

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period Ending

June 30, 2020

**North Lake Tahoe Resort Association**  
**Balance Sheet**  
As of June 30, 2020

Accrual Basis

	Jun 30, 20	Jun 30, 19	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
1001-00 · Petty Cash	158	116	42	36%
1003-00 · Cash - Operations BOTW #6712	565,602	332,281	233,321	70%
1007-00 · Cash - Payroll BOTW #7421	3,200	11,572	(8,372)	(72)%
1008-00 · Marketing Reserve - Plumas	50,313	50,244	69	0%
1009-00 · Cash Flow Reserve - Plumas	100,839	100,650	189	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	86,322	138,243	(51,920)	(38)%
10950 · Cash in Drawer	139	1,678	(1,539)	(92)%
<b>Total Checking/Savings</b>	<b>836,155</b>	<b>664,366</b>	<b>171,789</b>	<b>26%</b>
<b>Accounts Receivable</b>				
1200-00 · Quickbooks Accounts Receivable	1,000	24,817	(23,817)	(96)%
1290-00 · A/R - TOT	260,717	57,504	203,213	353%
<b>Total Accounts Receivable</b>	<b>261,717</b>	<b>82,321</b>	<b>179,396</b>	<b>218%</b>
<b>Other Current Assets</b>				
1200-99 · AR Other	7,129	10	7,119	71,262%
<b>1201-00 · Member Accounts Receivable</b>				
1201-01 · Member AR - Member Dues	35,696	2,720	32,976	1,212%
1201-03 · Member AR - Other	1,040	3,745	(2,705)	(72)%
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>36,736</b>	<b>6,465</b>	<b>30,271</b>	<b>468%</b>
1201-02 · Allowance for Doubtful Accounts	(24,987)	(1,587)	(23,400)	(1,475)%
<b>12100 · Inventory Asset</b>				
1210-01 · Inventory - Other	10,371	0	10,371	100%
25300 · Gift Cards Outstanding	18	15	3	18%
12100 · Inventory Asset - Other	81,762	22,015	59,747	271%
<b>Total 12100 · Inventory Asset</b>	<b>92,151</b>	<b>22,030</b>	<b>70,121</b>	<b>318%</b>
1299 · Receivable from NLTMC	0	15,703	(15,703)	(100)%
1490-00 · Security Deposits	1,150	1,250	(100)	(8)%
<b>Total Other Current Assets</b>	<b>112,179</b>	<b>43,871</b>	<b>68,308</b>	<b>156%</b>
<b>Total Current Assets</b>	<b>1,210,051</b>	<b>790,559</b>	<b>419,492</b>	<b>53%</b>
<b>Fixed Assets</b>				
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	4,270	4,270	0	0%
1741-00 · Accum. Depr. - Computer Equip	(4,270)	(4,269)	(0)	0%
1750-00 · Computer Software	20,493	20,493	0	0%
1751-00 · Accum. Amort. - Software	(20,493)	(19,085)	(1,407)	(7)%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%
<b>Total Fixed Assets</b>	<b>0</b>	<b>1,407</b>	<b>(1,407)</b>	<b>(100)%</b>
<b>Other Assets</b>				
<b>1400-00 · Prepaid Expenses</b>				
1410-00 · Prepaid Insurance	16,326	14,312	2,014	14%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	8,751	3,964	4,787	121%
<b>Total 1400-00 · Prepaid Expenses</b>	<b>25,177</b>	<b>18,376</b>	<b>6,801</b>	<b>37%</b>
<b>Total Other Assets</b>	<b>25,177</b>	<b>18,376</b>	<b>6,801</b>	<b>37%</b>
<b>TOTAL ASSETS</b>	<b>1,235,228</b>	<b>810,343</b>	<b>424,886</b>	<b>52%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				

**North Lake Tahoe Resort Association**  
**Balance Sheet**  
As of June 30, 2020

Accrual Basis

	Jun 30, 20	Jun 30, 19	\$ Change	% Change
<b>Accounts Payable</b>				
2000-00 · Accounts Payable	26,683	73,556	(46,874)	(64)%
<b>Total Accounts Payable</b>	26,683	73,556	(46,874)	(64)%
<b>Other Current Liabilities</b>				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	25,293	20,922	4,372	21%
2101-00 · Incentive Payable	88,565	58,630	29,935	51%
2102-00 · Commissions Payable	3,506	7,132	(3,626)	(51)%
2120-00 · Empl. Federal Tax Payable	10,829	9,775	1,054	11%
2175-00 · 401 (k) Plan	4,340	4,369	(29)	(1)%
2180-00 · Estimated PTO Liability	54,845	52,993	1,852	4%
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	187,378	153,821	33,558	22%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	0	827	(827)	(100)%
25500 · *Sales Tax Payable	1,374	2,307	(932)	(40)%
<b>Total 2190-00 · Sales and Use Tax Payable</b>	1,374	3,134	(1,759)	(56)%
2250-00 · Accrued Expenses	76,222	59,690	16,532	28%
2300-00 · Marketing Cooperative Liabili	6,073	0	6,073	100%
2400-60 · Deferred Revenue- Member Dues	28,890	57,969	(29,079)	(50)%
2500-00 · Deferred Revenue - TMBC	1,290	840	450	54%
2700-00 · Deferred Rev. County	0	(0)	0	100%
2900-00 · Due To/From County of Placer	437,803	19,871	417,931	2,103%
<b>Total Other Current Liabilities</b>	739,031	295,325	443,706	150%
<b>Total Current Liabilities</b>	765,714	368,881	396,832	108%
<b>Total Liabilities</b>	765,714	368,881	396,832	108%
<b>Equity</b>				
32000 · Unrestricted Net Assets	(17,007)	(11,669)	(5,338)	(46)%
3300-11 · Designated Marketing Reserve	324,590	308,202	16,388	5%
3301 · Cash Flow Reserve	100,248	100,248	0	0%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	11,665	(5,338)	17,003	319%
<b>Total Equity</b>	469,515	441,461	28,053	6%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,235,228</b>	<b>810,343</b>	<b>424,886</b>	<b>52%</b>

