

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

June 30, 2021

North Lake Tahoe Resort Association
Balance Sheet
As of June 30, 2021

Accrual Basis

| | Jun 30, 21 | Jun 30, 20 | \$ Change | % Change |
|---|------------------|------------------|------------------|--------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 1001-00 · Petty Cash | 158 | 158 | 0 | 0% |
| 1002-00 · Cash - Operations BOTW #8328 | 1,965,992 | 0 | 1,965,992 | 100% |
| 1003-00 · Cash - Operations BOTW #6712 | (282,177) | 565,602 | (847,778) | (150)% |
| 1007-00 · Cash - Payroll BOTW #7421 | 38,521 | 3,200 | 35,320 | 1,104% |
| 1008-00 · Marketing Reserve - Plumas | 50,356 | 50,313 | 43 | 0% |
| 1009-00 · Cash Flow Reserve - Plumas | 100,976 | 100,839 | 137 | 0% |
| 1071-00 · Payroll Reserves BOTW #8163 | 29,582 | 29,582 | 0 | 0% |
| 1080-00 · Special Events BOTW #1626 | 39,803 | 86,322 | (46,520) | (54)% |
| 10950 · Cash in Drawer | 139 | 139 | (0) | 0% |
| Total Checking/Savings | 1,943,349 | 836,155 | 1,107,194 | 132% |
| Accounts Receivable | | | | |
| 1200-00 · Quickbooks Accounts Receivable | 1,000 | 3,500 | (2,500) | (71)% |
| 1290-00 · A/R - TOT | 432,499 | 201,387 | 231,111 | 115% |
| Total Accounts Receivable | 433,499 | 204,887 | 228,611 | 112% |
| Other Current Assets | | | | |
| 1200-99 · AR Other | 3,177 | 12,881 | (9,704) | (75)% |
| 1201-00 · Member Accounts Receivable | | | | |
| 1201-01 · Member AR - Member Dues | 72,325 | 35,696 | 36,629 | 103% |
| 1201-03 · Member AR - Other | 2,895 | 1,040 | 1,855 | 178% |
| Total 1201-00 · Member Accounts Receivable | 75,220 | 36,736 | 38,484 | 105% |
| 1201-02 · Allowance for Doubtful Accounts | (49,546) | (24,987) | (24,558) | (98)% |
| 12100 · Inventory Asset | | | | |
| 1210-01 · Inventory - Other | 0 | 4,236 | (4,236) | (100)% |
| 25300 · Gift Cards Outstanding | 18 | 18 | 0 | 0% |
| 12100 · Inventory Asset - Other | 26,584 | 81,762 | (55,179) | (68)% |
| Total 12100 · Inventory Asset | 26,601 | 86,015 | (59,414) | (69)% |
| 1299 · Receivable from NLTMC | 2,416 | 0 | 2,416 | 100% |
| 1490-00 · Security Deposits | 1,150 | 1,150 | 0 | 0% |
| Total Other Current Assets | 59,019 | 111,795 | (52,776) | (47)% |
| Total Current Assets | 2,435,867 | 1,152,838 | 1,283,029 | 111% |
| Fixed Assets | | | | |
| 1700-00 · Furniture & Fixtures | 45,289 | 45,289 | 0 | 0% |
| 1701-00 · Accum. Depr. - Furn & Fix | (45,289) | (45,289) | 0 | 0% |
| 1740-00 · Computer Equipment | 11,013 | 4,270 | 6,743 | 158% |
| 1741-00 · Accum. Depr. - Computer Equip | (3,222) | (4,270) | 1,047 | 25% |
| 1750-00 · Computer Software | 20,493 | 20,493 | 0 | 0% |
| 1751-00 · Accum. Amort. - Software | (20,493) | (20,493) | 0 | 0% |
| 1770-00 · Leasehold Improvements | 24,284 | 24,284 | 0 | 0% |
| 1771-00 · Accum. Amort - Leasehold Impr | (24,284) | (24,284) | 0 | 0% |
| Total Fixed Assets | 7,791 | 0 | 7,791 | 100% |
| Other Assets | | | | |
| 1400-00 · Prepaid Expenses | | | | |
| 1410-00 · Prepaid Insurance | 2,689 | 16,326 | (13,637) | (84)% |
| 1430-00 · Prepaid 1st Class Postage | 100 | 100 | 0 | 0% |
| 1400-00 · Prepaid Expenses - Other | 6,500 | 8,751 | (2,251) | (26)% |
| Total 1400-00 · Prepaid Expenses | 9,289 | 25,177 | (15,888) | (63)% |
| Total Other Assets | 9,289 | 25,177 | (15,888) | (63)% |
| TOTAL ASSETS | 2,452,947 | 1,178,015 | 1,274,932 | 108% |
| LIABILITIES & EQUITY | | | | |
| Liabilities | | | | |

North Lake Tahoe Resort Association

Balance Sheet

As of June 30, 2021

Accrual Basis

| | Jun 30, 21 | Jun 30, 20 | \$ Change | % Change |
|--|------------------|------------------|------------------|-------------|
| Current Liabilities | | | | |
| Accounts Payable | | | | |
| 2000-00 · Accounts Payable | 39,308 | 26,683 | 12,625 | 47% |
| Total Accounts Payable | 39,308 | 26,683 | 12,625 | 47% |
| Other Current Liabilities | | | | |
| 21000 · Salaries/Wages/Payroll Liabilit | | | | |
| 2100-00 · Salaries / Wages Payable | 26,467 | 39,445 | (12,978) | (33)% |
| 2101-00 · Incentive Payable | 80,075 | 88,359 | (8,284) | (9)% |
| 2102-00 · Commissions Payable | 0 | 3,506 | (3,506) | (100)% |
| 2120-00 · Empl. Federal Tax Payable | 11,826 | 1,551 | 10,275 | 662% |
| 2175-00 · 401 (k) Plan | 4,606 | 2,626 | 1,980 | 75% |
| 2180-00 · Estimated PTO Liability | 62,280 | 54,845 | 7,435 | 14% |
| Total 21000 · Salaries/Wages/Payroll Liabilit | 185,254 | 190,332 | (5,078) | (3)% |
| 2190-00 · Sales and Use Tax Payable | | | | |
| 2195-00 · Use Tax Payable | 1,279 | 0 | 1,279 | 100% |
| 25500 · *Sales Tax Payable | 2,877 | 1,374 | 1,503 | 109% |
| Total 2190-00 · Sales and Use Tax Payable | 4,156 | 1,374 | 2,782 | 202% |
| 2250-00 · Accrued Expenses | 205,350 | 73,722 | 131,628 | 179% |
| 2300-00 · Marketing Cooperative Liabili | 0 | 6,073 | (6,073) | (100)% |
| 2400-60 · Deferred Revenue- Member Dues | 68,359 | 28,890 | 39,469 | 137% |
| 2500-00 · Deferred Revenue - TMBC | 1,290 | 1,290 | 0 | 0% |
| 2700-00 · Deferred Rev. County | 344,913 | 0 | 344,913 | 100% |
| 2900-00 · Due To/From County of Placer | 0 | 384,939 | (384,939) | (100)% |
| Total Other Current Liabilities | 809,322 | 686,621 | 122,701 | 18% |
| Total Current Liabilities | 848,630 | 713,304 | 135,326 | 19% |
| Total Liabilities | 848,630 | 713,304 | 135,326 | 19% |
| Equity | | | | |
| 32000 · Unrestricted Net Assets | (10,145) | (17,007) | 6,862 | 40% |
| 3300-11 · Designated Marketing Reserve | 324,590 | 324,590 | 0 | 0% |
| 3301 · Cash Flow Reserve | 100,248 | 100,248 | 0 | 0% |
| 3302 · Marketing Cash Reserve | 50,018 | 50,018 | 0 | 0% |
| Net Income | 1,139,606 | 6,862 | 1,132,744 | 16,509% |
| Total Equity | 1,604,317 | 464,711 | 1,139,606 | 245% |
| TOTAL LIABILITIES & EQUITY | 2,452,947 | 1,178,015 | 1,274,932 | 108% |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

