5825	
	5825	
	5825	
Total 63010 · Air Subsidy		
63030 · Branding/Promotional Items		
	829581	
	54338	

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	Num	Adj
	54339	
	830642	
Total 63030 · Branding/Promotional Items		
63040 · Contract Services		
	June 2017	
	9346	
Total 63040 · Contract Services		
63050 · Collateral & Printing		
63051 · Printing		
	1052	
	830147	
Total 63051 · Printing		
63052 · Collateral Distribution		
	534471	
	16-0098955	
	16-0099162	
	532005-1	
Total 63052 · Collateral Distribution		
Total 63050 · Collateral & Printing		
63090 · Magazine		
	142921	
Total 63090 · Magazine		
63120 · Out of Home (OOH)		
	9382	
	9352	
Total 63120 · Out of Home (OOH)		
63160 · Industry Training		
Total 63160 · Industry Training		
63180 · Dues and Subscriptions		
	051	
Total 63180 · Dues and Subscriptions		
63190 · Travel and Entertainment		
63191 · Lodging		
	Exp Reimb 6/30/17	
Total 63191 · Lodging		
63193 · Airfare		
	Exp Reimb 6/21/17	
Total 63193 · Airfare		
63194 · Incidentals		
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	

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	<u>Num</u>	<u>Adj</u>
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
Total 63194 · Incidentals		
63190 · Travel and Entertainment - Other		
	9384	
Total 63190 · Travel and Entertainment - Other		
Total 63190 · Travel and Entertainment		
63200 · Meals		
	Exp Reimb 6/21/17	
	Exp Reimb 6/21/17	
	Exp Reimb 6/29/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
	Exp Reimb 6/30/17	
Total 63200 · Meals		
63270 · Production		
	5890	
	4256AS	
	9386	
	9383	
	9356	
	9385	
	9357	
Total 63270 · Production		
63000 · Marketing - Other		
	5-837-02773	
Total 63000 · Marketing - Other		
Total 63000 · Marketing		
66000 · Interactive		
66020 · Website Development & Maint.		
	1928	
	7413975	
	1017023	
	2941	
	2685	
	2686	
	2940	
Total 66020 · Website Development & Maint.		

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	Num	Adj
66030 · Search Engine Optimiz. (SEO)		
	2685	
Total 66030 · Search Engine Optimiz. (SEO)		
66040 · Content		
	277	
	BF050452W0280	
	BS050452W0281	
	2017-0703	
	MMLT-0009NB-1	
Total 66040 · Content		
66050 · Search Engine Marketing (SEM)		
	9347	
Total 66050 · Search Engine Marketing (SEM)		
66060 · Digital Advertising		
	9381	
Total 66060 · Digital Advertising		
66120 · Hardware/ Software		
	Exp Reimb 6/30/17	
Total 66120 · Hardware/ Software		
66130 · Hosting		
	2686	
Total 66130 · Hosting		
66140 · Social Media		
Total 66140 · Social Media		
Total 66000 · Interactive		
Total Marketing & Interactive		
64000 · Sales		
64010 · International Travel Shows		
	4543	
Total 64010 · International Travel Shows		
64040 · Travel & Entertainment		
64041 · Lodging		
	Exp Reimb 6/13/17	
Total 64041 · Lodging		
64042 · Gas/Mileage		
	Mileage Reimb 6/8	
Total 64042 · Gas/Mileage		
64043 · Airfare		

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	<u>Num</u>	<u>Adj</u>
64110 · FAM Trip		
	Exp Reimb 6/29/17	
	Exp Reimb 6/29/17	
	Exp Reimb 6/29/17	
	Exp Reimb 6/29/17	
Total 64110 · FAM Trip		
64150 · Merch. COGS & Promo Items		
	25584	
	214100	
	25605	
	53	❖
Total 64150 · Merch. COGS & Promo Items		
Total 64000 · Sales		
65000 · Communications & PR		
65010 · Fam Trips		
65013 · Meals		
	20004	
Total 65013 · Meals		
Total 65010 · Fam Trips		
65050 · Sponsorship		
	2017-03 MLT	
Total 65050 · Sponsorship		
65050A · Sponsorship - Rent		
	June 2017	
Total 65050A · Sponsorship - Rent		
65060 · Promotion		
	275	
	1070	
	17022	
	17023	
Total 65060 · Promotion		
65070 · Supplies		
	829873	
Total 65070 · Supplies		
65080 · Agency		
	MLT 07-17	
Total 65080 · Agency		
Total 65000 · Communications & PR		
Total Expense		
Net Ordinary Income		

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Num

Adj

Other Income/Expense

Other Income

70000 · Other Income

70200 · Interest Income

Total 70200 · Interest Income

Total 70000 · Other Income

Total Other Income

Other Expense

Needs Research

Total Needs Research

Total Other Expense

Net Other Income

Net Income

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Ordinary Income/Expense	Name
Income	
40110 · Rental Income - USFS	
	USFS
Total 40110 · Rental Income - USFS	
40115 · Service Agreement Income - MLR	
	Mammoth Lakes Recreation
Total 40115 · Service Agreement Income - MLR	
40600 · TOT Payments from TOML	
	Town of Mammoth Lakes
Total 40600 · TOT Payments from TOML	
40700 · True-up/(down) TOT Pmts	
	Town of Mammoth Lakes
Total 40700 · True-up/(down) TOT Pmts	
40900 · Brochure Distribution Revenue	
	Certified Folder Display {customer}
	Certified Folder Display {customer}
Total 40900 · Brochure Distribution Revenue	
41600 · Royalty Income - Licensing Prog	
	Peak Productions {customer}
Total 41600 · Royalty Income - Licensing Prog	
45000 · TBID Income	
45010 · Lodging	
	Town of Mammoth Lakes
Total 45010 · Lodging	
45020 · Restaurants	
	Town of Mammoth Lakes
Total 45020 · Restaurants	
45030 · Retail	
	Town of Mammoth Lakes
Total 45030 · Retail	
45040 · Ski Area	
	Town of Mammoth Lakes
Total 45040 · Ski Area	
Total 45000 · TBID Income	
45100 · TBID Income - Other	
45050 · Tier 2 & 3	
	Town of Mammoth Lakes
Total 45050 · Tier 2 & 3	
45070 · TBID Penalties & Interest Inc.	
	Town of Mammoth Lakes
	Town of Mammoth Lakes
Total 45070 · TBID Penalties & Interest Inc.	
Total 45100 · TBID Income - Other	
Total Income	
Gross Profit	

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Expense	Name
62000 · Overhead	
62020 · Accounting Services	
	Frostad & Ward, An Accountancy Corp.
Total 62020 · Accounting Services	
62040 · Internet	
	California Broadband Cooperative
Total 62040 · Internet	
62060 · Electricity	
	395 Mammoth LLC
	Southern California Edison
Total 62060 · Electricity	
62080 · Janitorial Services	
	Ms. Clean
Total 62080 · Janitorial Services	
62090 · Telephone - Landlines	
	Nextiva Voip Service
Total 62090 · Telephone - Landlines	
62100 · Telephone - Cellular	
	Verizon Wireless
Total 62100 · Telephone - Cellular	
62120 · Copier Usage Contract	
	Canon Financial Services, Inc.
	Mammoth Lakes Recreation
Total 62120 · Copier Usage Contract	
62130 · Postage Machine Lease	
	Pitney Bowes Global Financial Serv LLC
Total 62130 · Postage Machine Lease	
62140 · Postage	
	Mammoth Lakes Recreation
Total 62140 · Postage	
62150 · Mail Services (delivery)	
	Mammoth Express Mail
Total 62150 · Mail Services (delivery)	
62160 · Office Supplies	
	Office Depot
	Office Depot
	Big Mountain Bottled Water
Total 62160 · Office Supplies	
62200 · Gas	
	Fort Independence Travel
	Fort Independence Travel
	Shell
	Chevron
	Vons Fuel
	Vons Fuel

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	Name
Total 62200 · Gas	Shell
62210 · Uniforms	
Total 62210 · Uniforms	Designs Unlimited
62220 · IT Support	
Total 62220 · IT Support	Carmichael Business Technology Inc. Carmichael Business Technology Inc. Carmichael Business Technology Inc. Carmichael Business Technology Inc. Carmichael Business Technology Inc.
62250 · Bank Charges	
Total 62250 · Bank Charges	Bankcard
62290 · Moving Expenses	
Total 62290 · Moving Expenses	Ken Brengle {exp reimb}
62330 · Storage Unit	
Total 62330 · Storage Unit	395 Mammoth LLC
62360 · Depreciation Expense	
Total 62360 · Depreciation Expense	
62380 · TOML Processing Fee 2% - TBID	
Total 62380 · TOML Processing Fee 2% - TBID	Town of Mammoth Lakes
62390 · Bad Debt Expense	
Total 62390 · Bad Debt Expense	Horizons 4 Condo Rentals
Total 62000 · Overhead	
Marketing & Interactive	
63000 · Marketing	
63010 · Air Subsidy	
Total 63010 · Air Subsidy	Mammoth Mountain Ski Area, LLC Mammoth Mountain Ski Area, LLC Mammoth Mountain Ski Area, LLC
63030 · Branding/Promotional Items	
	AMI Graphics Coastal Press Inc. Next Day Flyers Websticker.com