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

Accrual Basis

All Departments

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	156,831	282,525	(125,693)	3,519,832	3,914,430	(394,598)	3,914,430
4200-00 · Membership Dues Revenue	11,342	10,833	509	134,937	130,000	4,937	130,000
<b>4250-00 · Revenues-Membership Activities</b>							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	17,000	(17,000)	17,000
4250-05 · Sponsorships	0	0	0	0	17,000	(17,000)	17,000
4250-01 · Community Awards - Other	0	0	0	0	16,000	(16,000)	16,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	2,500	(2,500)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
<b>4251-00 · Tues AM Breakfast Club</b>							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	0	636	(636)	4,380	7,000	(2,620)	7,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>636</b>	<b>(636)</b>	<b>7,705</b>	<b>10,000</b>	<b>(2,295)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	435	200	235	8,541	4,000	4,541	4,000
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>435</b>	<b>836</b>	<b>(401)</b>	<b>16,246</b>	<b>69,200</b>	<b>(52,954)</b>	<b>69,200</b>
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
4350-00 · Special Events (Marketing)	88,889	0	88,889	88,889	0	88,889	0
<b>4600-00 · Commissions</b>							
4601-00 · Commissions - South Shore	0	0	0	10,138	0	10,138	0
4600-00 · Commissions - Other	(11,676)	0	(11,676)	22,645	28,276	(5,631)	28,276
<b>Total 4600-00 · Commissions</b>	<b>(11,676)</b>	<b>0</b>	<b>(11,676)</b>	<b>32,783</b>	<b>28,276</b>	<b>4,507</b>	<b>28,276</b>
<b>46000 · Merchandise Sales</b>							
4502-00 · Non-Retail VIC income	0	400	(400)	9,867	4,800	5,067	4,800
4504-00 · Retail Revenue - Other	6,256	0	6,256	15,240	0	15,240	0
46000 · Merchandise Sales - Other	3,714	12,000	(8,286)	77,460	108,100	(30,640)	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>9,971</b>	<b>12,400</b>	<b>(2,429)</b>	<b>102,567</b>	<b>112,900</b>	<b>(10,333)</b>	<b>112,900</b>
<b>Total Income</b>	<b>255,793</b>	<b>306,594</b>	<b>(50,802)</b>	<b>3,896,254</b>	<b>4,254,806</b>	<b>(358,552)</b>	<b>4,254,806</b>
<b>Gross Profit</b>	<b>255,793</b>	<b>306,594</b>	<b>(50,802)</b>	<b>3,896,254</b>	<b>4,254,806</b>	<b>(358,552)</b>	<b>4,254,806</b>
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5010-00 · Sales Commissions	(2,151)	800	(2,951)	13,174	9,600	3,574	9,600
5020-00 · P/R - Tax Expense	5,165	4,816	348	70,018	84,163	(14,145)	84,163
5030-00 · P/R - Health Insurance Expense	9,846	11,868	(2,022)	125,091	142,416	(17,325)	142,416
5040-00 · P/R - Workmans Comp	884	1,239	(355)	8,455	13,981	(5,526)	13,981
5060-00 · 401 (k)	2,306	3,606	(1,300)	30,939	41,981	(11,042)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	960	(960)	960
5070-00 · Other Benefits and Expenses	864	493	371	4,686	5,040	(354)	5,040
5000-00 · Salaries & Wages - Other	113,868	64,142	49,726	910,904	1,023,304	(112,400)	1,023,304
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>130,783</b>	<b>87,045</b>	<b>43,737</b>	<b>1,163,267</b>	<b>1,321,445</b>	<b>(158,178)</b>	<b>1,321,445</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	616	1,127	(510)	10,035	12,899	(2,864)	12,899
5140-00 · Repairs & Maintenance	87	2,464	(2,377)	7,185	21,938	(14,753)	21,938
5150-00 · Office - Cleaning	1,050	2,392	(1,342)	10,240	10,362	(122)	10,362
5100-00 · Rent - Other	13,330	11,122	2,208	157,324	151,529	5,795	151,529
<b>Total 5100-00 · Rent</b>	<b>15,083</b>	<b>17,105</b>	<b>(2,022)</b>	<b>184,784</b>	<b>196,728</b>	<b>(11,944)</b>	<b>196,728</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	2,170	1,842	328	24,219	24,134	85	24,134
<b>Total 5310-00 · Telephone</b>	<b>2,170</b>	<b>1,842</b>	<b>328</b>	<b>24,219</b>	<b>24,134</b>	<b>85</b>	<b>24,134</b>
<b>5420-00 · Mail - USPS</b>							
5480-00 · Mail - Fed Ex	21			21			
5420-00 · Mail - USPS - Other	0	213	(213)	1,957	2,578	(621)	2,578
<b>Total 5420-00 · Mail - USPS</b>	<b>21</b>	<b>213</b>	<b>(193)</b>	<b>1,978</b>	<b>2,578</b>	<b>(600)</b>	<b>2,578</b>
5510-00 · Insurance/Bonding	269	795	(526)	10,480	9,604	876	9,604
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	0	423	(423)	855	10,442	(9,587)	10,442
5520-00 · Supplies - Other	1,358	7,958	(6,600)	32,921	36,248	(3,327)	36,248
<b>Total 5520-00 · Supplies</b>	<b>1,358</b>	<b>8,381</b>	<b>(7,023)</b>	<b>33,777</b>	<b>46,690</b>	<b>(12,913)</b>	<b>46,690</b>
5610-00 · Depreciation	110	40	70	1,407	1,656	(249)	1,656
5700-00 · Equipment Support & Maintenance	2,844	2,476	368	25,203	29,952	(4,749)	29,952
5710-00 · Taxes, Licenses & Fees	967	1,062	(94)	11,488	12,895	(1,407)	12,895
5740-00 · Equipment Rental/Leasing	484	1,241	(756)	10,142	15,104	(4,961)	15,104
5800-00 · Training Seminars	0	1,421	(1,421)	4,513	12,835	(8,323)	12,835
5850-00 · Artist of Month - Commissions	0	360	(360)	9,927	4,320	5,607	4,320
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	340	1,025	(685)	5,060	9,000	(3,940)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,825	24,900	(3,075)	24,900
5921-00 · Professional Fees - Other	0	20,983	(20,983)	91,498	100,800	(9,302)	100,800