| | Jun 21 | Budget | \$ Over Budget | Jul '20 - Jun ... | YTD Budget | \$ Over Budget | Annual Bud... |
|---|----------------|----------------|-----------------|-------------------|------------------|------------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 612,891 | 533,243 | 79,648 | 3,698,964 | 4,043,867 | (344,903) | 4,043,867 |
| 4200-00 · Membership Dues Revenue | 11,572 | 10,417 | 1,155 | 138,818 | 125,000 | 13,818 | 125,000 |
| 4250-00 · Revenues-Membership Activities | | | | | | | |
| 4250-01 · Community Awards | | | | | | | |
| 4250-04 · Silent Auction | 0 | 0 | 0 | 0 | 19,000 | (19,000) | 19,000 |
| 4250-05 · Sponsorships | 0 | 0 | 0 | 0 | 19,000 | (19,000) | 19,000 |
| 4250-01 · Community Awards - Other | 0 | 0 | 0 | 0 | 20,000 | (20,000) | 20,000 |
| Total 4250-01 · Community Awards | 0 | 0 | 0 | 0 | 58,000 | (58,000) | 58,000 |
| 4250-02 · Chamber Events | 0 | 0 | 0 | 0 | 6,000 | (6,000) | 6,000 |
| 4250-03 · Summer/Winter Rec Luncheon | 0 | 1,000 | (1,000) | 0 | 2,500 | (2,500) | 2,500 |
| 4251-00 · Tues AM Breakfast Club | | | | | | | |
| 4251-01 · Tues AM Breakfast Club Sponsors | 1,000 | 400 | 600 | 1,500 | 2,000 | (500) | 2,000 |
| 4251-00 · Tues AM Breakfast Club - Other | 0 | 550 | (550) | 0 | 4,000 | (4,000) | 4,000 |
| Total 4251-00 · Tues AM Breakfast Club | 1,000 | 950 | 50 | 1,500 | 6,000 | (4,500) | 6,000 |
| 4250-00 · Revenues-Membership Activities - Other | 1,370 | 0 | 1,370 | 8,045 | 0 | 8,045 | 0 |
| Total 4250-00 · Revenues-Membership Activities | 2,370 | 1,950 | 420 | 9,545 | 72,500 | (62,955) | 72,500 |
| 4253-00 · Revenue- Other | 0 | 500 | (500) | 1,525 | 2,500 | (975) | 2,500 |
| 46000 · Merchandise Sales | | | | | | | |
| 4502-00 · Non-Retail VIC income | 529 | 0 | 529 | 5,331 | 0 | 5,331 | 0 |
| 4504-00 · Retail Revenue - Other | 0 | 0 | 0 | 560 | 0 | 560 | 0 |
| 46000 · Merchandise Sales - Other | 17,319 | 10,000 | 7,319 | 104,469 | 85,000 | 19,469 | 85,000 |
| Total 46000 · Merchandise Sales | 17,848 | 10,000 | 7,848 | 110,360 | 85,000 | 25,360 | 85,000 |
| 4720-00 · Miscellaneous | 1,207 | 0 | 1,207 | 16,461 | 0 | 16,461 | 0 |
| Total Income | 645,888 | 556,110 | 89,778 | 3,975,674 | 4,328,867 | (353,194) | 4,328,867 |
| Gross Profit | 645,888 | 556,110 | 89,778 | 3,975,674 | 4,328,867 | (353,194) | 4,328,867 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5010-00 · Sales Commissions | 0 | 0 | 0 | 2,106 | 0 | 2,106 | 0 |
| 5020-00 · P/R - Tax Expense | 5,422 | 7,049 | (1,627) | 70,311 | 84,586 | (14,275) | 84,586 |
| 5030-00 · P/R - Health Insurance Expense | 11,490 | 11,750 | (260) | 120,641 | 141,000 | (20,359) | 141,000 |
| 5040-00 · P/R - Workmans Comp | 1,087 | 1,128 | (41) | 10,906 | 13,532 | (2,626) | 13,532 |
| 5060-00 · 401 (k) | 2,076 | 3,308 | (1,233) | 23,541 | 39,700 | (16,159) | 39,700 |
| 5070-00 · Other Benefits and Expenses | 1,269 | 428 | 841 | 4,822 | 5,135 | (313) | 5,135 |
| 5000-00 · Salaries & Wages - Other | 70,606 | 94,593 | (23,988) | 978,595 | 1,135,121 | (156,526) | 1,135,121 |
| Total 5000-00 · Salaries & Wages | 91,949 | 118,256 | (26,307) | 1,210,922 | 1,419,074 | (208,152) | 1,419,074 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 869 | 937 | (68) | 10,365 | 11,655 | (1,290) | 11,655 |
| 5140-00 · Repairs & Maintenance | 87 | 888 | (802) | 7,340 | 10,660 | (3,320) | 10,660 |
| 5150-00 · Office - Cleaning | 600 | 1,058 | (458) | 6,475 | 12,700 | (6,225) | 12,700 |
| 5100-00 · Rent - Other | 11,818 | 12,819 | (1,000) | 158,945 | 152,798 | 6,147 | 152,798 |
| Total 5100-00 · Rent | 13,374 | 15,702 | (2,328) | 183,125 | 187,813 | (4,687) | 187,813 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 2,665 | 1,924 | 741 | 29,615 | 23,088 | 6,527 | 23,088 |
| Total 5310-00 · Telephone | 2,665 | 1,924 | 741 | 29,615 | 23,088 | 6,527 | 23,088 |
| 5420-00 · Mail - USPS | | | | | | | |
| 5480-00 · Mail - Fed Ex | 0 | 0 | 0 | 50 | 0 | 50 | 0 |
| 5420-00 · Mail - USPS - Other | 200 | 127 | 73 | 1,466 | 1,520 | (54) | 1,520 |
| Total 5420-00 · Mail - USPS | 200 | 127 | 73 | 1,516 | 1,520 | (4) | 1,520 |
| 5510-00 · Insurance/Bonding | 269 | 1,692 | (1,423) | 9,621 | 20,300 | (10,679) | 20,300 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 251 | 287 | (36) | 10,916 | 3,440 | 7,476 | 3,440 |
| 5520-00 · Supplies - Other | 2,438 | 7,598 | (5,160) | 23,769 | 91,174 | (67,405) | 91,174 |
| Total 5520-00 · Supplies | 2,689 | 7,884 | (5,195) | 34,685 | 94,614 | (59,929) | 94,614 |
| 5610-00 · Depreciation | 153 | 0 | 153 | 1,375 | 0 | 1,375 | 0 |
| 5700-00 · Equipment Support & Maintenance | 2,524 | 2,267 | 258 | 26,845 | 27,200 | (355) | 27,200 |
| 5710-00 · Taxes, Licenses & Fees | 660 | 1,025 | (365) | 12,861 | 12,300 | 561 | 12,300 |
| 5740-00 · Equipment Rental/Leasing | 850 | 969 | (120) | 5,087 | 11,630 | (6,543) | 11,630 |
| 5800-00 · Training Seminars | 0 | 1,667 | (1,667) | 526 | 22,000 | (21,474) | 22,000 |
| 5850-00 · Artist of Month - Commissions | 0 | 250 | (250) | 3,272 | 3,000 | 272 | 3,000 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 750 | (750) | 7,320 | 9,000 | (1,680) | 9,000 |
| 5920-00 · Professional Fees - Accountant | 0 | 0 | 0 | 21,800 | 26,000 | (4,200) | 26,000 |
| 5921-00 · Professional Fees - Other | 36,054 | 13,750 | 22,304 | 119,779 | 134,000 | (14,221) | 134,000 |
| Total 5900-00 · Professional Fees | 36,054 | 14,500 | 21,554 | 148,899 | 169,000 | (20,101) | 169,000 |
| 5941-00 · Research & Planning | 0 | 11,250 | (11,250) | 0 | 55,000 | (55,000) | 55,000 |
| 6020-00 · Programs | | | | | | | |
| 6016-00 · Special Event Partnership | 36,000 | 6,250 | 29,750 | 38,926 | 50,000 | (11,074) | 50,000 |
| 6018-00 · Business Assoc. Grants | 0 | 15,000 | (15,000) | 0 | 30,000 | (30,000) | 30,000 |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