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	<u>Name</u>
	Websticker.com
	AMI Graphics
Total 63030 · Branding/Promotional Items	
63040 · Contract Services	
	Airplanners LLC
	Westin Hotel
	Mering Carson
Total 63040 · Contract Services	
63050 · Collateral & Printing	
63051 · Printing	
	Kerry Martyr
	AMI Graphics
Total 63051 · Printing	
63052 · Collateral Distribution	
	Certified Folder Display Service, Inc.
	Certified Folder Display Service, Inc.
	Certified Folder Display Service, Inc.
	Certified Folder Display Service, Inc.
Total 63052 · Collateral Distribution	
Total 63050 · Collateral & Printing	
63090 · Magazine	
	Paradigm Press, Inc
Total 63090 · Magazine	
63120 · Out of Home (OOH)	
	Mering Carson
	Mering Carson
Total 63120 · Out of Home (OOH)	
63160 · Industry Training	
	California Travel Association
Total 63160 · Industry Training	
63180 · Dues and Subscriptions	
	California Welcome Center Fund
Total 63180 · Dues and Subscriptions	
63190 · Travel and Entertainment	
63191 · Lodging	
	Whitney Lennon {vendor}
Total 63191 · Lodging	
63193 · Airfare	
	Whitney Lennon {vendor}
Total 63193 · Airfare	
63194 · Incidentals	
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}

Mammoth Lakes Tourism Profit & Loss Detail June 2017

	<u>Name</u>
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
Total 63194 · Incidentals	
63190 · Travel and Entertainment - Other	
	Mering Carson
Total 63190 · Travel and Entertainment - Other	
Total 63190 · Travel and Entertainment	
63200 · Meals	
	Toomey Catering & Carry
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Mama's Kitchen
	Michael Vanderhurst {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
	Whitney Lennon {vendor}
Total 63200 · Meals	
63270 · Production	
	Mountain Studio
	Scarlet Letters Copywriting
	Mering Carson
	Mering Carson
	Mering Carson
	Mering Carson
	Mering Carson
Total 63270 · Production	
63000 · Marketing - Other	
	FedEx
Total 63000 · Marketing - Other	
Total 63000 · Marketing	
66000 · Interactive	
66020 · Website Development & Maint.	
	Town of Mammoth Lakes
	OAG Aviation Worldwide LLC
	OAG Aviation Worldwide LLC
	Wufoo.com
	Miles Partnership
	Miles Partnership
	Miles Partnership
	Miles Partnership
Total 66020 · Website Development & Maint.	

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Name

66030 · Search Engine Optimiz. (SEO)

Next Day Flyers
Miles Partnership

Total 66030 · Search Engine Optimiz. (SEO)

66040 · Content

Shell
Monica Prella
USDA Forest Service
USDA Forest Service
Mike McKenna
Jason M. Abplanalp

Total 66040 · Content

66050 · Search Engine Marketing (SEM)

Mering Carson

Total 66050 · Search Engine Marketing (SEM)

66060 · Digital Advertising

Mering Carson

Total 66060 · Digital Advertising

66120 · Hardware/ Software

JMAC Supply
Whitney Lennon {vendor}

Total 66120 · Hardware/ Software

66130 · Hosting

Drop Box
Mailchimp
Miles Partnership

Total 66130 · Hosting

66140 · Social Media

Sprout Social
Facebook.com
Facebook.com

Total 66140 · Social Media

Total 66000 · Interactive

Total Marketing & Interactive

64000 · Sales

64010 · International Travel Shows

Gate 7 Pty Ltd

Total 64010 · International Travel Shows

64040 · Travel & Entertainment

64041 · Lodging

Michael Vanderhurst {vendor}

Total 64041 · Lodging

64042 · Gas/Mileage

Michael Vanderhurst {vendor}

Total 64042 · Gas/Mileage

64043 · Airfare

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Name</u>
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
Total 64043 · Airfare	
64044 · Incidentals	
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
Total 64044 · Incidentals	
Total 64040 · Travel & Entertainment	
64050 · Meals	
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
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	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
	Michael Vanderhurst {vendor}
Total 64050 · Meals	
64070 · Advertising	
	Gate 7 Pty Ltd
	Brand USA
	Canusa Touristik
	Faszination
	Master Consulting FL Sri
	Atlantic Link ApS
	Murielle Nouchy Organisation
	Black Diamond Films Ltd
	Black Diamond Films Ltd
Total 64070 · Advertising	
64090 · Agency Fee	
	Atlantic Link ApS
	Aviareps Marketing Garden Holdings Ltd.
	Aviareps Marketing Garden Holdings Ltd.
Total 64090 · Agency Fee	
64100 · Promotions	
	Westin Hotel
Total 64100 · Promotions	

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Name

64110 · FAM Trip

Mammoth/Big Bear Reservations
 Michael Vanderhurst {vendor}
 Michael Vanderhurst {vendor}
 Michael Vanderhurst {vendor}
 Michael Vanderhurst {vendor}

Total 64110 · FAM Trip

64150 · Merch. COGS & Promo Items

Peak Productions
 Ouray Sportswear
 Peak Productions

Total 64150 · Merch. COGS & Promo Items

Total 64000 · Sales

65000 · Communications & PR

65010 · Fam Trips

65013 · Meals

Total 65013 · Meals

Total 65010 · Fam Trips

65050 · Sponsorship

Petra's Bistro

Total 65050 · Sponsorship

65050A · Sponsorship - Rent

Mammoth Track Club

Total 65050A · Sponsorship - Rent

65060 · Promotion

Michael Osborn

Monica Prella
 Bleu Handcrafted Foods
 Mammoth Brewing Company
 Mammoth Brewing Company
 Mammoth Brewing Company
 Christian Pondella Photography
 On Point Productions
 On Point Productions
 Facebook.com

Total 65060 · Promotion

65070 · Supplies

AMI Graphics

Total 65070 · Supplies

65080 · Agency

Lyman Agency

Total 65080 · Agency

Total 65000 · Communications & PR

Total Expense

Net Ordinary Income

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Name

Other Income/Expense

Other Income

70000 · Other Income

70200 · Interest Income

Total 70200 · Interest Income

Total 70000 · Other Income

Total Other Income

Other Expense

Needs Research

Total Needs Research

Total Other Expense

Net Other Income

Net Income

Marriott Hotels

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

Ordinary Income/Expense

Income

40110 · Rental Income - USFS

Total 40110 · Rental Income - USFS

40115 · Service Agreement Income - MLR

Total 40115 · Service Agreement Income - MLR

40600 · TOT Payments from TOML

Total 40600 · TOT Payments from TOML

40700 · True-up/(down) TOT Pmts

Total 40700 · True-up/(down) TOT Pmts

40900 · Brochure Distribution Revenue

Total 40900 · Brochure Distribution Revenue

41600 · Royalty Income - Licensing Prog

Total 41600 · Royalty Income - Licensing Prog

45000 · TBID Income

45010 · Lodging

Total 45010 · Lodging

45020 · Restaurants

Total 45020 · Restaurants

45030 · Retail

Total 45030 · Retail

45040 · Ski Area

Total 45040 · Ski Area

Total 45000 · TBID Income

45100 · TBID Income - Other

45050 · Tier 2 & 3

Total 45050 · Tier 2 & 3

45070 · TBID Penalties & Interest Inc.

Total 45070 · TBID Penalties & Interest Inc.

Total 45100 · TBID Income - Other

Total Income

Gross Profit

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

Expense

62000 · Overhead

62020 · Accounting Services

Total 62020 · Accounting Services

62040 · Internet

Total 62040 · Internet

62060 · Electricity

Total 62060 · Electricity

62080 · Janitorial Services

Total 62080 · Janitorial Services

62090 · Telephone - Landlines

Total 62090 · Telephone - Landlines

62100 · Telephone - Cellular

Total 62100 · Telephone - Cellular

62120 · Copier Usage Contract

Total 62120 · Copier Usage Contract

62130 · Postage Machine Lease

Total 62130 · Postage Machine Lease

62140 · Postage

Total 62140 · Postage

62150 · Mail Services (delivery)

Total 62150 · Mail Services (delivery)

62160 · Office Supplies

Total 62160 · Office Supplies

62200 · Gas

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

Total 62200 · Gas
62210 · Uniforms

Total 62210 · Uniforms
62220 · IT Support

Total 62220 · IT Support
62250 · Bank Charges

Total 62250 · Bank Charges
62290 · Moving Expenses

Total 62290 · Moving Expenses
62330 · Storage Unit

Total 62330 · Storage Unit
62360 · Depreciation Expense

Total 62360 · Depreciation Expense
62380 · TOML Processing Fee 2% - TBID

Total 62380 · TOML Processing Fee 2% - TBID
62390 · Bad Debt Expense

Total 62390 · Bad Debt Expense

Total 62000 · Overhead
Marketing & Interactive

63000 · Marketing
63010 · Air Subsidy

Total 63010 · Air Subsidy
63030 · Branding/Promotional Items

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

Total 63030 · Branding/Promotional Items

63040 · Contract Services

Total 63040 · Contract Services

63050 · Collateral & Printing

63051 · Printing

Total 63051 · Printing

63052 · Collateral Distribution

Total 63052 · Collateral Distribution

Total 63050 · Collateral & Printing

63090 · Magazine

Total 63090 · Magazine

63120 · Out of Home (OOH)

Total 63120 · Out of Home (OOH)

63160 · Industry Training

Total 63160 · Industry Training

63180 · Dues and Subscriptions

Total 63180 · Dues and Subscriptions

63190 · Travel and Entertainment

63191 · Lodging

Total 63191 · Lodging

63193 · Airfare

Total 63193 · Airfare

63194 · Incidentals

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Total 63194 · Incidentals

63190 · Travel and Entertainment - Other

Total 63190 · Travel and Entertainment - Other

Total 63190 · Travel and Entertainment

63200 · Meals

Total 63200 · Meals

63270 · Production

Total 63270 · Production

63000 · Marketing - Other

Total 63000 · Marketing - Other

Total 63000 · Marketing

66000 · Interactive

66020 · Website Development & Maint.