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

Accrual Basis

All Departments

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Total 5900-00 · Professional Fees</b>	340	22,008	(21,668)	118,383	134,700	(16,317)	134,700
5941-00 · Research & Planning	0	1,800	(1,800)	0	21,600	(21,600)	21,600
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	12,250	10,000	2,250	30,704	50,000	(19,296)	50,000
6018-00 · Business Assoc. Grants	20,000	0	20,000	20,000	30,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	32,250	10,000	22,250	50,704	80,000	(29,296)	80,000
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	88,889	0	88,889	123,558	37,495	86,063	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	400	(400)	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	7,000	(7,000)	0	37,500	(37,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	21,120	21,900	(780)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	10,078	75,000	(64,922)	75,000
6420-01 · Sponsorships - Other	(5,000)	0	(5,000)	0	0	0	0
<b>Total 6420-01 · Sponsorships</b>	83,889	7,400	76,489	414,774	477,695	(62,921)	477,695
6421-00 · New Event Development	16,000	2,500	13,500	16,000	30,000	(14,000)	30,000
6424-00 · Event Operation Expenses	0	663	(663)	1,617	8,000	(6,383)	8,000
<b>Total 6420-00 · Events</b>	99,889	10,563	89,326	432,391	515,695	(83,304)	515,695
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	0	0	0	1,222	27,500	(26,278)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	1,500	(1,500)	633	5,000	(4,367)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	546	(546)	2,724	6,000	(3,276)	6,000
6442-00 · Public Relations/Website	477	417	60	5,502	5,000	502	5,000
6423-00 · Membership Activities - Other	295	550	(255)	2,189	8,500	(6,311)	8,500
<b>Total 6423-00 · Membership Activities</b>	772	3,012	(2,241)	12,270	52,000	(39,730)	52,000
6730-00 · Marketing Cooperative/Media	81,918	81,918	0	1,503,362	1,503,362	0	1,503,362
6740-00 · Media/Collateral/Production	0	1,500	(1,500)	413	3,000	(2,587)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	380	2,500	(2,120)	10,384	27,910	(17,526)	27,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	0	0	10,557	20,000	(9,443)	20,000
6743-03 · Touch Lake Tahoe	0	3,000	(3,000)	19,788	20,000	(212)	20,000
6743-04 · High Notes	0	10,000	(10,000)	0	20,000	(20,000)	20,000
6743-05 · Peak Your Adventure	0	15,365	(15,365)	(1,000)	20,000	(21,000)	20,000
6743-06 · Regional Reopening	41,433	0	41,433	41,433	0	41,433	0
<b>Total 6743-00 · BACC Marketing Programs</b>	41,433	28,365	13,068	70,777	80,000	(9,223)	80,000
7500-00 · Trade Shows/Travel	0	0	0	3,476	3,000	476	3,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	891	100	791	3,295	1,190	2,105	1,190
52500 · Purchase Discounts	0	0	0	(101)	0	(101)	0
59900 · POS Inventory Adjustments	263	0	263	614	0	614	0
8100-01 · CGS - Other	11,092	0	11,092	19,745	0	19,745	0
8100-00 · Cost of Goods Sold - Other	1,870	6,000	(4,130)	41,268	54,050	(12,782)	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	14,115	6,100	8,015	64,822	55,240	9,582	55,240
8200-00 · Associate Relations	57	628	(571)	1,099	7,756	(6,657)	7,756
8300-00 · Board Functions	1,710	150	1,560	23,342	5,950	17,392	5,950
8500-00 · Credit Card Fees	248	616	(368)	5,104	7,454	(2,350)	7,454
8600-00 · Additional Opportunit	47,456	3,500	43,956	68,472	32,091	36,381	32,091
8700-00 · Automobile Expenses	123	493	(369)	2,499	6,285	(3,786)	6,285
8750-00 · Meals/Meetings	0	461	(461)	1,369	5,534	(4,165)	5,534
8810-00 · Dues & Subscriptions	470	616	(146)	9,094	7,490	1,604	7,490
8910-00 · Travel	0	0	0	0	7,800	(7,800)	7,800
8920-00 · Bad Debt	22,263	0	22,263	25,697	0	25,697	0
<b>Total Expense</b>	497,511	296,210	201,301	3,884,846	4,234,808	(349,962)	4,234,808
<b>Net Ordinary Income</b>	(241,719)	10,384	(252,103)	11,408	19,998	(8,590)	19,998
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	17	0	17	258	0	258	0
<b>Total Other Income</b>	17	0	17	258	0	258	0
<b>Other Expense</b>							
8990-00 · Allocated	0	1	(1)	0	(1)	1	(1)
<b>Total Other Expense</b>	0	1	(1)	0	(1)	1	(1)
<b>Net Other Income</b>	17	(1)	18	258	1	257	1
<b>Net Income</b>	(241,702)	10,383	(252,085)	11,665	19,999	(8,334)	19,999

# North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through June 2020

	Jul '19 - Jun 20	Jul '18 - Jun 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	3,519,832	3,681,266	-161,434	-4%
4200-00 · Membership Dues Revenue	134,937	138,421	-3,484	-3%
4205-00 · Conference Dues	0	6,829	-6,829	-100%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	0	12,586	-12,586	-100%
4250-05 · Sponsorships	0	17,165	-17,165	-100%
4250-01 · Community Awards - Other	0	14,646	-14,646	-100%
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>44,397</b>	<b>-44,397</b>	<b>-100%</b>
4250-02 · Chamber Events	0	2,892	-2,892	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	3,325	2,500	825	33%
4251-00 · Tues AM Breakfast Club - Other	4,380	6,087	-1,707	-28%
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>7,705</b>	<b>8,587</b>	<b>-882</b>	<b>-10%</b>
4250-00 · Revenues-Membership Activities - Other	8,541	4,793	3,748	78%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>16,246</b>	<b>63,292</b>	<b>-47,046</b>	<b>-74%</b>
4252-00 · Sponsorships	0	600	-600	-100%
4253-00 · Revenue- Other	1,000	6	994	16,567%
4350-00 · Special Events (Marketing)	88,889	82,598	6,292	8%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	10,138	22,859	-12,721	-56%
4600-00 · Commissions - Other	22,645	49,615	-26,970	-54%
<b>Total 4600-00 · Commissions</b>	<b>32,783</b>	<b>72,474</b>	<b>-39,691</b>	<b>-55%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	9,867	3,212	6,655	207%
4504-00 · Retail Revenue - Other	15,240	0	15,240	100%
46000 · Merchandise Sales - Other	77,460	107,672	-30,212	-28%
<b>Total 46000 · Merchandise Sales</b>	<b>102,567</b>	<b>110,884</b>	<b>-8,317</b>	<b>-8%</b>
4720-00 · Miscellaneous	0	5,822	-5,822	-100%
<b>Total Income</b>	<b>3,896,254</b>	<b>4,162,191</b>	<b>-265,937</b>	<b>-6%</b>
<b>Cost of Goods Sold</b>				
52900 · Purchases - Resale Items	0	0	0	0%
<b>Total COGS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Gross Profit</b>	<b>3,896,254</b>	<b>4,162,191</b>	<b>-265,937</b>	<b>-6%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	13,174	19,878	-6,704	-34%
5020-00 · P/R - Tax Expense	70,018	76,828	-6,810	-9%
5030-00 · P/R - Health Insurance Expense	125,091	120,087	5,004	4%
5040-00 · P/R - Workmans Comp	8,455	7,908	547	7%
5060-00 · 401 (k)	30,939	34,677	-3,737	-11%
5070-00 · Other Benefits and Expenses	4,686	3,864	822	21%
5000-00 · Salaries & Wages - Other	910,904	1,009,329	-98,425	-10%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>1,163,267</b>	<b>1,272,570</b>	<b>-109,303</b>	<b>-9%</b>
5100-00 · Rent				
5110-00 · Utilities	10,035	11,649	-1,614	-14%
5140-00 · Repairs & Maintenance	7,185	14,222	-7,037	-50%
5150-00 · Office - Cleaning	10,240	7,570	2,670	35%
5100-00 · Rent - Other	157,324	153,525	3,799	3%
<b>Total 5100-00 · Rent</b>	<b>184,784</b>	<b>186,966</b>	<b>-2,182</b>	<b>-1%</b>
5310-00 · Telephone				
5320-00 · Telephone	24,219	26,595	-2,376	-9%
5350-00 · Internet	0	25	-25	-100%
<b>Total 5310-00 · Telephone</b>	<b>24,219</b>	<b>26,620</b>	<b>-2,401</b>	<b>-9%</b>
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	21	84	-63	-76%