| | Jun 21 | Budget | \$ Over Budget | Jul '20 - Jun ... | YTD Budget | \$ Over Budget | Annual Bud... |
|--|---------|---------|----------------|-------------------|------------|----------------|---------------|
| Total 6020-00 · Programs | 36,000 | 21,250 | 14,750 | 38,926 | 80,000 | (41,074) | 80,000 |
| 6420-00 · Events | | | | | | | |
| 6420-01 · Sponsorships | | | | | | | |
| 6421-01 · 4th of July Fireworks | 0 | 0 | 0 | 0 | 20,000 | (20,000) | 20,000 |
| 6421-04 · Broken Arrow Skyrace | 25,000 | 0 | 25,000 | 25,000 | 25,400 | (400) | 25,400 |
| 6421-06 · Spartan | 180,900 | 180,900 | 0 | 180,900 | 180,900 | 0 | 180,900 |
| 6421-07 · Tahoe Lacrosse Tournament | 0 | 0 | 0 | 0 | 6,000 | (6,000) | 6,000 |
| 6421-10 · WinterWonderGrass - Tahoe | 0 | 0 | 0 | 0 | 24,400 | (24,400) | 24,400 |
| 6421-17 · Enduro | 0 | 0 | 0 | 0 | 31,500 | (31,500) | 31,500 |
| 6420-01 · Sponsorships - Other | 48,000 | 40,800 | 7,200 | 48,000 | 240,800 | (192,800) | 240,800 |
| Total 6420-01 · Sponsorships | 253,900 | 221,700 | 32,200 | 253,900 | 529,000 | (275,100) | 529,000 |
| 6421-00 · New Event Development | 10,000 | 2,500 | 7,500 | 28,000 | 30,000 | (2,000) | 30,000 |
| 6424-00 · Event Operation Expenses | 19,249 | 1,000 | 18,249 | 19,262 | 6,000 | 13,262 | 6,000 |
| Total 6420-00 · Events | 283,149 | 225,200 | 57,949 | 301,162 | 565,000 | (263,838) | 565,000 |
| 6423-00 · Membership Activities | | | | | | | |
| 6434-00 · Community Awards Dinner | 0 | 0 | 0 | 295 | 28,000 | (27,705) | 28,000 |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 500 | (500) | 0 | 1,000 | (1,000) | 1,000 |
| 6437-00 · Tuesday Morning Breakfast Club | 0 | 413 | (413) | 0 | 3,000 | (3,000) | 3,000 |
| 6442-00 · Public Relations/Website/Digita | 519 | 417 | 102 | 6,640 | 5,000 | 1,640 | 5,000 |
| 6423-00 · Membership Activities - Other | 0 | 417 | (417) | 2,560 | 5,000 | (2,440) | 5,000 |
| Total 6423-00 · Membership Activities | 519 | 1,746 | (1,227) | 9,495 | 42,000 | (32,505) | 42,000 |
| 6730-00 · Marketing Cooperative/Media | 0 | 76,200 | (76,200) | 421,850 | 1,000,000 | (578,150) | 1,000,000 |
| 6740-00 · Media/Collateral/Production | 9,600 | 1,667 | 7,933 | 11,425 | 20,000 | (8,575) | 20,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 795 | 23,000 | (22,205) | 114,430 | 232,000 | (117,570) | 232,000 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Year Round Shopping Campaign | 0 | 1,000 | (1,000) | 13,409 | 10,000 | 3,409 | 10,000 |
| 6743-03 · Winter Lakeside Campaign | 0 | 1,000 | (1,000) | 0 | 10,000 | (10,000) | 10,000 |
| 6743-04 · Summerlong Music Campaign | 0 | 1,000 | (1,000) | 0 | 10,000 | (10,000) | 10,000 |
| 6743-05 · Summer Mountain Campaign | 0 | 1,000 | (1,000) | 0 | 10,000 | (10,000) | 10,000 |
| 6743-06 · COVID Summer Recovery Campaign | 0 | 4,000 | (4,000) | (14,507) | 40,000 | (54,507) | 40,000 |
| 6743-07 · Winter Regional Campaign | 4,800 | 0 | 4,800 | 22,077 | 0 | 22,077 | 0 |
| 6743-08 · Summer Regional Campaign | 37,652 | 0 | 37,652 | 37,652 | 0 | 37,652 | 0 |
| 6743-00 · BACC Marketing Programs - Other | 6,950 | 0 | 6,950 | 6,950 | 0 | 6,950 | 0 |
| Total 6743-00 · BACC Marketing Programs | 49,402 | 8,000 | 41,402 | 65,580 | 80,000 | (14,420) | 80,000 |
| 7500-00 · Trade Shows/Travel | 0 | 1,250 | (1,250) | 395 | 15,000 | (14,605) | 15,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 121 | 125 | (4) | 1,682 | 1,500 | 182 | 1,500 |
| 59900 · POS Inventory Adjustments | 142 | 0 | 142 | 713 | 0 | 713 | 0 |
| 8100-01 · CGS - Other | 1,124 | 0 | 1,124 | 1,371 | 0 | 1,371 | 0 |
| 8100-00 · Cost of Goods Sold - Other | 8,926 | 4,475 | 4,451 | 54,926 | 38,000 | 16,926 | 38,000 |
| Total 8100-00 · Cost of Goods Sold | 10,312 | 4,600 | 5,712 | 58,692 | 39,500 | 19,192 | 39,500 |
| 8200-00 · Associate Relations | 265 | 135 | 130 | 3,351 | 1,600 | 1,751 | 1,600 |
| 8300-00 · Board Functions | 623 | 500 | 123 | 4,624 | 7,000 | (2,376) | 7,000 |
| 8500-00 · Credit Card Fees | 472 | 475 | (3) | 4,060 | 5,850 | (1,790) | 5,850 |
| 8600-00 · Additional Opportunites | 3,150 | 10,000 | (6,850) | 79,050 | 120,000 | (40,950) | 120,000 |
| 8700-00 · Automobile Expenses | 273 | 466 | (192) | 2,299 | 5,450 | (3,151) | 5,450 |
| 8750-00 · Meals/Meetings | 117 | 763 | (646) | 567 | 8,900 | (8,333) | 8,900 |
| 8810-00 · Dues & Subscriptions | 803 | 1,513 | (711) | 13,577 | 17,900 | (4,323) | 17,900 |
| 8910-00 · Travel | 0 | 1,100 | (1,100) | 134 | 12,600 | (12,466) | 12,600 |
| 8920-00 · Bad Debt | 0 | 0 | 0 | 38,280 | 0 | 38,280 | 0 |
| Total Expense | 546,866 | 555,376 | (8,510) | 2,836,248 | 4,299,338 | (1,463,090) | 4,299,338 |
| Net Ordinary Income | 99,022 | 734 | 98,289 | 1,139,425 | 29,529 | 1,109,896 | 29,529 |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |
| 4700-00 · Revenues- Interest & Investment | 11 | 0 | 11 | 180 | 0 | 180 | 0 |
| Total Other Income | 11 | 0 | 11 | 180 | 0 | 180 | 0 |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 0 | 0 | (0) | 0 | 0 | (0) | 0 |
| Total Other Expense | 0 | 0 | (0) | 0 | 0 | (0) | 0 |
| Net Other Income | 11 | (0) | 11 | 180 | (0) | 180 | (0) |
| Net Income | 99,033 | 734 | 98,300 | 1,139,606 | 29,529 | 1,110,077 | 29,529 |

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

June 2021

Accrual Basis

| | Jun 21 | Jun 20 | \$ Change | % Change |
|---|---------|----------|-----------|------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4050-00 · County of Placer TOT Funding | 612,891 | 150,365 | 462,526 | 308% |
| 4200-00 · Membership Dues Revenue | 11,572 | 11,342 | 229 | 2% |
| 4250-00 · Revenues-Membership Activities | | | | |
| 4251-00 · Tues AM Breakfast Club | | | | |
| 4251-01 · Tues AM Breakfast Club Sponsors | 1,000 | 0 | 1,000 | 100% |
| 4251-00 · Tues AM Breakfast Club - Other | 0 | 0 | (0) | (100)% |
| Total 4251-00 · Tues AM Breakfast Club | 1,000 | 0 | 1,000 | 1,999,900% |
| 4250-00 · Revenues-Membership Activities - Other | 1,370 | 435 | 935 | 215% |
| Total 4250-00 · Revenues-Membership Activities | 2,370 | 435 | 1,935 | 445% |
| 4350-00 · Special Events (Marketing) | 0 | 88,889 | (88,889) | (100)% |
| 4600-00 · Commissions | 0 | (11,676) | 11,676 | 100% |
| 46000 · Merchandise Sales | | | | |
| 4502-00 · Non-Retail VIC income | 529 | 0 | 529 | 100% |
| 4504-00 · Retail Revenue - Other | 0 | 6,256 | (6,256) | (100)% |
| 46000 · Merchandise Sales - Other | 17,319 | 3,714 | 13,605 | 366% |
| Total 46000 · Merchandise Sales | 17,848 | 9,971 | 7,877 | 79% |
| 4720-00 · Miscellaneous | 1,207 | 0 | 1,207 | 100% |
| Total Income | 645,888 | 249,326 | 396,562 | 159% |
| Cost of Goods Sold | | | | |
| 52900 · Purchases - Resale Items | 0 | 0 | 0 | 0% |
| Total COGS | 0 | 0 | 0 | 0% |
| Gross Profit | 645,888 | 249,326 | 396,562 | 159% |
| Expense | | | | |
| 5000-00 · Salaries & Wages | | | | |
| 5000-01 · In-Market Administration | 0 | 0 | 0 | 0% |
| 5010-00 · Sales Commissions | 0 | (2,151) | 2,151 | 100% |
| 5020-00 · P/R - Tax Expense | 5,422 | 14,533 | (9,111) | (63)% |
| 5030-00 · P/R - Health Insurance Expense | 11,490 | 12,997 | (1,507) | (12)% |
| 5040-00 · P/R - Workmans Comp | 1,087 | 884 | 203 | 23% |
| 5060-00 · 401 (k) | 2,076 | 2,306 | (231) | (10)% |
| 5070-00 · Other Benefits and Expenses | 1,269 | 872 | 397 | 46% |
| 5000-00 · Salaries & Wages - Other | 70,606 | 104,294 | (33,689) | (32)% |
| Total 5000-00 · Salaries & Wages | 91,949 | 133,737 | (41,788) | (31)% |
| 5100-00 · Rent | | | | |
| 5110-00 · Utilities | 869 | 616 | 253 | 41% |
| 5140-00 · Repairs & Maintenance | 87 | 87 | 0 | 0% |
| 5150-00 · Office - Cleaning | 600 | 1,050 | (450) | (43)% |
| 5100-00 · Rent - Other | 11,818 | 13,330 | (1,512) | (11)% |
| Total 5100-00 · Rent | 13,374 | 15,083 | (1,709) | (11)% |
| 5310-00 · Telephone | | | | |
| 5320-00 · Telephone | 2,665 | 2,170 | 495 | 23% |
| Total 5310-00 · Telephone | 2,665 | 2,170 | 495 | 23% |
| 5420-00 · Mail - USPS | | | | |
| 5480-00 · Mail - Fed Ex | 0 | 21 | (21) | (100)% |
| 5420-00 · Mail - USPS - Other | 200 | 0 | 200 | 100% |
| Total 5420-00 · Mail - USPS | 200 | 21 | 179 | 874% |
| 5510-00 · Insurance/Bonding | 269 | 269 | 0 | 0% |
| 5520-00 · Supplies | | | | |
| 5525-00 · Supplies- Computer | 251 | 0 | 251 | 100% |