Total 66020 · Website Development & Maint.

Mammoth Lakes Tourism Profit & Loss Detail June 2017

66030 · Search Engine Optimiz. (SEO)

Total 66030 · Search Engine Optimiz. (SEO)

66040 · Content

Total 66040 · Content

66050 · Search Engine Marketing (SEM)

Total 66050 · Search Engine Marketing (SEM)

66060 · Digital Advertising

Total 66060 · Digital Advertising

66120 · Hardware/ Software

Total 66120 · Hardware/ Software

66130 · Hosting

Total 66130 · Hosting

66140 · Social Media

Total 66140 · Social Media

Total 66000 · Interactive

Total Marketing & Interactive

64000 · Sales

64010 · International Travel Shows

Total 64010 · International Travel Shows

64040 · Travel & Entertainment

64041 · Lodging

Total 64041 · Lodging

64042 · Gas/Mileage

Total 64042 · Gas/Mileage

64043 · Airfare

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

Total 64043 · Airfare

64044 · Incidentals

Total 64044 · Incidentals

Total 64040 · Travel & Entertainment

64050 · Meals

Total 64050 · Meals

64070 · Advertising

Total 64070 · Advertising

64090 · Agency Fee

Total 64090 · Agency Fee

64100 · Promotions

Total 64100 · Promotions

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

64110 · FAM Trip

Total 64110 · FAM Trip

64150 · Merch. COGS & Promo Items

Total 64150 · Merch. COGS & Promo Items

Total 64000 · Sales

65000 · Communications & PR

65010 · Fam Trips

65013 · Meals

Total 65013 · Meals

Total 65010 · Fam Trips

65050 · Sponsorship

Total 65050 · Sponsorship

65050A · Sponsorship - Rent

Total 65050A · Sponsorship - Rent

65060 · Promotion

Total 65060 · Promotion

65070 · Supplies

Total 65070 · Supplies

65080 · Agency

Total 65080 · Agency

Total 65000 · Communications & PR

Total Expense

Net Ordinary Income

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

Other Income/Expense

Other Income

70000 · Other Income

70200 · Interest Income

Total 70200 · Interest Income

Total 70000 · Other Income

Total Other Income

Other Expense

Needs Research

Total Needs Research

Total Other Expense

Net Other Income

Net Income

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

Memo

Ordinary Income/Expense

Income

40110 · Rental Income - USFS

Rent - USFS

Total 40110 · Rental Income - USFS

40115 · Service Agreement Income - MLR

Monthly Rent

Total 40115 · Service Agreement Income - MLR

40600 · TOT Payments from TOML

TOT Payment to Mammoth Lakes Tourism - June 20

Total 40600 · TOT Payments from TOML

40700 · True-up/(down) TOT Pmts

4th Quarter Reduction - Budged Reduction \$215,56;

Total 40700 · True-up/(down) TOT Pmts

40900 · Brochure Distribution Revenue

Brochure Distribution at MMH Airport - June 2017
Brochure Distribution at ML Welcome Center - June

Total 40900 · Brochure Distribution Revenue

41600 · Royalty Income - Licensing Prog

Royalty - 4/1/17 to 6/30/17

Total 41600 · Royalty Income - Licensing Prog

45000 · TBID Income

45010 · Lodging

Lodging

Total 45010 · Lodging

45020 · Restaurants

Restaurants

Total 45020 · Restaurants

45030 · Retail

Retail

Total 45030 · Retail

45040 · Ski Area

Ski/Other

Total 45040 · Ski Area

Total 45000 · TBID Income

45100 · TBID Income - Other

45050 · Tier 2 & 3

TBID Income - Tier 2 & 3

Total 45050 · Tier 2 & 3

45070 · TBID Penalties & Interest Inc.

TBID - Penalties & Interest
TBID - Penalties & Interest

Total 45070 · TBID Penalties & Interest Inc.

Total 45100 · TBID Income - Other

Total Income

Gross Profit

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

Memo

Expense

62000 · Overhead

62020 · Accounting Services

June 2017

Total 62020 · Accounting Services

62040 · Internet

Office Internet - June 2017

Total 62040 · Internet

62060 · Electricity

Storage Unit Electricity - 5/15/17 to 6/14/17

Total 62060 · Electricity

62080 · Janitorial Services

Office Cleaning - June 2017

Total 62080 · Janitorial Services

62090 · Telephone - Landlines

Office phones

Total 62090 · Telephone - Landlines

62100 · Telephone - Cellular

Mobile phones - JU, WL, MV, LK and JW

Total 62100 · Telephone - Cellular

62120 · Copier Usage Contract

Copier Contract

Copier Usage - April, May & June 2017

Total 62120 · Copier Usage Contract

62130 · Postage Machine Lease

June 2017

Total 62130 · Postage Machine Lease

62140 · Postage

Postage Usage - April, May & June 2017

Total 62140 · Postage

62150 · Mail Services (delivery)

June 2017

Total 62150 · Mail Services (delivery)

62160 · Office Supplies

Office supplies

Office supplies

Office Water - June 2017

Total 62160 · Office Supplies

62200 · Gas

Gas

Gas

Gas

Gas

Gas

Gas

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Memo

Total 62200 · Gas	Gas
62210 · Uniforms	
Total 62210 · Uniforms	Team Logowear - Wray
62220 · IT Support	
Total 62220 · IT Support	Weekly Back-up
	Managed Back-ups, antivirus
	Computer Back-up Issues
	Phone work
	Phone help
62250 · Bank Charges	
Total 62250 · Bank Charges	Service Charge
	Sales Tax Adjustment - Rounding
	Sales Tax Adjustment - Rounding
62290 · Moving Expenses	
Total 62290 · Moving Expenses	Moving Expenses - Truck Rental
62330 · Storage Unit	
Total 62330 · Storage Unit	
62360 · Depreciation Expense	
Total 62360 · Depreciation Expense	Monthly Depreciation
62380 · TOML Processing Fee 2% - TBID	
Total 62380 · TOML Processing Fee 2% - TBID	Contract Services
62390 · Bad Debt Expense	
Total 62390 · Bad Debt Expense	
Total 62000 · Overhead	
Marketing & Interactive	
63000 · Marketing	
63010 · Air Subsidy	
Total 63010 · Air Subsidy	Winter 2016/2017 Air Subsidy - United Airlines
	Winter 2016/2017 Air Subsidy - Alaska Airlines
	Winter 2016/2017 Air Subsidy - JetSuiteX
63030 · Branding/Promotional Items	
Total 63030 · Branding/Promotional Items	Open House Signs + Use Tax
	Visitor Guide envelopes, including sales tax
	Open house
	Stickers for Community + Use Tax

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Memo

Total 63030 · Branding/Promotional Items

63040 · Contract Services

Total 63040 · Contract Services

63050 · Collateral & Printing

63051 · Printing

Total 63051 · Printing

63052 · Collateral Distribution

Total 63052 · Collateral Distribution

Total 63050 · Collateral & Printing

63090 · Magazine

Total 63090 · Magazine

63120 · Out of Home (OOH)

Total 63120 · Out of Home (OOH)

63160 · Industry Training

Total 63160 · Industry Training

63180 · Dues and Subscriptions

Total 63180 · Dues and Subscriptions

63190 · Travel and Entertainment

63191 · Lodging

Total 63191 · Lodging

63193 · Airfare

Total 63193 · Airfare

63194 · Incidentals

Stickers for Community

Welcome Banner at front of town

Monthly Air Consulting Fee - June 2017

Annual Strategy Meeting

Monthly Agency Fee - June 2017

Open House

Open House Signs + Use Tax

Shipping of Event Guides

Guide Distribution - Nov 2016 to June 2017

Guide Distribution Annual Contract - Oct to June 2017

Guide Distribution - June 2017

Flight Promotion - June 2017

Spring/Summer Campaign LA

Spring/Summer Campaign

Cal Travel TBID Forum - June 2017

CWC Quarterly Dues - 4/1/17 to 6/30/17

CalTravel Summit

Flight to Cal Travel

CalTravel Summit

Meeting with MeringCarson

CalTravel Summit

CalTravel Summit

CalTravel Summit

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Memo

Total 63194 · Incidentals
63190 · Travel and Entertainment - Other

Total 63190 · Travel and Entertainment - Other
Total 63190 · Travel and Entertainment
63200 · Meals

CalTravel Summit
CalTravel Summit

VR Video

Lunch with Fred Hall fishing show (7ppl)
Lunch with ESIA Regional Director
Open House Lunch with Team Prep
Breakfast with John Morris and Paul Rudder to disc
MLT Dinner - Mering Carson
Vacation Planner Printing
CalTravel Summit
CalTravel Summit
CalTravel Summit
CalTravel Summit
CalTravel Summit
CalTravel Summit
CalTravel Summit
CalTravel Summit
CalTravel Summit

Total 63200 · Meals
63270 · Production

Industry Site
Adventure Fat Checking
VR Video
Office Posters
Landing Page
Image for Campaign
ESTO Aware Process

Total 63270 · Production
63000 · Marketing - Other

Vacation Planner Proofs & CalTravel Auction Items

Total 63000 · Marketing - Other
Total 63000 · Marketing
66000 · Interactive

66020 · Website Development & Maint.