## North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through June 2020

	Jul '19 - Jun 20	Jul '18 - Jun 19	\$ Change	% Change
5420-00 · Mail - USPS - Other	1,957	2,360	-403	-17%
<b>Total 5420-00 · Mail - USPS</b>	<b>1,978</b>	<b>2,444</b>	<b>-466</b>	<b>-19%</b>
5510-00 · Insurance/Bonding	10,480	10,838	-358	-3%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	855	7,013	-6,158	-88%
5520-00 · Supplies - Other	32,921	21,956	10,966	50%
<b>Total 5520-00 · Supplies</b>	<b>33,777</b>	<b>28,969</b>	<b>4,808</b>	<b>17%</b>
5610-00 · Depreciation	1,407	1,633	-226	-14%
5700-00 · Equipment Support & Maintenance	25,203	3,471	21,732	626%
5710-00 · Taxes, Licenses & Fees	11,488	10,850	638	6%
5740-00 · Equipment Rental/Leasing	10,142	15,118	-4,976	-33%
5800-00 · Training Seminars	4,513	9,748	-5,235	-54%
5850-00 · Artist of Month - Commissions	9,927	2,769	7,159	259%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	5,060	2,600	2,460	95%
5920-00 · Professional Fees - Accountant	21,825	24,250	-2,425	-10%
5921-00 · Professional Fees - Other	91,498	70,230	21,268	30%
<b>Total 5900-00 · Professional Fees</b>	<b>118,383</b>	<b>97,080</b>	<b>21,303</b>	<b>22%</b>
5941-00 · Research & Planning	0	19,080	-19,080	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	30,704	50,500	-19,796	-39%
6018-00 · Business Assoc. Grants	20,000	30,000	-10,000	-33%
<b>Total 6020-00 · Programs</b>	<b>50,704</b>	<b>80,500</b>	<b>-29,796</b>	<b>-37%</b>
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	123,558	116,875	6,682	6%
6421-01 · 4th of July Fireworks	0	20,085	-20,085	-100%
6421-04 · Broken Arrow Skyrace	0	27,500	-27,500	-100%
6421-05 · No Barriers	0	13,779	-13,779	-100%
6421-06 · Spartan	254,019	254,353	-335	-0%
6421-07 · Tahoe Lacrosse Tournament	6,000	5,000	1,000	20%
6421-08 · Tough Mudder	0	0	0	0%
6421-09 · Wanderlust	0	38,816	-38,816	-100%
6421-10 · WinterWonderGrass - Tahoe	21,120	19,447	1,673	9%
6421-13 · Big Blue Adventure	0	0	0	0%
6421-16 · Mountain Travel Symposium	10,078	5,625	4,453	79%
6420-01 · Sponsorships - Other	0	0	0	0%
<b>Total 6420-01 · Sponsorships</b>	<b>414,774</b>	<b>501,482</b>	<b>-86,708</b>	<b>-17%</b>
6421-00 · New Event Development	16,000	85,591	-69,591	-81%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,617	8,530	-6,913	-81%
<b>Total 6420-00 · Events</b>	<b>432,391</b>	<b>595,603</b>	<b>-163,212</b>	<b>-27%</b>
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,222	27,155	-25,933	-96%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,492	-2,859	-82%
6437-00 · Tuesday Morning Breakfast Club	2,724	5,436	-2,712	-50%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	5,502	14,275	-8,773	-62%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	2,189	16,266	-14,077	-87%
<b>Total 6423-00 · Membership Activities</b>	<b>12,270</b>	<b>66,685</b>	<b>-54,415</b>	<b>-82%</b>
6730-00 · Marketing Cooperative/Media	1,503,362	1,459,827	43,535	3%
6740-00 · Media/Collateral/Production	413	1,278	-864	-68%
6742-00 · Non-NLT Co-Op Marketing Program	10,384	25,509	-15,126	-59%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	10,557	11,308	-752	-7%
6743-03 · Touch Lake Tahoe	19,788	17,000	2,788	16%
6743-04 · High Notes	0	20,545	-20,545	-100%
6743-05 · Peak Your Adventure	-1,000	20,970	-21,970	-105%
6743-06 · Regional Reopening	41,433	0	41,433	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>70,777</b>	<b>69,823</b>	<b>954</b>	<b>1%</b>
7500-00 · Trade Shows/Travel	3,476	372	3,104	834%

**North Lake Tahoe Resort Association  
Profit & Loss Prev Year Comparison**

Accrual Basis

July 2019 through June 2020

	Jul '19 - Jun 20	Jul '18 - Jun 19	\$ Change	% Change
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	3,295	1,316	1,980	151%
52500 · Purchase Discounts	-101	-40	-60	-149%
59900 · POS Inventory Adjustments	614	12	602	5,151%
8100-01 · CGS - Other	19,745	0	19,745	100%
8100-00 · Cost of Goods Sold - Other	41,268	59,984	-18,715	-31%
<b>Total 8100-00 · Cost of Goods Sold</b>	64,822	61,271	3,552	6%
<b>8200-00 · Associate Relations</b>	1,099	3,880	-2,781	-72%
<b>8300-00 · Board Functions</b>	23,342	18,433	4,910	27%
<b>8500-00 · Credit Card Fees</b>	5,104	7,874	-2,770	-35%
<b>8600-00 · Additional Opportunitites</b>	68,472	51,500	16,973	33%
<b>8700-00 · Automobile Expenses</b>	2,499	5,446	-2,946	-54%
<b>8750-00 · Meals/Meetings</b>	1,369	4,372	-3,003	-69%
<b>8810-00 · Dues &amp; Subscriptions</b>	9,094	7,436	1,659	22%
<b>8910-00 · Travel</b>	0	4,820	-4,820	-100%
<b>8920-00 · Bad Debt</b>	25,697	15,022	10,675	71%
<b>Total Expense</b>	3,884,846	4,167,805	-282,959	-7%
<b>Net Ordinary Income</b>	11,408	-5,614	17,022	303%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	258	276	-19	-7%
<b>Total Other Income</b>	258	276	-19	-7%
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	0	0	0	0%
<b>Net Other Income</b>	258	276	-19	-7%
<b>Net Income</b>	<b>11,665</b>	<b>-5,338</b>	<b>17,003</b>	<b>319%</b>