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

June 2021

Accrual Basis

| | Jun 21 | Jun 20 | \$ Change | % Change |
|--|----------------|---------------|----------------|----------------|
| 5520-00 · Supplies - Other | 2,438 | 1,358 | 1,080 | 80% |
| Total 5520-00 · Supplies | 2,689 | 1,358 | 1,331 | 98% |
| 5610-00 · Depreciation | 153 | 110 | 43 | 39% |
| 5700-00 · Equipment Support & Maintenance | 2,524 | 2,844 | (320) | (11)% |
| 5710-00 · Taxes, Licenses & Fees | 660 | 1,350 | (690) | (51)% |
| 5740-00 · Equipment Rental/Leasing | 850 | 484 | 365 | 76% |
| 5900-00 · Professional Fees | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 340 | (340) | (100)% |
| 5921-00 · Professional Fees - Other | 36,054 | 0 | 36,054 | 100% |
| Total 5900-00 · Professional Fees | 36,054 | 340 | 35,714 | 10,504% |
| 6020-00 · Programs | | | | |
| 6016-00 · Special Event Partnership | 36,000 | 7,250 | 28,750 | 397% |
| 6018-00 · Business Assoc. Grants | 0 | 20,000 | (20,000) | (100)% |
| Total 6020-00 · Programs | 36,000 | 27,250 | 8,750 | 32% |
| 6420-00 · Events | | | | |
| 6420-01 · Sponsorships | | | | |
| 6023-00 · Autumn Food & Wine | 0 | 88,889 | (88,889) | (100)% |
| 6421-04 · Broken Arrow Skyrace | 25,000 | 0 | 25,000 | 100% |
| 6421-06 · Spartan | 180,900 | 0 | 180,900 | 100% |
| 6420-01 · Sponsorships - Other | 48,000 | (5,000) | 53,000 | 1,060% |
| Total 6420-01 · Sponsorships | 253,900 | 83,889 | 170,011 | 203% |
| 6421-00 · New Event Development | 10,000 | 16,000 | (6,000) | (38)% |
| 6424-00 · Event Operation Expenses | 19,249 | 0 | 19,249 | 100% |
| Total 6420-00 · Events | 283,149 | 99,889 | 183,260 | 184% |
| 6423-00 · Membership Activities | | | | |
| 6442-00 · Public Relations/Website/Digital | 519 | 477 | 42 | 9% |
| 6444-00 · Trades | 0 | 0 | 0 | 0% |
| 6423-00 · Membership Activities - Other | 0 | 295 | (295) | (100)% |
| Total 6423-00 · Membership Activities | 519 | 772 | (253) | (33)% |
| 6730-00 · Marketing Cooperative/Media | 0 | 81,918 | (81,918) | (100)% |
| 6740-00 · Media/Collateral/Production | 9,600 | 0 | 9,600 | 100% |
| 6742-00 · Non-NLT Co-Op Marketing Program | 795 | 380 | 415 | 109% |
| 6743-00 · BACC Marketing Programs | | | | |
| 6743-06 · COVID Summer Recovery Campaign | 0 | 41,433 | (41,433) | (100)% |
| 6743-07 · Winter Regional Campaign | 4,800 | 0 | 4,800 | 100% |
| 6743-08 · Summer Regional Campaign | 37,652 | 0 | 37,652 | 100% |
| 6743-00 · BACC Marketing Programs - Other | 6,950 | 0 | 6,950 | 100% |
| Total 6743-00 · BACC Marketing Programs | 49,402 | 41,433 | 7,969 | 19% |
| 8100-00 · Cost of Goods Sold | | | | |
| 51100 · Freight and Shipping Costs | 121 | 891 | (770) | (87)% |
| 59900 · POS Inventory Adjustments | 142 | 263 | (121) | (46)% |
| 8100-01 · CGS - Other | 1,124 | 11,092 | (9,968) | (90)% |
| 8100-00 · Cost of Goods Sold - Other | 8,926 | 1,870 | 7,056 | 378% |
| Total 8100-00 · Cost of Goods Sold | 10,312 | 14,115 | (3,803) | (27)% |
| 8200-00 · Associate Relations | 265 | 57 | 208 | 365% |
| 8300-00 · Board Functions | 623 | 1,710 | (1,088) | (64)% |
| 8500-00 · Credit Card Fees | 472 | 248 | 224 | 90% |
| 8600-00 · Additional Opportunitites | 3,150 | 47,456 | (44,306) | (93)% |
| 8700-00 · Automobile Expenses | 273 | 123 | 150 | 121% |
| 8750-00 · Meals/Meetings | 117 | 0 | 117 | 100% |
| 8810-00 · Dues & Subscriptions | 803 | 470 | 333 | 71% |
| 8920-00 · Bad Debt | 0 | 22,263 | (22,263) | (100)% |

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

June 2021

Accrual Basis

| | Jun 21 | Jun 20 | \$ Change | % Change |
|---|---------------|------------------|----------------|-------------|
| Total Expense | 546,866 | 495,848 | 51,017 | 10% |
| Net Ordinary Income | 99,022 | (246,522) | 345,545 | 140% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 4700-00 · Revenues- Interest & Investment | 11 | 17 | (5) | (33)% |
| Total Other Income | 11 | 17 | (5) | (33)% |
| Other Expense | | | | |
| Balancing Adjustments | 0 | 0 | 0 | 0% |
| 8990-00 · Allocated | 0 | 0 | 0 | 0% |
| Total Other Expense | 0 | 0 | 0 | 0% |
| Net Other Income | 11 | 17 | (5) | (33)% |
| Net Income | 99,033 | (246,506) | 345,539 | 140% |