Reimbursement for 1/2 of OAG's invoice for monthly
OAG App Flightview - June 2017
Flight Route Map
Fulfillment forms
Monitization of site
Get Smart Content - June 2017
Analytics - June 2017
Monthly Maintenance/Development

Total 66020 · Website Development & Maint.

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Memo

66030 · Search Engine Optimiz. (SEO)

Open house signs incremental
SEO Reporting - June 2017

Total 66030 · Search Engine Optimiz. (SEO)

66040 · Content

Gas - Learn to fish content creation
Content
2017 MLT Film Permit
2017 MLT Film Permit
Content
Content - June 2017

Total 66040 · Content

66050 · Search Engine Marketing (SEM)

SEM

Total 66050 · Search Engine Marketing (SEM)

66060 · Digital Advertising

Spring/Summer Display & Native

Total 66060 · Digital Advertising

66120 · Hardware/ Software

Door counter for CWC - requirement for contract (+ i
Phone

Total 66120 · Hardware/ Software

66130 · Hosting

File hosting for transfers
Email marketing
Monthly Hosting

Total 66130 · Hosting

66140 · Social Media

June Social Analytics

Facebook ads

Total 66140 · Social Media

Total 66000 · Interactive

Total Marketing & Interactive

64000 · Sales

64010 · International Travel Shows

International Ski Shows (Oz)

Total 64010 · International Travel Shows

64040 · Travel & Entertainment

64041 · Lodging

IPW 2017

Total 64041 · Lodging

64042 · Gas/Mileage

Mileage in personal car from ML to Reno Airport (Ro

Total 64042 · Gas/Mileage

64043 · Airfare

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Memo

Total 64043 · Airfare
64044 · Incidentals

Total 64044 · Incidentals
Total 64040 · Travel & Entertainment
64050 · Meals

IPW 2017
IPW 2017

IPW 2017
IPW 2017

IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017
IPW 2017

Total 64050 · Meals
64070 · Advertising

Oz Co-ops Ad Campaigns
Marketing Campaign with Brand USA
Co-op Marketing with German wholesaler
Co-op marketing with German wholesaler
Co-op marketing advertising in Italy
Co-op marketing advertising in Scandinavia
Co-op & Advertising in France
UK Co-op Tour operator
Agency travel expenses

Total 64070 · Advertising
64090 · Agency Fee

2017 Agency Fee
2016/2017 China Agency Representation per MV
2016/2017 China Agency Representation per MV

Total 64090 · Agency Fee
64100 · Promotions

Welcome reception for League of California cities - J

Total 64100 · Promotions

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Memo

64110 · FAM Trip

FAM Trip
FAM Dinner - Italian Film Crew
FAM Breakfast - Italian Film Crew
FAM Lunch - Italian Film Crew
FAM Dinner - Italian Film Crew

Total 64110 · FAM Trip

64150 · Merch. COGS & Promo Items

MLT Swag + Use Tax
MLT T-Shirts
Branded Swag + Use Tax
Inventory as of 6/30/17 per Michael Vanderhurst

Total 64150 · Merch. COGS & Promo Items

Total 64000 · Sales

65000 · Communications & PR

65010 · Fam Trips

65013 · Meals

Total 65013 · Meals

Total 65010 · Fam Trips

65050 · Sponsorship

Dinner w/ Media

Total 65050 · Sponsorship

Payment 3 of 3 - 2016/2017

65050A · Sponsorship - Rent

Total 65050A · Sponsorship - Rent

Crib Rent - June 2017

65060 · Promotion

Crib Blog Post
Food for open house
Venue & Alcohol for MLT Open House
Venue & Alcohol for MLT Open House
Venue & Alcohol for MLT Open House
PR Photos for Mammoth Half Marathon & Vsit Mami
Crib & PR Video for Mammoth Half Marathon
Crib Video

Total 65060 · Promotion

65070 · Supplies

Posters for Open House + Use Tax

Total 65070 · Supplies

65080 · Agency

Monthly Agency Fee - June 2017

Total 65080 · Agency

Total 65000 · Communications & PR

Total Expense

Net Ordinary Income

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

Memo

Other Income/Expense

Other Income

70000 · Other Income

70200 · Interest Income

Interest

Interest

Total 70200 · Interest Income

Total 70000 · Other Income

Total Other Income

Other Expense

Needs Research

Lodging for Visit CA Meeting - June 2017

Total Needs Research

Total Other Expense

Net Other Income

Net Income

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Class</u>	<u>Cir</u>
Ordinary Income/Expense		
Income		
40110 · Rental Income - USFS		
	MEAS. A	
Total 40110 · Rental Income - USFS		
40115 · Service Agreement Income - MLR		
	MEAS. A	
Total 40115 · Service Agreement Income - MLR		
40600 · TOT Payments from TOML		
)17 MEAS. A	
Total 40600 · TOT Payments from TOML		
40700 · True-up/(down) TOT Pmts		
	2 an MEAS. A	
Total 40700 · True-up/(down) TOT Pmts		
40900 · Brochure Distribution Revenue		
	MEAS. A	
	201 MEAS. A	
Total 40900 · Brochure Distribution Revenue		
41600 · Royalty Income - Licensing Prog		
	MEAS. A	
Total 41600 · Royalty Income - Licensing Prog		
45000 · TBID Income		
45010 · Lodging		
	TBID	
Total 45010 · Lodging		
45020 · Restaurants		
	TBID	
Total 45020 · Restaurants		
45030 · Retail		
	TBID	
Total 45030 · Retail		
45040 · Ski Area		
	TBID	
Total 45040 · Ski Area		
Total 45000 · TBID Income		
45100 · TBID Income - Other		
45050 · Tier 2 & 3		
	TBID	
Total 45050 · Tier 2 & 3		
45070 · TBID Penalties & Interest Inc.		
	TBID	
	TBID	
Total 45070 · TBID Penalties & Interest Inc.		
Total 45100 · TBID Income - Other		
Total Income		
Gross Profit		

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

Expense	<u>Class</u>	<u>Cir</u>
62000 · Overhead		
62020 · Accounting Services		
	MEAS. A	
Total 62020 · Accounting Services		
62040 · Internet		
	MEAS. A	
Total 62040 · Internet		
62060 · Electricity		
	MEAS. A	
	MEAS. A	
Total 62060 · Electricity		
62080 · Janitorial Services		
	MEAS. A	
Total 62080 · Janitorial Services		
62090 · Telephone - Landlines		
	MEAS. A	
Total 62090 · Telephone - Landlines		
62100 · Telephone - Cellular		
	MEAS. A	
Total 62100 · Telephone - Cellular		
62120 · Copier Usage Contract		
	MEAS. A	
	MEAS. A	
Total 62120 · Copier Usage Contract		
62130 · Postage Machine Lease		
	MEAS. A	
Total 62130 · Postage Machine Lease		
62140 · Postage		
	MEAS. A	
Total 62140 · Postage		
62150 · Mail Services (delivery)		
	MEAS. A	
Total 62150 · Mail Services (delivery)		
62160 · Office Supplies		
	MEAS. A	
	MEAS. A	
	MEAS. A	
Total 62160 · Office Supplies		
62200 · Gas		
	MEAS. A	
	MEAS. A	
	MEAS. A	
	MEAS. A	
	MEAS. A	
	MEAS. A	

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Class</u>	<u>Cir</u>
	MEAS. A	
Total 62200 · Gas		
62210 · Uniforms		
	MEAS. A	
Total 62210 · Uniforms		
62220 · IT Support		
	MEAS. A	
	MEAS. A	
	MEAS. A	
	MEAS. A	
	MEAS. A	
Total 62220 · IT Support		
62250 · Bank Charges		
	MEAS. A	
	MEAS. A	
	TBID	
	MEAS. A	
Total 62250 · Bank Charges		
62290 · Moving Expenses		
	MEAS. A	
Total 62290 · Moving Expenses		
62330 · Storage Unit		
	MEAS. A	
Total 62330 · Storage Unit		
62360 · Depreciation Expense		
	MEAS. A	
Total 62360 · Depreciation Expense		
62380 · TOML Processing Fee 2% - TBID		
	TBID	
Total 62380 · TOML Processing Fee 2% - TBID		
62390 · Bad Debt Expense		
	MEAS. A	
Total 62390 · Bad Debt Expense		
Total 62000 · Overhead		
Marketing & Interactive		
63000 · Marketing		
63010 · Air Subsidy		
	TBID	
	TBID	
	TBID	
Total 63010 · Air Subsidy		
63030 · Branding/Promotional Items		
	MEAS. A	
	MEAS. A	
	MEAS. A	
	MEAS. A	

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Class</u>	<u>Cir</u>
	MEAS. A	
	MEAS. A	
Total 63030 · Branding/Promotional Items		
63040 · Contract Services		
	MEAS. A	
	MEAS. A	
	TBID	
Total 63040 · Contract Services		
63050 · Collateral & Printing		
63051 · Printing		
	MEAS. A	
	TBID	
Total 63051 · Printing		
63052 · Collateral Distribution		
	MEAS. A	
	MEAS. A	
	17 MEAS. A	
	TBID	
Total 63052 · Collateral Distribution		
Total 63050 · Collateral & Printing		
63090 · Magazine		
	MEAS. A	
Total 63090 · Magazine		
63120 · Out of Home (OOH)		
	TBID	
	TBID	
Total 63120 · Out of Home (OOH)		
63160 · Industry Training		
	MEAS. A	
Total 63160 · Industry Training		
63180 · Dues and Subscriptions		
	MEAS. A	
Total 63180 · Dues and Subscriptions		
63190 · Travel and Entertainment		
63191 · Lodging		
	MEAS. A	
Total 63191 · Lodging		
63193 · Airfare		
	MEAS. A	
Total 63193 · Airfare		
63194 · Incidentals		
	MEAS. A	
	TBID	
	MEAS. A	
	MEAS. A	
	MEAS. A	