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

Accrual Basis

**11 - Marketing**

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	171,141	165,294	5,847	2,735,944	2,999,007	(263,062)	2,999,007
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
4350-00 · Special Events (Marketing)	88,889	0	88,889	88,889	0	88,889	0
<b>Total Income</b>	<b>260,030</b>	<b>165,294</b>	<b>94,736</b>	<b>2,825,833</b>	<b>2,999,007</b>	<b>(173,173)</b>	<b>2,999,007</b>
<b>Gross Profit</b>	<b>260,030</b>	<b>165,294</b>	<b>94,736</b>	<b>2,825,833</b>	<b>2,999,007</b>	<b>(173,173)</b>	<b>2,999,007</b>
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5000-01 · In-Market Administration	1,375	1,375	0	16,500	16,500	0	16,500
5020-00 · P/R - Tax Expense	1,499	(874)	2,373	21,380	21,537	(158)	21,537
5030-00 · P/R - Health Insurance Expense	3,422	3,667	(245)	50,494	44,004	6,490	44,004
5040-00 · P/R - Workmans Comp	188	178	10	1,674	2,139	(465)	2,139
5060-00 · 401 (k)	880	1,019	(138)	10,288	12,224	(1,936)	12,224
5070-00 · Other Benefits and Expenses	104	160	(56)	1,753	1,920	(167)	1,920
5000-00 · Salaries & Wages - Other	30,974	25,467	5,507	285,839	305,604	(19,765)	305,604
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>38,443</b>	<b>30,992</b>	<b>7,451</b>	<b>387,928</b>	<b>403,929</b>	<b>(16,000)</b>	<b>403,929</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	101	200	(99)	1,829	2,001	(172)	2,001
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	461	4,367	(3,906)	4,367
5150-00 · Office - Cleaning	312	500	(188)	3,525	2,866	659	2,866
5100-00 · Rent - Other	2,478	0	2,478	29,307	24,200	5,107	24,200
<b>Total 5100-00 · Rent</b>	<b>2,890</b>	<b>1,700</b>	<b>1,190</b>	<b>35,123</b>	<b>33,434</b>	<b>1,689</b>	<b>33,434</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	621	400	221	6,823	6,600	223	6,600
<b>Total 5310-00 · Telephone</b>	<b>621</b>	<b>400</b>	<b>221</b>	<b>6,823</b>	<b>6,600</b>	<b>223</b>	<b>6,600</b>
5420-00 · Mail - USPS	0	50	(50)	560	600	(40)	600
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,700	(3,700)	3,700
5520-00 · Supplies - Other	209	250	(41)	1,533	4,750	(3,217)	4,750
<b>Total 5520-00 · Supplies</b>	<b>209</b>	<b>350</b>	<b>(141)</b>	<b>1,533</b>	<b>8,450</b>	<b>(6,917)</b>	<b>8,450</b>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	1,440	(1,440)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	60	0
5740-00 · Equipment Rental/Leasing	132	315	(183)	2,021	3,780	(1,759)	3,780
5800-00 · Training Seminars	0	0	0	4,424	4,785	(362)	4,785
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	0	400	(400)	0	1,500	(1,500)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	4,800	(4,800)	4,800
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>800</b>	<b>(800)</b>	<b>0</b>	<b>6,300</b>	<b>(6,300)</b>	<b>6,300</b>
5941-00 · Research & Planning	0	1,500	(1,500)	0	18,000	(18,000)	18,000
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	12,250	10,000	2,250	30,704	50,000	(19,296)	50,000
6018-00 · Business Assoc. Grants	20,000	0	20,000	20,000	30,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	<b>32,250</b>	<b>10,000</b>	<b>22,250</b>	<b>50,704</b>	<b>80,000</b>	<b>(29,296)</b>	<b>80,000</b>
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6023-00 · Autumn Food & Wine	88,889	0	88,889	123,558	37,495	86,063	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	400	(400)	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	7,000	(7,000)	0	37,500	(37,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	21,120	21,900	(780)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	10,078	75,000	(64,922)	75,000
6420-01 · Sponsorships - Other	(5,000)	0	(5,000)	0	0	0	0
<b>Total 6420-01 · Sponsorships</b>	<b>83,889</b>	<b>7,400</b>	<b>76,489</b>	<b>414,774</b>	<b>477,695</b>	<b>(62,921)</b>	<b>477,695</b>
6421-00 · New Event Development	16,000	2,500	13,500	16,000	30,000	(14,000)	30,000
6424-00 · Event Operation Expenses	0	663	(663)	1,617	8,000	(6,383)	8,000
<b>Total 6420-00 · Events</b>	<b>99,889</b>	<b>10,563</b>	<b>89,326</b>	<b>432,391</b>	<b>515,695</b>	<b>(83,304)</b>	<b>515,695</b>
6730-00 · Marketing Cooperative/Media	71,342	71,342	0	1,376,446	1,376,446	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	180	1,500	(1,320)	5,233	15,910	(10,677)	15,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	0	0	10,557	20,000	(9,443)	20,000
6743-03 · Touch Lake Tahoe	0	3,000	(3,000)	19,788	20,000	(212)	20,000
6743-04 · High Notes	0	10,000	(10,000)	0	20,000	(20,000)	20,000
6743-05 · Peak Your Adventure	0	15,365	(15,365)	(1,000)	20,000	(21,000)	20,000
6743-06 · Regional Reopening	41,433	0	41,433	41,433	0	41,433	0
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>41,433</b>	<b>28,365</b>	<b>13,068</b>	<b>70,777</b>	<b>80,000</b>	<b>(9,223)</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0			1,525			
8200-00 · Associate Relations	0	120	(120)	191	1,660	(1,470)	1,660