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

Accrual Basis

11 - Marketing

| | Jun 21 | Budget | \$ Over Budget | Jul '20 - Jun 21 | YTD Budget | \$ Over Budget | Annual Budget |
|--|----------------|----------------|----------------|------------------|------------------|--------------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 519,610 | 439,972 | 79,638 | 2,638,770 | 2,983,682 | (344,912) | 2,983,682 |
| 4253-00 · Revenue- Other | 0 | | | 1,525 | 0 | 1,525 | 0 |
| 4720-00 · Miscellaneous | 0 | | | 1,250 | | | |
| Total Income | 519,610 | 439,972 | 79,638 | 2,641,545 | 2,983,682 | (342,137) | 2,983,682 |
| Gross Profit | 519,610 | 439,972 | 79,638 | 2,641,545 | 2,983,682 | (342,137) | 2,983,682 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 1,348 | 1,667 | (318) | 17,378 | 20,000 | (2,622) | 20,000 |
| 5030-00 · P/R - Health Insurance Expense | 3,840 | 4,000 | (160) | 38,950 | 48,000 | (9,050) | 48,000 |
| 5040-00 · P/R - Workmans Comp | 268 | 125 | 143 | 4,035 | 1,500 | 2,535 | 1,500 |
| 5060-00 · 401 (k) | 817 | 833 | (17) | 9,839 | 10,000 | (161) | 10,000 |
| 5070-00 · Other Benefits and Expenses | 557 | 142 | 416 | 1,279 | 1,700 | (421) | 1,700 |
| 5000-00 · Salaries & Wages - Other | 26,552 | 22,299 | 4,253 | 272,731 | 267,592 | 5,139 | 267,592 |
| Total 5000-00 · Salaries & Wages | 33,382 | 29,066 | 4,316 | 344,212 | 348,792 | (4,580) | 348,792 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 135 | 120 | 15 | 1,648 | 1,855 | (207) | 1,855 |
| 5140-00 · Repairs & Maintenance | 0 | 75 | (75) | 374 | 900 | (526) | 900 |
| 5150-00 · Office - Cleaning | 180 | 250 | (70) | 2,052 | 3,000 | (948) | 3,000 |
| 5100-00 · Rent - Other | 1,974 | 2,400 | (427) | 25,815 | 27,777 | (1,962) | 27,777 |
| Total 5100-00 · Rent | 2,289 | 2,845 | (556) | 29,889 | 33,532 | (3,643) | 33,532 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 626 | 549 | 77 | 6,863 | 6,588 | 276 | 6,588 |
| Total 5310-00 · Telephone | 626 | 549 | 77 | 6,863 | 6,588 | 276 | 6,588 |
| 5420-00 · Mail - USPS | | | | | | | |
| 5480-00 · Mail - Fed Ex | 0 | | | 50 | | | |
| 5420-00 · Mail - USPS - Other | 53 | 0 | 53 | 265 | 0 | 265 | 0 |
| Total 5420-00 · Mail - USPS | 53 | 0 | 53 | 315 | 0 | 315 | 0 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 95 | 0 | 95 | 4,567 | 0 | 4,567 | 0 |
| 5520-00 · Supplies - Other | 60 | 1,716 | (1,656) | 820 | 20,594 | (19,774) | 20,594 |
| Total 5520-00 · Supplies | 156 | 1,716 | (1,561) | 5,387 | 20,594 | (15,207) | 20,594 |
| 5700-00 · Equipment Support & Maintenance | 0 | 13 | (13) | 0 | 150 | (150) | 150 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 13 | (13) | 124 | 150 | (26) | 150 |
| 5740-00 · Equipment Rental/Leasing | 212 | 167 | 45 | 1,275 | 2,000 | (725) | 2,000 |
| 5800-00 · Training Seminars | 0 | 750 | (750) | 0 | 9,000 | (9,000) | 9,000 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 125 | (125) | 0 | 1,500 | (1,500) | 1,500 |
| 5921-00 · Professional Fees - Other | 0 | 1,125 | (1,125) | 13,000 | 13,500 | (500) | 13,500 |
| Total 5900-00 · Professional Fees | 0 | 1,250 | (1,250) | 13,000 | 15,000 | (2,000) | 15,000 |
| 5941-00 · Research & Planning | 0 | 10,000 | (10,000) | 0 | 40,000 | (40,000) | 40,000 |
| 6020-00 · Programs | | | | | | | |
| 6016-00 · Special Event Partnership | 36,000 | 6,250 | 29,750 | 38,926 | 50,000 | (11,074) | 50,000 |
| 6018-00 · Business Assoc. Grants | 0 | 15,000 | (15,000) | 0 | 30,000 | (30,000) | 30,000 |
| Total 6020-00 · Programs | 36,000 | 21,250 | 14,750 | 38,926 | 80,000 | (41,074) | 80,000 |
| 6420-00 · Events | | | | | | | |
| 6420-01 · Sponsorships | | | | | | | |
| 6421-01 · 4th of July Fireworks | 0 | 0 | 0 | 0 | 20,000 | (20,000) | 20,000 |
| 6421-04 · Broken Arrow Skyrace | 25,000 | 0 | 25,000 | 25,000 | 25,400 | (400) | 25,400 |
| 6421-06 · Spartan | 180,900 | 180,900 | 0 | 180,900 | 180,900 | 0 | 180,900 |
| 6421-07 · Tahoe Lacrosse Tournament | 0 | 0 | 0 | 0 | 6,000 | (6,000) | 6,000 |
| 6421-10 · WinterWonderGrass - Tahoe | 0 | 0 | 0 | 0 | 24,400 | (24,400) | 24,400 |
| 6421-17 · Enduro | 0 | 0 | 0 | 0 | 31,500 | (31,500) | 31,500 |
| 6420-01 · Sponsorships - Other | 48,000 | 40,800 | 7,200 | 48,000 | 240,800 | (192,800) | 240,800 |
| Total 6420-01 · Sponsorships | 253,900 | 221,700 | 32,200 | 253,900 | 529,000 | (275,100) | 529,000 |
| 6421-00 · New Event Development | 10,000 | 2,500 | 7,500 | 28,000 | 30,000 | (2,000) | 30,000 |
| 6424-00 · Event Operation Expenses | 19,249 | 1,000 | 18,249 | 19,262 | 6,000 | 13,262 | 6,000 |
| Total 6420-00 · Events | 283,149 | 225,200 | 57,949 | 301,162 | 565,000 | (263,838) | 565,000 |
| 6423-00 · Membership Activities | | | | | | | |
| 6424-00 · Public Relations/Website/Digital | 0 | | | 600 | | | |
| Total 6423-00 · Membership Activities | 0 | | | 600 | | | |
| 6730-00 · Marketing Cooperative/Media | 0 | 65,344 | (65,344) | 388,694 | 925,000 | (536,306) | 925,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 595 | 22,000 | (21,405) | 112,030 | 220,000 | (107,970) | 220,000 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Year Round Shopping Campaign | 0 | 1,000 | (1,000) | 13,409 | 10,000 | 3,409 | 10,000 |
| 6743-03 · Winter Lakeside Campaign | 0 | 1,000 | (1,000) | 0 | 10,000 | (10,000) | 10,000 |
| 6743-04 · Summerlong Music Campaign | 0 | 1,000 | (1,000) | 0 | 10,000 | (10,000) | 10,000 |
| 6743-05 · Summer Mountain Campaign | 0 | 1,000 | (1,000) | 0 | 10,000 | (10,000) | 10,000 |
| 6743-06 · COVID Summer Recovery Campaign | 0 | 4,000 | (4,000) | (14,507) | 40,000 | (54,507) | 40,000 |
| 6743-07 · Winter Regional Campaign | 4,800 | 0 | 4,800 | 22,077 | 0 | 22,077 | 0 |
| 6743-08 · Summer Regional Campaign | 37,652 | 0 | 37,652 | 37,652 | 0 | 37,652 | 0 |
| 6743-00 · BACC Marketing Programs - Other | 6,950 | | | 6,950 | | | |
| Total 6743-00 · BACC Marketing Programs | 49,402 | 8,000 | 41,402 | 65,580 | 80,000 | (14,420) | 80,000 |
| 7500-00 · Trade Shows/Travel | 0 | 0 | 0 | 395 | 0 | 395 | 0 |
| 8200-00 · Associate Relations | 52 | 23 | 29 | 220 | 250 | (30) | 250 |
| 8600-00 · Additional Opportunities | 2,500 | 7,917 | (5,417) | 71,250 | 95,000 | (23,750) | 95,000 |
| 8700-00 · Automobile Expenses | 34 | 136 | (103) | 363 | 1,500 | (1,137) | 1,500 |
| 8750-00 · Meals/Meetings | 47 | 250 | (203) | 63 | 2,750 | (2,687) | 2,750 |
| 8810-00 · Dues & Subscriptions | 32 | 259 | (227) | 529 | 2,850 | (2,321) | 2,850 |
| 8910-00 · Travel | 0 | 1,100 | (1,100) | 0 | 11,100 | (11,100) | 11,100 |
| 8920-00 · Bad Debt | 0 | | | 556 | | | |
| Total Expense | 408,528 | 397,847 | 10,681 | 1,381,434 | 2,459,256 | (1,077,822) | 2,459,256 |
| Net Ordinary Income | 111,082 | 42,125 | 68,956 | 1,260,111 | 524,426 | 735,685 | 524,426 |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |

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

11 - Marketing

Accrual Basis

| | Jun 21 | Budget | \$ Over Budget | Jul '20 - Jun 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|---------------|----------|----------------|------------------|------------|----------------|---------------|
| 4700-00 · Revenues- Interest & Investment | 11 | 0 | 11 | 180 | 0 | 180 | 0 |
| Total Other Income | 11 | 0 | 11 | 180 | 0 | 180 | 0 |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 30,094 | 42,125 | (12,031) | 402,082 | 524,426 | (122,345) | 524,426 |
| Total Other Expense | 30,094 | 42,125 | (12,031) | 402,082 | 524,426 | (122,345) | 524,426 |
| Net Other Income | (30,083) | (42,125) | 12,042 | (401,901) | (524,426) | 122,525 | (524,426) |
| Net Income | 80,999 | 0 | 80,999 | 858,210 | 0 | 858,210 | 0 |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