Mammoth Lakes Tourism Profit & Loss Detail June 2017

	Class	Clr
66030 · Search Engine Optimiz. (SEO)		
	MEAS. A	
	MEAS. A	
Total 66030 · Search Engine Optimiz. (SEO)		
66040 · Content		
	MEAS. A	
	MEAS. A	
	TBID	
	TBID	
	MEAS. A	
	MEAS. A	
Total 66040 · Content		
66050 · Search Engine Marketing (SEM)		
	TBID	
Total 66050 · Search Engine Marketing (SEM)		
66060 · Digital Advertising		
	TBID	
Total 66060 · Digital Advertising		
66120 · Hardware/ Software		
	use MEAS. A	
	MEAS. A	
Total 66120 · Hardware/ Software		
66130 · Hosting		
	MEAS. A	
	MEAS. A	
	MEAS. A	
Total 66130 · Hosting		
66140 · Social Media		
	MEAS. A	
	MEAS. A	
	MEAS. A	
Total 66140 · Social Media		
Total 66000 · Interactive		
Total Marketing & Interactive		
64000 · Sales		
64010 · International Travel Shows		
	MEAS. A	
Total 64010 · International Travel Shows		
64040 · Travel & Entertainment		
64041 · Lodging		
	MEAS. A	
Total 64041 · Lodging		
64042 · Gas/Mileage		
	und MEAS. A	
Total 64042 · Gas/Mileage		
64043 · Airfare		

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Class</u>	<u>Cir</u>
64110 · FAM Trip		
	TBID	
	TBID	
	TBID	
	TBID	
	TBID	
Total 64110 · FAM Trip		
64150 · Merch. COGS & Promo Items		
	MEAS. A	
	MEAS. A	
	MEAS. A	
	MEAS. A	
Total 64150 · Merch. COGS & Promo Items		
Total 64000 · Sales		
65000 · Communications & PR		
65010 · Fam Trips		
65013 · Meals		
	TBID	
Total 65013 · Meals		
Total 65010 · Fam Trips		
65050 · Sponsorship		
	MEAS. A	
Total 65050 · Sponsorship		
65050A · Sponsorship - Rent		
	MEAS. A	
Total 65050A · Sponsorship - Rent		
65060 · Promotion		
	TBID	
	MEAS. A	
	MEAS. A	
	MEAS. A	
	MEAS. A	
	mottl TBID	
	TBID	
	TBID	
	MEAS. A	
Total 65060 · Promotion		
65070 · Supplies		
	MEAS. A	
Total 65070 · Supplies		
65080 · Agency		
	MEAS. A	
Total 65080 · Agency		
Total 65000 · Communications & PR		
Total Expense		
Net Ordinary Income		

Mammoth Lakes Tourism Profit & Loss Detail June 2017

	<u>Class</u>	<u>Cir</u>
Other Income/Expense		
Other Income		
70000 · Other Income		
70200 · Interest Income		
	MEAS. A	
	TBID	
Total 70200 · Interest Income		
Total 70000 · Other Income		
Total Other Income		
Other Expense		
Needs Research		
	MEAS. A	
Total Needs Research		
Total Other Expense		
Net Other Income		
Net Income		

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

Split

Ordinary Income/Expense

Income

40110 · Rental Income - USFS

11000 · Accounts Receivable

Total 40110 · Rental Income - USFS

40115 · Service Agreement Income - MLR

11000 · Accounts Receivable

Total 40115 · Service Agreement Income - MLR

40600 · TOT Payments from TOML

11000 · Accounts Receivable

Total 40600 · TOT Payments from TOML

40700 · True-up/(down) TOT Pmts

11000 · Accounts Receivable

Total 40700 · True-up/(down) TOT Pmts

40900 · Brochure Distribution Revenue

11000 · Accounts Receivable

11000 · Accounts Receivable

Total 40900 · Brochure Distribution Revenue

41600 · Royalty Income - Licensing Prog

11000 · Accounts Receivable

Total 41600 · Royalty Income - Licensing Prog

45000 · TBID Income

45010 · Lodging

11000 · Accounts Receivable

Total 45010 · Lodging

45020 · Restaurants

11000 · Accounts Receivable

Total 45020 · Restaurants

45030 · Retail

11000 · Accounts Receivable

Total 45030 · Retail

45040 · Ski Area

11000 · Accounts Receivable

Total 45040 · Ski Area

Total 45000 · TBID Income

45100 · TBID Income - Other

45050 · Tier 2 & 3

11000 · Accounts Receivable

Total 45050 · Tier 2 & 3

45070 · TBID Penalties & Interest Inc.

11000 · Accounts Receivable

11000 · Accounts Receivable

Total 45070 · TBID Penalties & Interest Inc.

Total 45100 · TBID Income - Other

Total Income

Gross Profit

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Split

Expense

62000 · Overhead

62020 · Accounting Services

20000 · Accounts Payable

Total 62020 · Accounting Services

62040 · Internet

20000 · Accounts Payable

Total 62040 · Internet

62060 · Electricity

20000 · Accounts Payable

20000 · Accounts Payable

Total 62060 · Electricity

62080 · Janitorial Services

20000 · Accounts Payable

Total 62080 · Janitorial Services

62090 · Telephone - Landlines

21110 · CapitalOne

Total 62090 · Telephone - Landlines

62100 · Telephone - Cellular

21110 · CapitalOne

Total 62100 · Telephone - Cellular

62120 · Copier Usage Contract

21110 · CapitalOne

11000 · Accounts Receivable

Total 62120 · Copier Usage Contract

62130 · Postage Machine Lease

20000 · Accounts Payable

Total 62130 · Postage Machine Lease

62140 · Postage

11000 · Accounts Receivable

Total 62140 · Postage

62150 · Mail Services (delivery)

20000 · Accounts Payable

Total 62150 · Mail Services (delivery)

62160 · Office Supplies

21110 · CapitalOne

21110 · CapitalOne

20000 · Accounts Payable

Total 62160 · Office Supplies

62200 · Gas

21110 · CapitalOne

21110 · CapitalOne

21110 · CapitalOne

21110 · CapitalOne

21110 · CapitalOne

21110 · CapitalOne

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

	<u>Split</u>
	21110 · CapitalOne
Total 62200 · Gas	
62210 · Uniforms	
	20000 · Accounts Payable
Total 62210 · Uniforms	
62220 · IT Support	
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 62220 · IT Support	
62250 · Bank Charges	
	10100 · Checking - MEAS. A - 4904
	-SPLIT-
	62250 · Bank Charges
	20000 · Accounts Payable
Total 62250 · Bank Charges	
62290 · Moving Expenses	
	20000 · Accounts Payable
Total 62290 · Moving Expenses	
62330 · Storage Unit	
	20000 · Accounts Payable
Total 62330 · Storage Unit	
62360 · Depreciation Expense	
	15990 · Accumulated Depreciation
Total 62360 · Depreciation Expense	
62380 · TOML Processing Fee 2% - TBID	
	11000 · Accounts Receivable
Total 62380 · TOML Processing Fee 2% - TBID	
62390 · Bad Debt Expense	
	11000 · Accounts Receivable
Total 62390 · Bad Debt Expense	
Total 62000 · Overhead	
Marketing & Interactive	
63000 · Marketing	
63010 · Air Subsidy	
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 63010 · Air Subsidy	
63030 · Branding/Promotional Items	
	20000 · Accounts Payable
	21110 · CapitalOne
	21110 · CapitalOne
	20000 · Accounts Payable

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Split</u>
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 63030 · Branding/Promotional Items	
63040 · Contract Services	
	20000 · Accounts Payable
	21110 · CapitalOne
	20000 · Accounts Payable
Total 63040 · Contract Services	
63050 · Collateral & Printing	
63051 · Printing	
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 63051 · Printing	
63052 · Collateral Distribution	
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 63052 · Collateral Distribution	
Total 63050 · Collateral & Printing	
63090 · Magazine	
	20000 · Accounts Payable
Total 63090 · Magazine	
63120 · Out of Home (OOH)	
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 63120 · Out of Home (OOH)	
63160 · Industry Training	
	21110 · CapitalOne
Total 63160 · Industry Training	
63180 · Dues and Subscriptions	
	20000 · Accounts Payable
Total 63180 · Dues and Subscriptions	
63190 · Travel and Entertainment	
63191 · Lodging	
	20000 · Accounts Payable
Total 63191 · Lodging	
63193 · Airfare	
	20000 · Accounts Payable
Total 63193 · Airfare	
63194 · Incidentals	
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

	<u>Split</u>
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 63194 · Incidentals	
63190 · Travel and Entertainment - Other	
	20000 · Accounts Payable
Total 63190 · Travel and Entertainment - Other	
Total 63190 · Travel and Entertainment	
63200 · Meals	
	21110 · CapitalOne
	20000 · Accounts Payable
	20000 · Accounts Payable
	21110 · CapitalOne
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 63200 · Meals	
63270 · Production	
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 63270 · Production	
63000 · Marketing - Other	
	20000 · Accounts Payable
Total 63000 · Marketing - Other	
Total 63000 · Marketing	
66000 · Interactive	
66020 · Website Development & Maint.	
	11000 · Accounts Receivable
	20000 · Accounts Payable
	20000 · Accounts Payable
	21110 · CapitalOne
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
	20000 · Accounts Payable
Total 66020 · Website Development & Maint.	