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

Accrual Basis

**11 - Marketing**

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
8500-00 · Credit Card Fees	0	0	0	50	0	50	0
8600-00 · Additional Opportunit	46,806	3,000	43,806	67,172	26,091	41,081	26,091
8700-00 · Automobile Expenses	13	130	(117)	1,213	1,560	(347)	1,560
8750-00 · Meals/Meetings	0	163	(163)	252	1,950	(1,698)	1,950
8810-00 · Dues & Subscriptions	126	250	(124)	1,445	3,000	(1,555)	3,000
8910-00 · Travel	0	0	0	0	6,300	(6,300)	6,300
<b>Total Expense</b>	<b>334,334</b>	<b>161,660</b>	<b>172,674</b>	<b>2,445,870</b>	<b>2,595,931</b>	<b>(150,060)</b>	<b>2,595,931</b>
<b>Net Ordinary Income</b>	<b>(74,303)</b>	<b>3,634</b>	<b>(77,938)</b>	<b>379,963</b>	<b>403,076</b>	<b>(23,113)</b>	<b>403,076</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	17	0	17	258	0	258	0
<b>Total Other Income</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>258</b>	<b>0</b>	<b>258</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	41,049	(8,470)	49,519	380,221	403,076	(22,855)	403,076
<b>Total Other Expense</b>	<b>41,049</b>	<b>(8,470)</b>	<b>49,519</b>	<b>380,221</b>	<b>403,076</b>	<b>(22,855)</b>	<b>403,076</b>
<b>Net Other Income</b>	<b>(41,033)</b>	<b>8,470</b>	<b>(49,503)</b>	<b>(379,963)</b>	<b>(403,076)</b>	<b>23,113</b>	<b>(403,076)</b>
<b>Net Income</b>	<b>(115,336)</b>	<b>12,104</b>	<b>(127,440)</b>	<b>(0)</b>	<b>0</b>	<b>(0)</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	(56,938)	34,227	(91,165)	292,088	383,252	(91,164)	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	10,138	0	10,138	0
4600-00 · Commissions - Other	(11,676)	0	(11,676)	22,645	28,276	(5,631)	28,276
<b>Total 4600-00 · Commissions</b>	<b>(11,676)</b>	<b>0</b>	<b>(11,676)</b>	<b>32,783</b>	<b>28,276</b>	<b>4,507</b>	<b>28,276</b>
<b>Total Income</b>	<b>(68,614)</b>	<b>34,227</b>	<b>(102,841)</b>	<b>324,871</b>	<b>411,528</b>	<b>(86,657)</b>	<b>411,528</b>
<b>Gross Profit</b>	<b>(68,614)</b>	<b>34,227</b>	<b>(102,841)</b>	<b>324,871</b>	<b>411,528</b>	<b>(86,657)</b>	<b>411,528</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(2,151)	800	(2,951)	13,174	9,600	3,574	9,600
5020-00 · P/R - Tax Expense	521	1,064	(543)	7,418	12,764	(5,347)	12,764
5030-00 · P/R - Health Insurance Expense	1,204	1,754	(550)	22,868	21,048	1,820	21,048
5040-00 · P/R - Workmans Comp	52	88	(35)	680	1,051	(371)	1,051
5060-00 · 401 (k)	285	501	(215)	3,604	6,007	(2,403)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	960	(960)	960
5070-00 · Other Benefits and Expenses	8	0	8	314	0	314	0
5000-00 · Salaries & Wages - Other	9,084	12,514	(3,430)	84,563	150,168	(65,605)	150,168
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>9,003</b>	<b>16,800</b>	<b>(7,797)</b>	<b>132,620</b>	<b>201,598</b>	<b>(68,978)</b>	<b>201,598</b>
5100-00 · Rent							
5110-00 · Utilities	49	66	(17)	892	792	100	792
5140-00 · Repairs & Maintenance	0	45	(45)	225	540	(315)	540
5150-00 · Office - Cleaning	152	94	58	1,720	1,128	592	1,128
5100-00 · Rent - Other	1,163	1,025	138	13,752	12,300	1,452	12,300
<b>Total 5100-00 · Rent</b>	<b>1,365</b>	<b>1,230</b>	<b>135</b>	<b>16,589</b>	<b>14,760</b>	<b>1,829</b>	<b>14,760</b>
5310-00 · Telephone							
5320-00 · Telephone	278	300	(22)	3,272	3,600	(328)	3,600
<b>Total 5310-00 · Telephone</b>	<b>278</b>	<b>300</b>	<b>(22)</b>	<b>3,272</b>	<b>3,600</b>	<b>(328)</b>	<b>3,600</b>
5420-00 · Mail - USPS	0	15	(15)	217	180	37	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	372	(372)	372
5520-00 · Supplies - Other	76	0	76	473	594	(121)	594
<b>Total 5520-00 · Supplies</b>	<b>76</b>	<b>31</b>	<b>45</b>	<b>473</b>	<b>966</b>	<b>(493)</b>	<b>966</b>
5700-00 · Equipment Support & Maintenance	0	0	0	0	240	(240)	240
5710-00 · Taxes, Licenses & Fees	90	0	90	121	0	121	0
5740-00 · Equipment Rental/Leasing	60	125	(65)	897	1,496	(598)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	126,916	126,916	0	126,916
8200-00 · Associate Relations	0	80	(80)	54	960	(906)	960
8500-00 · Credit Card Fees	(90)	0	(90)	0	0	0	0
8810-00 · Dues & Subscriptions	0	20	(20)	4	240	(236)	240
<b>Total Expense</b>	<b>21,357</b>	<b>29,177</b>	<b>(7,819)</b>	<b>281,163</b>	<b>350,956</b>	<b>(69,793)</b>	<b>350,956</b>
<b>Net Ordinary Income</b>	<b>(89,971)</b>	<b>5,050</b>	<b>(95,021)</b>	<b>43,708</b>	<b>60,572</b>	<b>(16,864)</b>	<b>60,572</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(2,049)	5,050	(7,099)	43,708	60,572	(16,864)	60,572
<b>Total Other Expense</b>	<b>(2,049)</b>	<b>5,050</b>	<b>(7,099)</b>	<b>43,708</b>	<b>60,572</b>	<b>(16,864)</b>	<b>60,572</b>
<b>Net Other Income</b>	<b>2,049</b>	<b>(5,050)</b>	<b>7,099</b>	<b>(43,708)</b>	<b>(60,572)</b>	<b>16,864</b>	<b>(60,572)</b>
<b>Net Income</b>	<b>(87,922)</b>	<b>0</b>	<b>(87,922)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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

**42 - Visitor Center**

Accrual Basis

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	(5,857)	36,312	(42,169)	356,140	398,306	(42,166)	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	400	(400)	9,867	4,800	5,067	4,800
4504-00 · Retail Revenue - Other	6,256	0	6,256	15,240	0	15,240	0
46000 · Merchandise Sales - Other	3,714	12,000	(8,286)	77,460	108,100	(30,640)	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>9,971</b>	<b>12,400</b>	<b>(2,429)</b>	<b>102,567</b>	<b>112,900</b>	<b>(10,333)</b>	<b>112,900</b>
<b>Total Income</b>	<b>4,114</b>	<b>48,712</b>	<b>(44,598)</b>	<b>458,707</b>	<b>511,206</b>	<b>(52,499)</b>	<b>511,206</b>
<b>Gross Profit</b>	<b>4,114</b>	<b>48,712</b>	<b>(44,598)</b>	<b>458,707</b>	<b>511,206</b>	<b>(52,499)</b>	<b>511,206</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	932	1,818	(886)	14,107	17,362	(3,255)	17,362
5030-00 · P/R - Health Insurance Expense	1,259	2,225	(966)	20,536	26,700	(6,164)	26,700
5040-00 · P/R - Workmans Comp	409	720	(311)	5,228	7,856	(2,628)	7,856
5060-00 · 401 (k)	462	640	(178)	5,632	6,984	(1,352)	6,984
5070-00 · Other Benefits and Expenses	168	80	88	1,020	960	60	960
5000-00 · Salaries & Wages - Other	22,661	16,000	6,661	170,000	174,600	(4,600)	174,600
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>25,891</b>	<b>21,483</b>	<b>4,408</b>	<b>216,523</b>	<b>234,462</b>	<b>(17,939)</b>	<b>234,462</b>
5100-00 · Rent							
5110-00 · Utilities	356	650	(294)	5,313	7,600	(2,288)	7,600
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	2,303	12,000	(9,698)	12,000
5150-00 · Office - Cleaning	243	1,500	(1,257)	1,136	2,500	(1,364)	2,500
5100-00 · Rent - Other	6,631	6,900	(269)	78,271	78,800	(529)	78,800
<b>Total 5100-00 · Rent</b>	<b>7,230</b>	<b>10,050</b>	<b>(2,820)</b>	<b>87,023</b>	<b>100,900</b>	<b>(13,877)</b>	<b>100,900</b>
5310-00 · Telephone							
5320-00 · Telephone	212	242	(30)	2,709	2,904	(195)	2,904
<b>Total 5310-00 · Telephone</b>	<b>212</b>	<b>242</b>	<b>(30)</b>	<b>2,709</b>	<b>2,904</b>	<b>(195)</b>	<b>2,904</b>
5420-00 · Mail - USPS	0	50	(50)	152	600	(448)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	0	1,310	(1,310)	1,310
5520-00 · Supplies - Other	584	0	584	5,433	4,894	539	4,894
<b>Total 5520-00 · Supplies</b>	<b>584</b>	<b>0</b>	<b>584</b>	<b>5,433</b>	<b>6,204</b>	<b>(771)</b>	<b>6,204</b>
5610-00 · Depreciation	110	0	110	1,407	1,180	227	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	41	1,200	(1,159)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	21	155	(134)	155
5740-00 · Equipment Rental/Leasing	87	235	(148)	1,523	2,820	(1,297)	2,820
5800-00 · Training Seminars	0	1,000	(1,000)	0	3,000	(3,000)	3,000
5850-00 · Artist of Month - Commissions	0	360	(360)	9,927	4,320	5,607	4,320
6740-00 · Media/Collateral/Production	0	1,500	(1,500)	413	3,000	(2,587)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	2,430	12,000	(9,570)	12,000
8100-00 · Cost of Goods Sold							
81100 · Freight and Shipping Costs	891	100	791	3,295	1,190	2,105	1,190
82500 · Purchase Discounts	0	0	0	(101)	0	(101)	0
59900 · POS Inventory Adjustments	263	0	263	614	0	614	0
8100-01 · CGS - Other	11,092	0	11,092	19,745	0	19,745	0
8100-00 · Cost of Goods Sold - Other	1,870	6,000	(4,130)	41,268	54,050	(12,782)	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>14,115</b>	<b>6,100</b>	<b>8,015</b>	<b>64,822</b>	<b>55,240</b>	<b>9,582</b>	<b>55,240</b>
8200-00 · Associate Relations	57	58	(1)	233	696	(463)	696
8500-00 · Credit Card Fees	268	434	(166)	3,495	3,954	(459)	3,954
8700-00 · Automobile Expenses	46	50	(4)	524	950	(426)	950
8750-00 · Meals/Meetings	0	65	(65)	214	780	(566)	780
8810-00 · Dues & Subscriptions	0	0	0	55	100	(45)	100
8910-00 · Travel	0	0	0	0	1,500	(1,500)	1,500
8920-00 · Bad Debt	50			50			
<b>Total Expense</b>	<b>48,849</b>	<b>42,727</b>	<b>6,122</b>	<b>396,993</b>	<b>435,965</b>	<b>(38,972)</b>	<b>435,965</b>
<b>Net Ordinary Income</b>	<b>(44,735)</b>	<b>5,985</b>	<b>(50,720)</b>	<b>61,714</b>	<b>75,241</b>	<b>(13,527)</b>	<b>75,241</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,635	5,984	(1,349)	61,714	75,243	(13,529)	75,243
<b>Total Other Expense</b>	<b>4,635</b>	<b>5,984</b>	<b>(1,349)</b>	<b>61,714</b>	<b>75,243</b>	<b>(13,529)</b>	<b>75,243</b>
<b>Net Other Income</b>	<b>(4,635)</b>	<b>(5,984)</b>	<b>1,349</b>	<b>(61,714)</b>	<b>(75,243)</b>	<b>13,529</b>	<b>(75,243)</b>
<b>Net Income</b>	<b>(49,370)</b>	<b>1</b>	<b>(49,371)</b>	<b>0</b>	<b>(2)</b>	<b>2</b>	<b>(2)</b>