| | Jun 21 | Budget | \$ Over Budget | Jul '20 - Jun 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|---------------|----------|----------------|------------------|------------|----------------|---------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 36,241 | 36,241 | 0 | 384,054 | 384,054 | 0 | 384,054 |
| Total Income | 36,241 | 36,241 | 0 | 384,054 | 384,054 | 0 | 384,054 |
| Gross Profit | 36,241 | 36,241 | 0 | 384,054 | 384,054 | 0 | 384,054 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5010-00 · Sales Commissions | 0 | 0 | 0 | 2,106 | 0 | 2,106 | 0 |
| 5020-00 · P/R - Tax Expense | 384 | 1,157 | (773) | 13,634 | 13,886 | (252) | 13,886 |
| 5030-00 · P/R - Health Insurance Expense | 2,713 | 2,042 | 672 | 26,164 | 24,500 | 1,664 | 24,500 |
| 5040-00 · P/R - Workmans Comp | 84 | 167 | (83) | 2,604 | 2,000 | 604 | 2,000 |
| 5060-00 · 401 (k) | 214 | 500 | (286) | 6,875 | 6,000 | 875 | 6,000 |
| 5070-00 · Other Benefits and Expenses | 47 | 38 | 10 | 955 | 450 | 505 | 450 |
| 5000-00 · Salaries & Wages - Other | 3,740 | 14,030 | (10,291) | 177,846 | 168,365 | 9,481 | 168,365 |
| Total 5000-00 · Salaries & Wages | 7,181 | 17,933 | (10,752) | 230,184 | 215,201 | 14,983 | 215,201 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 97 | 75 | 22 | 1,127 | 900 | 227 | 900 |
| 5140-00 · Repairs & Maintenance | 0 | 22 | (22) | 275 | 260 | 15 | 260 |
| 5150-00 · Office - Cleaning | 133 | 142 | (8) | 1,439 | 1,700 | (261) | 1,700 |
| 5100-00 · Rent - Other | 1,290 | 1,167 | 124 | 16,957 | 14,000 | 2,957 | 14,000 |
| Total 5100-00 · Rent | 1,521 | 1,405 | 116 | 19,799 | 16,860 | 2,939 | 16,860 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 410 | 267 | 143 | 5,058 | 3,200 | 1,858 | 3,200 |
| Total 5310-00 · Telephone | 410 | 267 | 143 | 5,058 | 3,200 | 1,858 | 3,200 |
| 5420-00 · Mail - USPS | 36 | 17 | 20 | 182 | 200 | (18) | 200 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies - Computer | 0 | 45 | (45) | 1,232 | 540 | 692 | 540 |
| 5520-00 · Supplies - Other | 42 | 113 | (71) | 513 | 1,350 | (837) | 1,350 |
| Total 5520-00 · Supplies | 42 | 158 | (116) | 1,746 | 1,890 | (144) | 1,890 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 8 | (8) | 120 | 100 | 20 | 100 |
| 5740-00 · Equipment Rental/Leasing | 102 | 83 | 19 | 594 | 1,000 | (406) | 1,000 |
| 5800-00 · Training Seminars | 0 | 0 | 0 | 0 | 2,000 | (2,000) | 2,000 |
| 6730-00 · Marketing Cooperative/Media | 0 | 10,856 | (10,856) | 33,156 | 75,000 | (41,844) | 75,000 |
| 8200-00 · Associate Relations | 0 | 0 | 0 | 419 | 0 | 419 | 0 |
| 8750-00 · Meals/Meetings | 0 | 29 | (29) | 0 | 350 | (350) | 350 |
| 8810-00 · Dues & Subscriptions | 0 | 63 | (63) | 0 | 750 | (750) | 750 |
| Total Expense | 9,292 | 30,818 | (21,526) | 291,257 | 316,551 | (25,294) | 316,551 |
| Net Ordinary Income | 26,949 | 5,423 | 21,526 | 92,797 | 67,503 | 25,294 | 67,503 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 3,872 | 5,422 | (1,550) | 51,734 | 67,503 | (15,770) | 67,503 |
| Total Other Expense | 3,872 | 5,422 | (1,550) | 51,734 | 67,503 | (15,770) | 67,503 |
| Net Other Income | (3,872) | (5,422) | 1,550 | (51,734) | (67,503) | 15,770 | (67,503) |
| Net Income | 23,077 | 0 | 23,076 | 41,063 | 0 | 41,063 | 0 |

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

42 - Visitor Center

Accrual Basis

| | Jun 21 | Budget | \$ Over Budget | Jul '20 - Jun 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|----------------|----------------|----------------|------------------|-----------------|------------------|-----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 36,287 | 36,277 | 10 | 457,720 | 457,711 | 9 | 457,711 |
| 46000 · Merchandise Sales | | | | | | | |
| 4502-00 · Non-Retail VIC income | 529 | 0 | 529 | 5,331 | 0 | 5,331 | 0 |
| 4504-00 · Retail Revenue - Other | 0 | 0 | 0 | 560 | 0 | 560 | 0 |
| 46000 · Merchandise Sales - Other | 17,319 | 10,000 | 7,319 | 104,469 | 85,000 | 19,469 | 85,000 |
| Total 46000 · Merchandise Sales | 17,848 | 10,000 | 7,848 | 110,360 | 85,000 | 25,360 | 85,000 |
| Total Income | 54,135 | 46,277 | 7,858 | 568,080 | 542,711 | 25,369 | 542,711 |
| Gross Profit | 54,135 | 46,277 | 7,858 | 568,080 | 542,711 | 25,369 | 542,711 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 1,508 | 1,292 | 216 | 10,339 | 15,500 | (5,161) | 15,500 |
| 5030-00 · P/R - Health Insurance Expense | 1,274 | 1,583 | (310) | 14,340 | 19,000 | (4,660) | 19,000 |
| 5040-00 · P/R - Workmans Comp | 629 | 433 | 196 | 4,161 | 5,200 | (1,039) | 5,200 |
| 5060-00 · 401 (k) | 563 | 417 | 146 | 4,383 | 5,000 | (617) | 5,000 |
| 5070-00 · Other Benefits and Expenses | 8 | 82 | (73) | 974 | 982 | (8) | 982 |
| 5000-00 · Salaries & Wages - Other | 7,958 | 15,568 | (7,610) | 108,549 | 186,818 | (78,269) | 186,818 |
| Total 5000-00 · Salaries & Wages | 11,940 | 19,375 | (7,435) | 142,746 | 232,500 | (89,754) | 232,500 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 430 | 583 | (153) | 5,236 | 7,000 | (1,764) | 7,000 |
| 5140-00 · Repairs & Maintenance | 0 | 458 | (458) | 1,238 | 5,500 | (4,263) | 5,500 |
| 5150-00 · Office - Cleaning | 0 | 358 | (358) | 0 | 4,300 | (4,300) | 4,300 |
| 5100-00 · Rent - Other | 5,807 | 6,721 | (914) | 76,308 | 80,650 | (4,342) | 80,650 |
| Total 5100-00 · Rent | 6,237 | 8,121 | (1,884) | 82,782 | 97,450 | (14,668) | 97,450 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 378 | 238 | 141 | 4,071 | 2,850 | 1,221 | 2,850 |
| Total 5310-00 · Telephone | 378 | 238 | 141 | 4,071 | 2,850 | 1,221 | 2,850 |
| 5420-00 · Mail - USPS | 36 | 17 | 20 | 182 | 200 | (18) | 200 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 0 | 75 | (75) | 95 | 900 | (805) | 900 |
| 5520-00 · Supplies - Other | 520 | 2,917 | (2,397) | 4,030 | 35,000 | (30,970) | 35,000 |
| Total 5520-00 · Supplies | 520 | 2,992 | (2,472) | 4,126 | 35,900 | (31,774) | 35,900 |
| 5700-00 · Equipment Support & Maintenance | 0 | 4 | (4) | 0 | 50 | (50) | 50 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 4 | (4) | 31 | 50 | (19) | 50 |
| 5740-00 · Equipment Rental/Leasing | 168 | 129 | 39 | 1,009 | 1,550 | (541) | 1,550 |
| 5800-00 · Training Seminars | 0 | 250 | (250) | 0 | 3,000 | (3,000) | 3,000 |
| 5850-00 · Artist of Month - Commissions | 0 | 250 | (250) | 3,272 | 3,000 | 272 | 3,000 |
| 6740-00 · Media/Collateral/Production | 9,600 | 1,667 | 7,933 | 11,425 | 20,000 | (8,575) | 20,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 200 | 1,000 | (800) | 2,400 | 12,000 | (9,600) | 12,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 121 | 125 | (4) | 1,682 | 1,500 | 182 | 1,500 |
| 59900 · POS Inventory Adjustments | 142 | 0 | 142 | 713 | 0 | 713 | 0 |
| 8100-01 · CGS - Other | 1,124 | 0 | 1,124 | 1,371 | 0 | 1,371 | 0 |
| 8100-00 · Cost of Goods Sold - Other | 8,926 | 4,475 | 4,451 | 54,926 | 38,000 | 16,926 | 38,000 |
| Total 8100-00 · Cost of Goods Sold | 10,312 | 4,600 | 5,712 | 58,692 | 39,500 | 19,192 | 39,500 |
| 8200-00 · Associate Relations | 105 | 17 | 89 | 247 | 200 | 47 | 200 |
| 8500-00 · Credit Card Fees | 446 | 475 | (29) | 3,505 | 4,000 | (495) | 4,000 |
| 8700-00 · Automobile Expenses | 0 | 46 | (46) | 125 | 550 | (425) | 550 |
| 8750-00 · Meals/Meetings | 33 | 33 | (1) | 91 | 400 | (309) | 400 |
| 8810-00 · Dues & Subscriptions | 0 | 8 | (8) | 1,530 | 100 | 1,430 | 100 |
| 8910-00 · Travel | 0 | 0 | 0 | 0 | 1,500 | (1,500) | 1,500 |
| Total Expense | 39,975 | 39,225 | 750 | 316,232 | 454,800 | (138,568) | 454,800 |
| Net Ordinary Income | 14,160 | 7,052 | 7,108 | 251,848 | 87,911 | 163,937 | 87,911 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 5,567 | 7,062 | (1,496) | 74,378 | 87,921 | (13,543) | 87,921 |
| Total Other Expense | 5,567 | 7,062 | (1,496) | 74,378 | 87,921 | (13,543) | 87,921 |
| Net Other Income | (5,567) | (7,062) | 1,496 | (74,378) | (87,921) | 13,543 | (87,921) |
| Net Income | 8,593 | (10) | 8,603 | 177,470 | (10) | 177,480 | (10) |