Mammoth Lakes Tourism

Profit & Loss Detail

June 2017

Split

66030 · Search Engine Optimiz. (SEO)

21110 · CapitalOne
20000 · Accounts Payable

Total 66030 · Search Engine Optimiz. (SEO)

66040 · Content

21110 · CapitalOne
20000 · Accounts Payable
20000 · Accounts Payable
20000 · Accounts Payable
20000 · Accounts Payable
20000 · Accounts Payable

Total 66040 · Content

66050 · Search Engine Marketing (SEM)

20000 · Accounts Payable

Total 66050 · Search Engine Marketing (SEM)

66060 · Digital Advertising

20000 · Accounts Payable

Total 66060 · Digital Advertising

66120 · Hardware/ Software

21110 · CapitalOne
20000 · Accounts Payable

Total 66120 · Hardware/ Software

66130 · Hosting

21110 · CapitalOne
21110 · CapitalOne
20000 · Accounts Payable

Total 66130 · Hosting

66140 · Social Media

21110 · CapitalOne
21110 · CapitalOne
21110 · CapitalOne

Total 66140 · Social Media

Total 66000 · Interactive

Total Marketing & Interactive

64000 · Sales

64010 · International Travel Shows

20000 · Accounts Payable

Total 64010 · International Travel Shows

64040 · Travel & Entertainment

64041 · Lodging

20000 · Accounts Payable

Total 64041 · Lodging

64042 · Gas/Mileage

20000 · Accounts Payable

Total 64042 · Gas/Mileage

64043 · Airfare

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Split

64110 · FAM Trip

21110 · CapitalOne
 20000 · Accounts Payable
 20000 · Accounts Payable
 20000 · Accounts Payable
 20000 · Accounts Payable

Total 64110 · FAM Trip

64150 · Merch. COGS & Promo Items

20000 · Accounts Payable
 20000 · Accounts Payable
 20000 · Accounts Payable
 12100 · Inventory

Total 64150 · Merch. COGS & Promo Items

Total 64000 · Sales

65000 · Communications & PR

65010 · Fam Trips

65013 · Meals

20000 · Accounts Payable

Total 65013 · Meals

Total 65010 · Fam Trips

65050 · Sponsorship

20000 · Accounts Payable

Total 65050 · Sponsorship

65050A · Sponsorship - Rent

20000 · Accounts Payable

Total 65050A · Sponsorship - Rent

65060 · Promotion

20000 · Accounts Payable
 21110 · CapitalOne
 21110 · CapitalOne
 21110 · CapitalOne
 21110 · CapitalOne
 20000 · Accounts Payable
 20000 · Accounts Payable
 20000 · Accounts Payable
 21110 · CapitalOne

Total 65060 · Promotion

65070 · Supplies

20000 · Accounts Payable

Total 65070 · Supplies

65080 · Agency

20000 · Accounts Payable

Total 65080 · Agency

Total 65000 · Communications & PR

Total Expense

Net Ordinary Income

Mammoth Lakes Tourism Profit & Loss Detail June 2017

Split

Other Income/Expense

Other Income

70000 · Other Income

70200 · Interest Income

10200 · Savings - MEAS. A - 5890

10210 · Savings - TBID - 7132

Total 70200 · Interest Income

Total 70000 · Other Income

Total Other Income

Other Expense

Needs Research

21110 · CapitalOne

Total Needs Research

Total Other Expense

Net Other Income

Net Income

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Debit</u>	<u>Credit</u>
Ordinary Income/Expense		
Income		
40110 · Rental Income - USFS		1,000.00
Total 40110 · Rental Income - USFS	0.00	1,000.00
40115 · Service Agreement Income - MLR		150.00
Total 40115 · Service Agreement Income - MLR	0.00	150.00
40600 · TOT Payments from TOML		97,752.00
Total 40600 · TOT Payments from TOML	0.00	97,752.00
40700 · True-up/(down) TOT Pmts		
	53,890.50	
Total 40700 · True-up/(down) TOT Pmts	53,890.50	0.00
40900 · Brochure Distribution Revenue		137.50
		443.46
Total 40900 · Brochure Distribution Revenue	0.00	580.96
41600 · Royalty Income - Licensing Prog		336.59
Total 41600 · Royalty Income - Licensing Prog	0.00	336.59
45000 · TBID Income		
45010 · Lodging		70,919.89
Total 45010 · Lodging	0.00	70,919.89
45020 · Restaurants		68,564.11
Total 45020 · Restaurants	0.00	68,564.11
45030 · Retail		77,837.26
Total 45030 · Retail	0.00	77,837.26
45040 · Ski Area		27,640.36
Total 45040 · Ski Area	0.00	27,640.36
Total 45000 · TBID Income	0.00	244,961.62
45100 · TBID Income - Other		
45050 · Tier 2 & 3		
Total 45050 · Tier 2 & 3	0.00	0.00
45070 · TBID Penalties & Interest Inc.		5,010.09
Total 45070 · TBID Penalties & Interest Inc.	0.00	7,543.65
Total 45100 · TBID Income - Other	0.00	7,543.65
Total Income	53,890.50	352,324.82
Gross Profit	53,890.50	352,324.82

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

Expense	<u>Debit</u>	<u>Credit</u>
62000 · Overhead		
62020 · Accounting Services		
	1,799.45	
Total 62020 · Accounting Services	<u>1,799.45</u>	<u>0.00</u>
62040 · Internet		
	315.00	
Total 62040 · Internet	<u>315.00</u>	<u>0.00</u>
62060 · Electricity		
	23.87	
	340.32	
Total 62060 · Electricity	<u>364.19</u>	<u>0.00</u>
62080 · Janitorial Services		
	240.00	
Total 62080 · Janitorial Services	<u>240.00</u>	<u>0.00</u>
62090 · Telephone - Landlines		
	369.64	
Total 62090 · Telephone - Landlines	<u>369.64</u>	<u>0.00</u>
62100 · Telephone - Cellular		
	548.76	
Total 62100 · Telephone - Cellular	<u>548.76</u>	<u>0.00</u>
62120 · Copier Usage Contract		
	806.44	
		277.55
Total 62120 · Copier Usage Contract	<u>806.44</u>	<u>277.55</u>
62130 · Postage Machine Lease		
	224.18	
Total 62130 · Postage Machine Lease	<u>224.18</u>	<u>0.00</u>
62140 · Postage		
		277.90
Total 62140 · Postage	<u>0.00</u>	<u>277.90</u>
62150 · Mail Services (delivery)		
	135.00	
Total 62150 · Mail Services (delivery)	<u>135.00</u>	<u>0.00</u>
62160 · Office Supplies		
	159.43	
	420.06	
	62.75	
Total 62160 · Office Supplies	<u>642.24</u>	<u>0.00</u>
62200 · Gas		
	59.00	
	55.00	
	57.39	
	74.00	
	41.70	
	55.66	

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

	<u>Debit</u>	<u>Credit</u>
	35.00	
Total 62200 · Gas	377.75	0.00
62210 · Uniforms		
	26.94	
Total 62210 · Uniforms	26.94	0.00
62220 · IT Support		
	80.00	
	80.00	
	35.50	
	105.00	
	62.50	
Total 62220 · IT Support	363.00	0.00
62250 · Bank Charges		
	3.25	
	0.01	
	0.19	
	68.90	
Total 62250 · Bank Charges	72.35	0.00
62290 · Moving Expenses		
	461.00	
Total 62290 · Moving Expenses	461.00	0.00
62330 · Storage Unit		
	385.00	
Total 62330 · Storage Unit	385.00	0.00
62360 · Depreciation Expense		
	490.75	
Total 62360 · Depreciation Expense	490.75	0.00
62380 · TOML Processing Fee 2% - TBID		
	5,050.10	
Total 62380 · TOML Processing Fee 2% - TBID	5,050.10	0.00
62390 · Bad Debt Expense		
	150.00	
Total 62390 · Bad Debt Expense	150.00	0.00
Total 62000 · Overhead	12,821.79	555.45
Marketing & Interactive		
63000 · Marketing		
63010 · Air Subsidy		
	422,621.00	
	513,361.00	
	150,273.41	
Total 63010 · Air Subsidy	1,086,255.41	0.00
63030 · Branding/Promotional Items		
	430.92	
	2,197.48	
	118.41	
	3,030.73	

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Debit</u>	<u>Credit</u>
	3,728.15	
	292.24	
Total 63030 · Branding/Promotional Items	9,797.93	0.00
63040 · Contract Services		
	2,625.00	
	93.84	
	15,000.00	
Total 63040 · Contract Services	17,718.84	0.00
63050 · Collateral & Printing		
63051 · Printing		
	112.50	
	316.26	
Total 63051 · Printing	428.76	0.00
63052 · Collateral Distribution		
	940.56	
	8,865.89	
	4,173.12	
	3,217.05	
Total 63052 · Collateral Distribution	17,196.62	0.00
Total 63050 · Collateral & Printing	17,625.38	0.00
63090 · Magazine		
	4,492.00	
Total 63090 · Magazine	4,492.00	0.00
63120 · Out of Home (OOH)		
	43,683.35	
	36,167.15	
Total 63120 · Out of Home (OOH)	79,850.50	0.00
63160 · Industry Training		
	235.00	
Total 63160 · Industry Training	235.00	0.00
63180 · Dues and Subscriptions		
	1,250.00	
Total 63180 · Dues and Subscriptions	1,250.00	0.00
63190 · Travel and Entertainment		
63191 · Lodging		
	1,033.32	
Total 63191 · Lodging	1,033.32	0.00
63193 · Airfare		
	326.40	
Total 63193 · Airfare	326.40	0.00
63194 · Incidentals		
	50.00	
	12.00	
	27.00	
	12.00	
	12.00	