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

Accrual Basis

51 - TMPI

	Jun 20	Budget	\$ Over Bu...	Jul '19 - Ju...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	48,485	46,692	1,793	135,660	133,866	1,794	133,866
<b>Total Income</b>	48,485	46,692	1,793	135,660	133,866	1,794	133,866
<b>Gross Profit</b>	48,485	46,692	1,793	135,660	133,866	1,794	133,866
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	50	33	17	281	396	(115)	396
5030-00 · P/R - Health Insurance Expense	70	4	66	202	48	154	48
5040-00 · P/R - Workmans Comp	5	4	1	19	48	(29)	48
5060-00 · 401 (k)	0	23	(23)	0	276	(276)	276
5070-00 · Other Benefits and Expenses	20	0	20	21	0	21	0
5000-00 · Salaries & Wages - Other	970	567	403	4,357	6,804	(2,447)	6,804
<b>Total 5000-00 · Salaries &amp; Wages</b>	1,115	631	484	4,881	7,572	(2,691)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	0	0	0	36	(36)	36
5140-00 · Repairs & Maintenance	0	0	0	0	6	(6)	6
5150-00 · Office - Cleaning	0	0	0	0	41	(41)	41
5100-00 · Rent - Other	0	0	0	0	504	(504)	504
<b>Total 5100-00 · Rent</b>	0	0	0	0	587	(587)	587
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	3	230	(228)	230
<b>Total 5310-00 · Telephone</b>	0	0	0	3	230	(228)	230
5420-00 · Mail - USPS	0	0	0	0	18	(18)	18
5510-00 · Insurance/Bonding	0	0	0	0	64	(64)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	0	1,560	(1,560)	1,560
5520-00 · Supplies - Other	0	7,000	(7,000)	19,300	17,510	1,790	17,510
<b>Total 5520-00 · Supplies</b>	0	7,000	(7,000)	19,300	19,070	230	19,070
5740-00 · Equipment Rental/Leasing	0	0	0	0	216	(216)	216
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	1,720	0	1,720	0
5921-00 · Professional Fees - Other	0	38,000	(38,000)	91,497	93,000	(1,503)	93,000
<b>Total 5900-00 · Professional Fees</b>	0	38,000	(38,000)	93,217	93,000	217	93,000
8700-00 · Automobile Expenses	0	0	0	4	25	(21)	25
8750-00 · Meals/Meetings	0	0	0	1	4	(3)	4
8810-00 · Dues & Subscriptions	0	0	0	4	0	4	0
<b>Total Expense</b>	1,115	45,631	(44,516)	117,409	120,786	(3,377)	120,786
<b>Net Ordinary Income</b>	47,370	1,061	46,309	18,251	13,080	5,171	13,080
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	8,345	1,061	7,284	18,251	13,080	5,171	13,080
<b>Total Other Expense</b>	8,345	1,061	7,284	18,251	13,080	5,171	13,080
<b>Net Other Income</b>	(8,345)	(1,061)	(7,284)	(18,251)	(13,080)	(5,171)	(13,080)
<b>Net Income</b>	<b>39,025</b>	<b>0</b>	<b>39,025</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,342	10,833	509	134,937	130,000	4,937	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	17,000	(17,000)	17,000
4250-05 · Sponsorships	0	0	0	0	17,000	(17,000)	17,000
4250-01 · Community Awards - Other	0	0	0	0	16,000	(16,000)	16,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	2,500	(2,500)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	0	636	(636)	4,380	7,000	(2,620)	7,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>636</b>	<b>(636)</b>	<b>7,705</b>	<b>10,000</b>	<b>(2,295)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	435	200	235	8,541	4,000	4,541	4,000
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>435</b>	<b>836</b>	<b>(401)</b>	<b>16,246</b>	<b>69,200</b>	<b>(52,954)</b>	<b>69,200</b>
<b>Total Income</b>	<b>11,777</b>	<b>11,670</b>	<b>108</b>	<b>151,183</b>	<b>199,200</b>	<b>(48,017)</b>	<b>199,200</b>
<b>Gross Profit</b>	<b>11,777</b>	<b>11,670</b>	<b>108</b>	<b>151,183</b>	<b>199,200</b>	<b>(48,017)</b>	<b>199,200</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(16,500)	(16,500)	0	(16,500)
5020-00 · P/R - Tax Expense	290	434	(144)	5,033	5,211	(178)	5,211
5030-00 · P/R - Health Insurance Expense	1,001	849	152	8,605	10,188	(1,583)	10,188
5040-00 · P/R - Workmans Comp	39	44	(5)	386	532	(146)	532
5060-00 · 401 (k)	153	253	(101)	2,351	3,038	(687)	3,038
5070-00 · Other Benefits and Expenses	178	13	165	270	160	110	160
5000-00 · Salaries & Wages - Other	16,488	6,329	10,159	65,641	75,948	(10,307)	75,948
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>16,774</b>	<b>6,548</b>	<b>10,226</b>	<b>65,787</b>	<b>78,577</b>	<b>(12,790)</b>	<b>78,577</b>
5100-00 · Rent							
5110-00 · Utilities	23	36	(13)	424	430	(6)	430
5140-00 · Repairs & Maintenance	0	44	(44)	107	525	(418)	525
5150-00 · Office - Cleaning	72	98	(26)	817	1,177	(360)	1,177
5100-00 · Rent - Other	646	497	148	7,648	5,965	1,683	5,965
<b>Total 5100-00 · Rent</b>	<b>741</b>	<b>675</b>	<b>66</b>	<b>8,996</b>	<b>8,097</b>	<b>899</b>	<b>8,097</b>
5310-00 · Telephone							
5320-00 · Telephone	124	150	(26)	1,439	1,800	(361)	1,800
<b>Total 5310-00 · Telephone</b>	<b>124</b>	<b>150</b>	<b>(26)</b>	<b>1,439</b>	<b>1,800</b>	<b>(361)</b>	<b>1,800</b>
5420-00 · Mail - USPS	0	8	(8)	103	100	3	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	500	(500)	500
5520-00 · Supplies - Other	45	83	(39)	623	1,000	(377)	1,000
<b>Total 5520-00 · Supplies</b>	<b>45</b>	<b>125</b>	<b>(80)</b>	<b>623</b>	<b>1,500</b>	<b>(877)</b>	<b>1,500</b>
5610-00 · Depreciation	0	8	(8)	0	96	(96)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	672	(672)	672
5710-00 · Taxes, Licenses & Fees	0	17	(17)	14	200	(186)	200
5740-00 · Equipment Rental/Leasing	64	225	(161)	1,153	2,700	(1,547)	2,700
5800-00 · Training Seminars	0	21	(21)	0	250	(250)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	1,000	(1,000)	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>83</b>	<b>(83)</b>	<b>0</b>	<b>1,000</b>	<b>(1,000)</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	1,222	27,500	(26,278)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	1,500	(1,500)	633	5,000	(4,367)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	546	(546)	2,724	6,000	(3,276)	6,000
6442-00 · Public Relations/Website	477	417	60	5,502	5,000	502	5,000
6423-00 · Membership Activities - Other	295	550	(255)	2,189	8,500	(6,311)	8,500
<b>Total 6423-00 · Membership Activities</b>	<b>772</b>	<b>3,012</b>	<b>(2,241)</b>	<b>12,270</b>	<b>52,000</b>	<b>(39,730)</b>	<b>52,000</b>
6742-00 · Non-NLT Co-Op Marketing Program	0			2,350			
8200-00 · Associate Relations	0	25	(25)	190	300	(110)	300
8500-00 · Credit Card Fees	70	182	(112)	1,385	3,500	(2,115)	3,500
8700-00 · Automobile Expenses	0	63	(63)	299	750	(451)	750
8750-00 · Meals/Meetings	0	83	(83)	368	1,000	(632)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	124	550	(427)	550
8920-00 · Bad Debt	22,212	0	22,212	25,647	0	25,647	0
<b>Total Expense</b>	<b>40,801</b>	<b>11,327</b>	<b>29,475</b>	<b>120,746</b>	<b>153,092</b>	<b>(32,346)</b>	<b>153,092</b>
<b>Net Ordinary Income</b>	<b>(29,024)</b>	<b>343</b>	<b>(29,367)</b>	<b>30,436</b>	<b>46,108</b>	<b>(15,672)</b>	<b>46,108</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							