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

Accrual Basis

51 - TMPI

| | Jun 21 | Budget | \$ Over Bu... | Jul '20 - Ju... | YTD Budget | \$ Over Bu... | Annual Bu... |
|---|-----------------|----------|-----------------|-----------------|------------|---------------|--------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 20,753 | 20,753 | 0 | 218,419 | 218,419 | 0 | 218,419 |
| Total Income | 20,753 | 20,753 | 0 | 218,419 | 218,419 | 0 | 218,419 |
| Gross Profit | 20,753 | 20,753 | 0 | 218,419 | 218,419 | 0 | 218,419 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 99 | 225 | (126) | 1,276 | 2,700 | (1,424) | 2,700 |
| 5030-00 · P/R - Health Insurance Expense | 154 | 167 | (13) | 1,839 | 2,000 | (161) | 2,000 |
| 5040-00 · P/R - Workmans Comp | 9 | 175 | (166) | 85 | 2,100 | (2,015) | 2,100 |
| 5060-00 · 401 (k) | 0 | 167 | (167) | 0 | 2,000 | (2,000) | 2,000 |
| 5070-00 · Other Benefits and Expenses | 1 | 17 | (16) | 9 | 203 | (194) | 203 |
| 5000-00 · Salaries & Wages - Other | 2,206 | 3,836 | (1,629) | 20,510 | 46,026 | (25,516) | 46,026 |
| Total 5000-00 · Salaries & Wages | 2,469 | 4,586 | (2,117) | 23,719 | 55,029 | (31,310) | 55,029 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 5 | 0 | 5 | 53 | 0 | 53 | 0 |
| 5140-00 · Repairs & Maintenance | 0 | 0 | 0 | 14 | 0 | 14 | 0 |
| 5150-00 · Office - Cleaning | 7 | 0 | 7 | 72 | 0 | 72 | 0 |
| 5100-00 · Rent - Other | 65 | 0 | 65 | 848 | 0 | 848 | 0 |
| Total 5100-00 · Rent | 76 | 0 | 76 | 986 | 0 | 986 | 0 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 22 | 0 | 22 | 228 | 0 | 228 | 0 |
| Total 5310-00 · Telephone | 22 | 0 | 22 | 228 | 0 | 228 | 0 |
| 5420-00 · Mail - USPS | 2 | | | 9 | 0 | 9 | 0 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 0 | 0 | 0 | 3 | 0 | 3 | 0 |
| 5520-00 · Supplies - Other | 2 | 2,083 | (2,081) | 13,823 | 25,000 | (11,177) | 25,000 |
| Total 5520-00 · Supplies | 2 | 2,083 | (2,081) | 13,826 | 25,000 | (11,174) | 25,000 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 1 | 0 | 1 | 0 |
| 5740-00 · Equipment Rental/Leasing | 1 | 0 | 1 | 4 | 0 | 4 | 0 |
| 5800-00 · Training Seminars | 0 | | | 150 | | | |
| 5900-00 · Professional Fees | | | | | | | |
| 5921-00 · Professional Fees - Other | 36,054 | 11,000 | 25,054 | 106,779 | 100,000 | 6,779 | 100,000 |
| Total 5900-00 · Professional Fees | 36,054 | 11,000 | 25,054 | 106,779 | 100,000 | 6,779 | 100,000 |
| 8700-00 · Automobile Expenses | 15 | 0 | 15 | 81 | 0 | 81 | 0 |
| 8750-00 · Meals/Meetings | 0 | 0 | 0 | 61 | 0 | 61 | 0 |
| 8810-00 · Dues & Subscriptions | 2 | 0 | 2 | 68 | 0 | 68 | 0 |
| 8910-00 · Travel | 0 | | | 13 | | | |
| Total Expense | 38,643 | 17,669 | 20,974 | 145,926 | 180,029 | (34,103) | 180,029 |
| Net Ordinary Income | (17,890) | 3,084 | (20,974) | 72,494 | 38,390 | 34,103 | 38,390 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 2,203 | 3,084 | (880) | 29,438 | 38,390 | (8,953) | 38,390 |
| Total Other Expense | 2,203 | 3,084 | (880) | 29,438 | 38,390 | (8,953) | 38,390 |
| Net Other Income | (2,203) | (3,084) | 880 | (29,438) | (38,390) | 8,953 | (38,390) |
| Net Income | (20,093) | 0 | (20,093) | 43,056 | 0 | 43,056 | 0 |

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

Accrual Basis

60 - Membership

| | Jun 21 | Budget | \$ Over Budget | Jul '20 - Jun 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|---------------|---------------|----------------|------------------|----------------|-----------------|----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4200-00 · Membership Dues Revenue | 11,572 | 10,417 | 1,155 | 138,818 | 125,000 | 13,818 | 125,000 |
| 4250-00 · Revenues-Membership Activities | | | | | | | |
| 4250-01 · Community Awards | | | | | | | |
| 4250-04 · Silent Auction | 0 | 0 | 0 | 0 | 19,000 | (19,000) | 19,000 |
| 4250-05 · Sponsorships | 0 | 0 | 0 | 0 | 19,000 | (19,000) | 19,000 |
| 4250-01 · Community Awards - Other | 0 | 0 | 0 | 0 | 20,000 | (20,000) | 20,000 |
| Total 4250-01 · Community Awards | 0 | 0 | 0 | 0 | 58,000 | (58,000) | 58,000 |
| 4250-02 · Chamber Events | 0 | 0 | 0 | 0 | 6,000 | (6,000) | 6,000 |
| 4250-03 · Summer/Winter Rec Luncheon | 0 | 1,000 | (1,000) | 0 | 2,500 | (2,500) | 2,500 |
| 4251-00 · Tues AM Breakfast Club | | | | | | | |
| 4251-01 · Tues AM Breakfast Club Sponsors | 1,000 | 400 | 600 | 1,500 | 2,000 | (500) | 2,000 |
| 4251-00 · Tues AM Breakfast Club - Other | 0 | 550 | (550) | 0 | 4,000 | (4,000) | 4,000 |
| Total 4251-00 · Tues AM Breakfast Club | 1,000 | 950 | 50 | 1,500 | 6,000 | (4,500) | 6,000 |
| 4250-00 · Revenues-Membership Activities - Other | 1,370 | 0 | 1,370 | 8,045 | 0 | 8,045 | 0 |
| Total 4250-00 · Revenues-Membership Activities | 2,370 | 1,950 | 420 | 9,545 | 72,500 | (62,955) | 72,500 |
| 4253-00 · Revenue- Other | 0 | 500 | (500) | 0 | 2,500 | (2,500) | 2,500 |
| Total Income | 13,942 | 12,867 | 1,075 | 148,363 | 200,000 | (51,637) | 200,000 |
| Gross Profit | 13,942 | 12,867 | 1,075 | 148,363 | 200,000 | (51,637) | 200,000 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 250 | 458 | (209) | 3,152 | 5,500 | (2,348) | 5,500 |
| 5030-00 · P/R - Health Insurance Expense | 340 | 667 | (327) | 2,946 | 8,000 | (5,054) | 8,000 |
| 5040-00 · P/R - Workmans Comp | 28 | 33 | (5) | 159 | 400 | (241) | 400 |
| 5060-00 · 401 (k) | 110 | 142 | (32) | 1,080 | 1,700 | (620) | 1,700 |
| 5070-00 · Other Benefits and Expenses | 218 | 33 | 184 | 237 | 400 | (163) | 400 |
| 5000-00 · Salaries & Wages - Other | 2,947 | 5,333 | (2,386) | 39,717 | 64,000 | (24,283) | 64,000 |
| Total 5000-00 · Salaries & Wages | 3,893 | 6,667 | (2,774) | 47,291 | 80,000 | (32,709) | 80,000 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 38 | 33 | 4 | 406 | 400 | 6 | 400 |
| 5140-00 · Repairs & Maintenance | 0 | 8 | (8) | 114 | 100 | 14 | 100 |
| 5150-00 · Office - Cleaning | 57 | 58 | (2) | 504 | 700 | (196) | 700 |
| 5100-00 · Rent - Other | 522 | 638 | (116) | 6,738 | 7,650 | (912) | 7,650 |
| Total 5100-00 · Rent | 616 | 738 | (121) | 7,762 | 8,850 | (1,088) | 8,850 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 140 | 121 | 19 | 1,462 | 1,450 | 12 | 1,450 |
| Total 5310-00 · Telephone | 140 | 121 | 19 | 1,462 | 1,450 | 12 | 1,450 |
| 5420-00 · Mail - USPS | 12 | 10 | 2 | 58 | 120 | (62) | 120 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 0 | | | 37 | 0 | 37 | 0 |
| 5520-00 · Supplies - Other | 389 | 167 | 222 | 574 | 2,000 | (1,426) | 2,000 |
| Total 5520-00 · Supplies | 389 | 167 | 222 | 610 | 2,000 | (1,390) | 2,000 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 23 | 0 | 23 | 0 |
| 5740-00 · Equipment Rental/Leasing | 119 | 173 | (55) | 723 | 2,080 | (1,357) | 2,080 |
| 5900-00 · Professional Fees | | | | | | | |
| 5921-00 · Professional Fees - Other | 0 | 0 | 0 | 0 | 1,000 | (1,000) | 1,000 |
| Total 5900-00 · Professional Fees | 0 | 0 | 0 | 0 | 1,000 | (1,000) | 1,000 |
| 6423-00 · Membership Activities | | | | | | | |
| 6434-00 · Community Awards Dinner | 0 | 0 | 0 | 295 | 28,000 | (27,705) | 28,000 |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 500 | (500) | 0 | 1,000 | (1,000) | 1,000 |
| 6437-00 · Tuesday Morning Breakfast Club | 0 | 413 | (413) | 0 | 3,000 | (3,000) | 3,000 |
| 6442-00 · Public Relations/Website/Digita | 519 | 417 | 102 | 6,040 | 5,000 | 1,040 | 5,000 |
| 6423-00 · Membership Activities - Other | 0 | 417 | (417) | 2,560 | 5,000 | (2,440) | 5,000 |
| Total 6423-00 · Membership Activities | 519 | 1,746 | (1,227) | 8,895 | 42,000 | (33,105) | 42,000 |
| 8200-00 · Associate Relations | 0 | 13 | (13) | 181 | 150 | 31 | 150 |
| 8500-00 · Credit Card Fees | 25 | 0 | 25 | 554 | 1,850 | (1,296) | 1,850 |
| 8700-00 · Automobile Expenses | 39 | 33 | 6 | 198 | 400 | (202) | 400 |
| 8750-00 · Meals/Meetings | 0 | 33 | (33) | 8 | 400 | (392) | 400 |
| 8810-00 · Dues & Subscriptions | 11 | 17 | (6) | 206 | 200 | 6 | 200 |
| 8910-00 · Travel | 0 | | | 7 | | | |
| 8920-00 · Bad Debt | 0 | 0 | 0 | 37,587 | 0 | 37,587 | 0 |
| Total Expense | 5,763 | 9,717 | (3,954) | 105,565 | 140,500 | (34,935) | 140,500 |
| Net Ordinary Income | 8,179 | 3,150 | 5,029 | 42,798 | 59,500 | (16,702) | 59,500 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 1,721 | 2,407 | (686) | 22,993 | 29,961 | (6,968) | 29,961 |
| Total Other Expense | 1,721 | 2,407 | (686) | 22,993 | 29,961 | (6,968) | 29,961 |