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Debit</u>	<u>Credit</u>
	50.00	
	235.64	
Total 63194 · Incidentals	398.64	0.00
63190 · Travel and Entertainment - Other		
		1,179.00
Total 63190 · Travel and Entertainment - Other	0.00	1,179.00
Total 63190 · Travel and Entertainment	1,758.36	1,179.00
63200 · Meals		
	223.33	
	39.26	
	77.34	
	16.43	
	485.89	
	13.90	
	14.40	
	10.70	
	20.64	
	19.24	
	4.23	
	15.01	
	17.85	
	8.80	
Total 63200 · Meals	967.02	0.00
63270 · Production		
	900.00	
	5,418.00	
	13,000.00	
	525.84	
	500.00	
	1,179.00	
	125.00	
Total 63270 · Production	21,647.84	0.00
63000 · Marketing - Other		
	76.31	
Total 63000 · Marketing - Other	76.31	0.00
Total 63000 · Marketing	1,241,674.59	1,179.00
66000 · Interactive		
66020 · Website Development & Maint.		247.50
	495.00	
	600.00	
	14.95	
	1,300.00	
	1,750.00	
	780.00	
	3,900.00	
Total 66020 · Website Development & Maint.	8,839.95	247.50

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Debit</u>	<u>Credit</u>
66030 · Search Engine Optimiz. (SEO)		
	32.27	
	1,775.00	
Total 66030 · Search Engine Optimiz. (SEO)	1,807.27	0.00
66040 · Content		
	60.28	
	400.00	
	1,537.74	
	246.00	
	800.00	
	400.00	
Total 66040 · Content	3,444.02	0.00
66050 · Search Engine Marketing (SEM)		
	11,511.23	
Total 66050 · Search Engine Marketing (SEM)	11,511.23	0.00
66060 · Digital Advertising		
	145,018.54	
Total 66060 · Digital Advertising	145,018.54	0.00
66120 · Hardware/ Software		
	218.44	
	66.60	
Total 66120 · Hardware/ Software	285.04	0.00
66130 · Hosting		
	795.00	
	429.00	
	750.00	
Total 66130 · Hosting	1,974.00	0.00
66140 · Social Media		
	99.00	
	334.36	
	56.07	
Total 66140 · Social Media	489.43	0.00
Total 66000 · Interactive	173,369.48	247.50
Total Marketing & Interactive	1,415,044.07	1,426.50
64000 · Sales		
64010 · International Travel Shows		
	5,045.44	
Total 64010 · International Travel Shows	5,045.44	0.00
64040 · Travel & Entertainment		
64041 · Lodging		
	3,321.82	
Total 64041 · Lodging	3,321.82	0.00
64042 · Gas/Mileage		
	179.76	
Total 64042 · Gas/Mileage	179.76	0.00
64043 · Airfare		

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 June 2017

	<u>Debit</u>	<u>Credit</u>
	748.60	
	43.04	
Total 64043 · Airfare	<u>791.64</u>	<u>0.00</u>
64044 · Incidentals		
	66.63	
	86.00	
Total 64044 · Incidentals	<u>152.63</u>	<u>0.00</u>
Total 64040 · Travel & Entertainment	<u>4,445.85</u>	<u>0.00</u>
64050 · Meals		
	8.56	
	35.07	
	23.15	
	30.00	
	55.00	
	40.00	
	36.00	
	33.00	
	100.00	
	38.48	
	72.00	
	151.00	
	26.40	
	90.00	
	140.00	
	15.00	
	30.00	
	8.38	
Total 64050 · Meals	<u>932.04</u>	<u>0.00</u>
64070 · Advertising		
	15,000.00	
	35,000.00	
	7,900.00	
	5,340.00	
	10,777.00	
	10,020.00	
	17,761.00	
	10,000.00	
	91.49	
Total 64070 · Advertising	<u>111,889.49</u>	<u>0.00</u>
64090 · Agency Fee		
	5,020.00	
	10,003.50	
	10,003.50	
Total 64090 · Agency Fee	<u>25,027.00</u>	<u>0.00</u>
64100 · Promotions		
	459.25	
Total 64100 · Promotions	<u>459.25</u>	<u>0.00</u>

Mammoth Lakes Tourism
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 June 2017

	<u>Debit</u>	<u>Credit</u>
64110 · FAM Trip		
	73.95	
	320.00	
	28.99	
	130.00	
	141.00	
Total 64110 · FAM Trip	<u>693.94</u>	<u>0.00</u>
64150 · Merch. COGS & Promo Items		
	2,702.05	
	8,348.17	
	808.13	
	6,970.00	
Total 64150 · Merch. COGS & Promo Items	<u>18,828.35</u>	<u>0.00</u>
Total 64000 · Sales	167,321.36	0.00
65000 · Communications & PR		
65010 · Fam Trips		
65013 · Meals		
	122.36	
Total 65013 · Meals	<u>122.36</u>	<u>0.00</u>
Total 65010 · Fam Trips	122.36	0.00
65050 · Sponsorship		
	10,000.00	
Total 65050 · Sponsorship	<u>10,000.00</u>	<u>0.00</u>
65050A · Sponsorship - Rent		
	3,000.00	
Total 65050A · Sponsorship - Rent	<u>3,000.00</u>	<u>0.00</u>
65060 · Promotion		
	200.00	
	2,481.60	
	110.43	
	311.98	
	874.00	
	1,000.00	
	1,200.00	
	2,580.00	
	199.79	
Total 65060 · Promotion	<u>8,957.80</u>	<u>0.00</u>
65070 · Supplies		
	555.20	
Total 65070 · Supplies	<u>555.20</u>	<u>0.00</u>
65080 · Agency		
	7,000.00	
Total 65080 · Agency	<u>7,000.00</u>	<u>0.00</u>
Total 65000 · Communications & PR	<u>29,635.36</u>	<u>0.00</u>
Total Expense	<u>1,624,822.58</u>	<u>1,981.95</u>
Net Ordinary Income	1,678,713.08	354,306.77

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Debit</u>	<u>Credit</u>
Other Income/Expense		
Other Income		
70000 · Other Income		
70200 · Interest Income		0.12
		<u>0.12</u>
Total 70200 · Interest Income	<u>0.00</u>	<u>0.24</u>
Total 70000 · Other Income	<u>0.00</u>	<u>0.24</u>
Total Other Income	0.00	0.24
Other Expense		
Needs Research		
	1,114.28	
Total Needs Research	<u>1,114.28</u>	<u>0.00</u>
Total Other Expense	<u>1,114.28</u>	<u>0.00</u>
Net Other Income	1,114.28	0.24
Net Income	<u><u>1,679,827.36</u></u>	<u><u>354,307.01</u></u>

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	Balance
Ordinary Income/Expense	
Income	
40110 · Rental Income - USFS	
	1,000.00
Total 40110 · Rental Income - USFS	1,000.00
40115 · Service Agreement Income - MLR	
	150.00
Total 40115 · Service Agreement Income - MLR	150.00
40600 · TOT Payments from TOML	
	97,752.00
Total 40600 · TOT Payments from TOML	97,752.00
40700 · True-up/(down) TOT Pmts	
	-53,890.50
Total 40700 · True-up/(down) TOT Pmts	-53,890.50
40900 · Brochure Distribution Revenue	
	137.50
	580.96
Total 40900 · Brochure Distribution Revenue	580.96
41600 · Royalty Income - Licensing Prog	
	336.59
Total 41600 · Royalty Income - Licensing Prog	336.59
45000 · TBID Income	
45010 · Lodging	
	70,919.89
Total 45010 · Lodging	70,919.89
45020 · Restaurants	
	68,564.11
Total 45020 · Restaurants	68,564.11
45030 · Retail	
	77,837.26
Total 45030 · Retail	77,837.26
45040 · Ski Area	
	27,640.36
Total 45040 · Ski Area	27,640.36
Total 45000 · TBID Income	244,961.62
45100 · TBID Income - Other	
45050 · Tier 2 & 3	
	0.00
Total 45050 · Tier 2 & 3	0.00
45070 · TBID Penalties & Interest Inc.	
	5,010.09
	7,543.65
Total 45070 · TBID Penalties & Interest Inc.	7,543.65
Total 45100 · TBID Income - Other	7,543.65
Total Income	298,434.32
Gross Profit	298,434.32

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

Expense	<u>Balance</u>
62000 · Overhead	
62020 · Accounting Services	
	1,799.45
Total 62020 · Accounting Services	<u>1,799.45</u>
62040 · Internet	
	315.00
Total 62040 · Internet	<u>315.00</u>
62060 · Electricity	
	23.87
	364.19
Total 62060 · Electricity	<u>364.19</u>
62080 · Janitorial Services	
	240.00
Total 62080 · Janitorial Services	<u>240.00</u>
62090 · Telephone - Landlines	
	369.64
Total 62090 · Telephone - Landlines	<u>369.64</u>
62100 · Telephone - Cellular	
	548.76
Total 62100 · Telephone - Cellular	<u>548.76</u>
62120 · Copier Usage Contract	
	806.44
	528.89
Total 62120 · Copier Usage Contract	<u>528.89</u>
62130 · Postage Machine Lease	
	224.18
Total 62130 · Postage Machine Lease	<u>224.18</u>
62140 · Postage	
	-277.90
Total 62140 · Postage	<u>-277.90</u>
62150 · Mail Services (delivery)	
	135.00
Total 62150 · Mail Services (delivery)	<u>135.00</u>
62160 · Office Supplies	
	159.43
	579.49
	642.24
Total 62160 · Office Supplies	<u>642.24</u>
62200 · Gas	
	59.00
	114.00
	171.39
	245.39
	287.09
	342.75

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Balance</u>
	377.75
Total 62200 · Gas	377.75
62210 · Uniforms	
	26.94
Total 62210 · Uniforms	26.94
62220 · IT Support	
	80.00
	160.00
	195.50
	300.50
	363.00
Total 62220 · IT Support	363.00
62250 · Bank Charges	
	3.25
	3.26
	3.45
	72.35
Total 62250 · Bank Charges	72.35
62290 · Moving Expenses	
	461.00
Total 62290 · Moving Expenses	461.00
62330 · Storage Unit	
	385.00
Total 62330 · Storage Unit	385.00
62360 · Depreciation Expense	
	490.75
Total 62360 · Depreciation Expense	490.75
62380 · TOML Processing Fee 2% - TBID	
	5,050.10
Total 62380 · TOML Processing Fee 2% - TBID	5,050.10
62390 · Bad Debt Expense	
	150.00
Total 62390 · Bad Debt Expense	150.00
Total 62000 · Overhead	12,266.34
Marketing & Interactive	
63000 · Marketing	
63010 · Air Subsidy	
	422,621.00
	935,982.00
	1,086,255.41
Total 63010 · Air Subsidy	1,086,255.41
63030 · Branding/Promotional Items	
	430.92
	2,628.40
	2,746.81
	5,777.54

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	Balance
	9,505.69
	9,797.93
Total 63030 · Branding/Promotional Items	9,797.93
63040 · Contract Services	
	2,625.00
	2,718.84
	17,718.84
Total 63040 · Contract Services	17,718.84
63050 · Collateral & Printing	
63051 · Printing	
	112.50
	428.76
Total 63051 · Printing	428.76
63052 · Collateral Distribution	
	940.56
	9,806.45
	13,979.57
	17,196.62
Total 63052 · Collateral Distribution	17,196.62
Total 63050 · Collateral & Printing	17,625.38
63090 · Magazine	
	4,492.00
Total 63090 · Magazine	4,492.00
63120 · Out of Home (OOH)	
	43,683.35
	79,850.50
Total 63120 · Out of Home (OOH)	79,850.50
63160 · Industry Training	
	235.00
Total 63160 · Industry Training	235.00
63180 · Dues and Subscriptions	
	1,250.00
Total 63180 · Dues and Subscriptions	1,250.00
63190 · Travel and Entertainment	
63191 · Lodging	
	1,033.32
Total 63191 · Lodging	1,033.32
63193 · Airfare	
	326.40
Total 63193 · Airfare	326.40
63194 · Incidentals	
	50.00
	62.00
	89.00
	101.00
	113.00

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Balance</u>
	163.00
	<u>398.64</u>
Total 63194 · Incidentals	398.64
63190 · Travel and Entertainment - Other	
	-1,179.00
Total 63190 · Travel and Entertainment - Other	<u>-1,179.00</u>
Total 63190 · Travel and Entertainment	579.36
63200 · Meals	
	223.33
	262.59
	339.93
	356.36
	842.25
	856.15
	870.55
	881.25
	901.89
	921.13
	925.36
	940.37
	958.22
	<u>967.02</u>
Total 63200 · Meals	967.02
63270 · Production	
	900.00
	6,318.00
	19,318.00
	19,843.84
	20,343.84
	21,522.84
	<u>21,647.84</u>
Total 63270 · Production	21,647.84
63000 · Marketing - Other	
	76.31
Total 63000 · Marketing - Other	<u>76.31</u>
Total 63000 · Marketing	1,240,495.59
66000 · Interactive	
66020 · Website Development & Maint.	
	-247.50
	247.50
	847.50
	862.45
	2,162.45
	3,912.45
	4,692.45
	<u>8,592.45</u>
Total 66020 · Website Development & Maint.	8,592.45

Mammoth Lakes Tourism Profit & Loss Detail June 2017

	<u>Balance</u>
66030 · Search Engine Optimiz. (SEO)	
	32.27
	<u>1,807.27</u>
Total 66030 · Search Engine Optimiz. (SEO)	1,807.27
66040 · Content	
	60.28
	460.28
	1,998.02
	2,244.02
	3,044.02
	<u>3,444.02</u>
Total 66040 · Content	3,444.02
66050 · Search Engine Marketing (SEM)	
	11,511.23
Total 66050 · Search Engine Marketing (SEM)	<u>11,511.23</u>
66060 · Digital Advertising	
	145,018.54
Total 66060 · Digital Advertising	<u>145,018.54</u>
66120 · Hardware/ Software	
	218.44
	<u>285.04</u>
Total 66120 · Hardware/ Software	285.04
66130 · Hosting	
	795.00
	1,224.00
	1,974.00
Total 66130 · Hosting	<u>1,974.00</u>
66140 · Social Media	
	99.00
	433.36
	<u>489.43</u>
Total 66140 · Social Media	<u>489.43</u>
Total 66000 · Interactive	<u>173,121.98</u>
Total Marketing & Interactive	1,413,617.57
64000 · Sales	
64010 · International Travel Shows	
	5,045.44
Total 64010 · International Travel Shows	<u>5,045.44</u>
64040 · Travel & Entertainment	
64041 · Lodging	
	3,321.82
Total 64041 · Lodging	<u>3,321.82</u>
64042 · Gas/Mileage	
	179.76
Total 64042 · Gas/Mileage	<u>179.76</u>
64043 · Airfare	

Mammoth Lakes Tourism
Profit & Loss Detail
 June 2017

	<u>Balance</u>
	748.60
	791.64
	<u>791.64</u>
Total 64043 · Airfare	
64044 · Incidentals	
	66.63
	152.63
	<u>152.63</u>
Total 64044 · Incidentals	
Total 64040 · Travel & Entertainment	4,445.85
64050 · Meals	
	8.56
	43.63
	66.78
	96.78
	151.78
	191.78
	227.78
	260.78
	360.78
	399.26
	471.26
	622.26
	648.66
	738.66
	878.66
	893.66
	923.66
	932.04
	<u>932.04</u>
Total 64050 · Meals	932.04
64070 · Advertising	
	15,000.00
	50,000.00
	57,900.00
	63,240.00
	74,017.00
	84,037.00
	101,798.00
	111,798.00
	111,889.49
	<u>111,889.49</u>
Total 64070 · Advertising	111,889.49
64090 · Agency Fee	
	5,020.00
	15,023.50
	25,027.00
	<u>25,027.00</u>
Total 64090 · Agency Fee	25,027.00
64100 · Promotions	
	459.25
	<u>459.25</u>
Total 64100 · Promotions	459.25

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

	<u>Balance</u>
64110 · FAM Trip	
	73.95
	393.95
	422.94
	552.94
	<u>693.94</u>
Total 64110 · FAM Trip	693.94
64150 · Merch. COGS & Promo Items	
	2,702.05
	11,050.22
	11,858.35
	<u>18,828.35</u>
Total 64150 · Merch. COGS & Promo Items	18,828.35
Total 64000 · Sales	167,321.36
65000 · Communications & PR	
65010 · Fam Trips	
65013 · Meals	
	<u>122.36</u>
Total 65013 · Meals	<u>122.36</u>
Total 65010 · Fam Trips	122.36
65050 · Sponsorship	
	<u>10,000.00</u>
Total 65050 · Sponsorship	10,000.00
65050A · Sponsorship - Rent	
	<u>3,000.00</u>
Total 65050A · Sponsorship - Rent	3,000.00
65060 · Promotion	
	200.00
	2,681.60
	2,792.03
	3,104.01
	3,978.01
	4,978.01
	6,178.01
	8,758.01
	<u>8,957.80</u>
Total 65060 · Promotion	8,957.80
65070 · Supplies	
	<u>555.20</u>
Total 65070 · Supplies	555.20
65080 · Agency	
	<u>7,000.00</u>
Total 65080 · Agency	<u>7,000.00</u>
Total 65000 · Communications & PR	<u>29,635.36</u>
Total Expense	<u>1,622,840.63</u>
Net Ordinary Income	<u>-1,324,406.31</u>

Mammoth Lakes Tourism
Profit & Loss Detail
June 2017

	<u>Balance</u>
Other Income/Expense	
Other Income	
70000 · Other Income	
70200 · Interest Income	
	0.12
	<u>0.24</u>
Total 70200 · Interest Income	<u>0.24</u>
Total 70000 · Other Income	<u>0.24</u>
Total Other Income	0.24
Other Expense	
Needs Research	
	1,114.28
Total Needs Research	<u>1,114.28</u>
Total Other Expense	<u>1,114.28</u>
Net Other Income	<u>-1,114.04</u>
Net Income	<u><u>-1,325,520.35</u></u>