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

Accrual Basis

60 - Membership

| | Jun 21 | Budget | \$ Over Budget | Jul '20 - Jun 21 | YTD Budget | \$ Over Budget | Annual Budget |
|-------------------------|--------------|------------|----------------|------------------|---------------|----------------|---------------|
| Net Other Income | (1,721) | (2,407) | 686 | (22,993) | (29,961) | 6,968 | (29,961) |
| Net Income | <u>6,458</u> | <u>743</u> | <u>5,715</u> | <u>19,806</u> | <u>29,539</u> | <u>(9,733)</u> | <u>29,539</u> |

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

70 - Administration

Accrual Basis

| | Jun 21 | Budget | \$ Over Budget | Jul '20 - Jun 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|-----------------|-----------------|------------------|------------------|------------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4720-00 · Miscellaneous | 1,207 | 0 | 1,207 | 15,211 | 0 | 15,211 | 0 |
| Total Income | 1,207 | 0 | 1,207 | 15,211 | 0 | 15,211 | 0 |
| Gross Profit | 1,207 | 0 | 1,207 | 15,211 | 0 | 15,211 | 0 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 1,833 | 2,250 | (417) | 24,532 | 27,000 | (2,468) | 27,000 |
| 5030-00 · P/R - Health Insurance Expense | 3,170 | 3,292 | (121) | 36,403 | 39,500 | (3,097) | 39,500 |
| 5040-00 · P/R - Workmans Comp | 69 | 194 | (125) | (139) | 2,332 | (2,471) | 2,332 |
| 5060-00 · 401 (k) | 372 | 1,250 | (878) | 1,365 | 15,000 | (13,635) | 15,000 |
| 5070-00 · Other Benefits and Expenses | 437 | 117 | 320 | 1,368 | 1,400 | (32) | 1,400 |
| 5000-00 · Salaries & Wages - Other | 27,203 | 33,527 | (6,324) | 359,242 | 402,320 | (43,078) | 402,320 |
| Total 5000-00 · Salaries & Wages | 33,084 | 40,629 | (7,545) | 422,770 | 487,552 | (64,782) | 487,552 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 163 | 125 | 38 | 1,894 | 1,500 | 394 | 1,500 |
| 5140-00 · Repairs & Maintenance | 87 | 325 | (238) | 5,326 | 3,900 | 1,426 | 3,900 |
| 5150-00 · Office - Cleaning | 223 | 250 | (27) | 2,408 | 3,000 | (592) | 3,000 |
| 5100-00 · Rent - Other | 2,161 | 1,893 | 268 | 32,279 | 22,720 | 9,559 | 22,720 |
| Total 5100-00 · Rent | 2,634 | 2,593 | 41 | 41,908 | 31,120 | 10,787 | 31,120 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 1,089 | 750 | 339 | 11,933 | 9,000 | 2,933 | 9,000 |
| Total 5310-00 · Telephone | 1,089 | 750 | 339 | 11,933 | 9,000 | 2,933 | 9,000 |
| 5420-00 · Mail - USPS | 61 | 83 | (22) | 770 | 1,000 | (230) | 1,000 |
| 5510-00 · Insurance/Bonding | 269 | 1,692 | (1,423) | 9,621 | 20,300 | (10,679) | 20,300 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 156 | 167 | (11) | 4,981 | 2,000 | 2,981 | 2,000 |
| 5520-00 · Supplies - Other | 1,426 | 603 | 823 | 4,009 | 7,230 | (3,221) | 7,230 |
| Total 5520-00 · Supplies | 1,581 | 769 | 812 | 8,990 | 9,230 | (240) | 9,230 |
| 5610-00 · Depreciation | 153 | 0 | 153 | 1,375 | 0 | 1,375 | 0 |
| 5700-00 · Equipment Support & Maintenance | 2,524 | 2,250 | 274 | 26,845 | 27,000 | (155) | 27,000 |
| 5710-00 · Taxes, Licenses & Fees | 660 | 1,000 | (340) | 12,562 | 12,000 | 562 | 12,000 |
| 5740-00 · Equipment Rental/Leasing | 248 | 417 | (169) | 1,482 | 5,000 | (3,518) | 5,000 |
| 5800-00 · Training Seminars | 0 | 667 | (667) | 376 | 8,000 | (7,624) | 8,000 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 625 | (625) | 7,320 | 7,500 | (180) | 7,500 |
| 5920-00 · Professional Fees - Accountant | 0 | 0 | 0 | 21,800 | 26,000 | (4,200) | 26,000 |
| 5921-00 · Professional Fees - Other | 0 | 1,625 | (1,625) | 0 | 19,500 | (19,500) | 19,500 |
| Total 5900-00 · Professional Fees | 0 | 2,250 | (2,250) | 29,120 | 53,000 | (23,880) | 53,000 |
| 5941-00 · Research & Planning | 0 | 1,250 | (1,250) | 0 | 15,000 | (15,000) | 15,000 |
| 7500-00 · Trade Shows/Travel | 0 | 1,250 | (1,250) | 0 | 15,000 | (15,000) | 15,000 |
| 8200-00 · Associate Relations | 108 | 83 | 25 | 2,284 | 1,000 | 1,284 | 1,000 |
| 8300-00 · Board Functions | 623 | 500 | 123 | 4,624 | 7,000 | (2,376) | 7,000 |
| 8600-00 · Additional Opportunites | 650 | 2,083 | (1,433) | 7,800 | 25,000 | (17,200) | 25,000 |
| 8700-00 · Automobile Expenses | 185 | 250 | (65) | 1,534 | 3,000 | (1,466) | 3,000 |
| 8750-00 · Meals/Meetings | 37 | 417 | (380) | 345 | 5,000 | (4,655) | 5,000 |
| 8810-00 · Dues & Subscriptions | 758 | 1,167 | (409) | 11,245 | 14,000 | (2,755) | 14,000 |
| 8910-00 · Travel | 0 | 0 | 0 | 114 | 0 | 114 | 0 |
| 8920-00 · Bad Debt | 0 | 0 | 0 | 137 | 0 | 137 | 0 |
| Total Expense | 44,664 | 60,100 | (15,436) | 595,835 | 748,202 | (152,368) | 748,202 |
| Net Ordinary Income | (43,457) | (60,100) | 16,643 | (580,623) | (748,202) | 167,579 | (748,202) |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | (43,457) | (60,100) | 16,643 | (580,623) | (748,202) | 167,579 | (748,202) |
| Total Other Expense | (43,457) | (60,100) | 16,643 | (580,623) | (748,202) | 167,579 | (748,202) |
| Net Other Income | 43,457 | 60,100 | (16,643) | 580,623 | 748,202 | (167,579) | 748,202 |
| Net Income | 0 | 0 | (0) | 0 | 0 | 0 | 0 |