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

Accrual Basis

60 - Membership

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	(1,042)	2,065	(3,107)	18,771	26,107	(7,336)	26,107
<b>Total Other Expense</b>	<b>(1,042)</b>	<b>2,065</b>	<b>(3,107)</b>	<b>18,771</b>	<b>26,107</b>	<b>(7,336)</b>	<b>26,107</b>
<b>Net Other Income</b>	<b>1,042</b>	<b>(2,065)</b>	<b>3,107</b>	<b>(18,771)</b>	<b>(26,107)</b>	<b>7,336</b>	<b>(26,107)</b>
<b>Net Income</b>	<b>(27,982)</b>	<b>(1,722)</b>	<b>(26,260)</b>	<b>11,666</b>	<b>20,001</b>	<b>(8,335)</b>	<b>20,001</b>

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

**70 - Administration**

Accrual Basis

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,873	2,341	(468)	21,800	26,892	(5,092)	26,892
5030-00 · P/R - Health Insurance Expense	2,892	3,369	(477)	22,385	40,428	(18,043)	40,428
5040-00 · P/R - Workmans Comp	190	205	(15)	468	2,355	(1,887)	2,355
5060-00 · 401 (k)	526	1,171	(645)	9,065	13,452	(4,387)	13,452
5070-00 · Other Benefits and Expenses	385	240	145	1,307	2,000	(693)	2,000
5000-00 · Salaries & Wages - Other	33,692	3,265	30,427	300,503	310,180	(9,677)	310,180
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>39,557</b>	<b>10,591</b>	<b>28,966</b>	<b>355,528</b>	<b>395,307</b>	<b>(39,779)</b>	<b>395,307</b>
5100-00 · Rent							
5110-00 · Utilities	87	175	(88)	1,577	2,040	(463)	2,040
5140-00 · Repairs & Maintenance	87	375	(288)	4,089	4,500	(411)	4,500
5150-00 · Office - Cleaning	270	200	70	3,042	2,650	392	2,650
5100-00 · Rent - Other	2,413	2,700	(287)	28,345	29,760	(1,415)	29,760
<b>Total 5100-00 · Rent</b>	<b>2,857</b>	<b>3,450</b>	<b>(593)</b>	<b>37,054</b>	<b>38,950</b>	<b>(1,896)</b>	<b>38,950</b>
5310-00 · Telephone							
5320-00 · Telephone	936	750	186	9,974	9,000	974	9,000
<b>Total 5310-00 · Telephone</b>	<b>936</b>	<b>750</b>	<b>186</b>	<b>9,974</b>	<b>9,000</b>	<b>974</b>	<b>9,000</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	21			21			
5420-00 · Mail - USPS - Other	0	90	(90)	925	1,080	(155)	1,080
<b>Total 5420-00 · Mail - USPS</b>	<b>21</b>	<b>90</b>	<b>(69)</b>	<b>945</b>	<b>1,080</b>	<b>(135)</b>	<b>1,080</b>
5510-00 · Insurance/Bonding	269	795	(526)	10,480	9,540	940	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	250	(250)	855	3,000	(2,145)	3,000
5520-00 · Supplies - Other	444	625	(181)	5,560	7,500	(1,940)	7,500
<b>Total 5520-00 · Supplies</b>	<b>444</b>	<b>875</b>	<b>(431)</b>	<b>6,415</b>	<b>10,500</b>	<b>(4,085)</b>	<b>10,500</b>
5610-00 · Depreciation	0	32	(32)	0	380	(380)	380
5700-00 · Equipment Support & Maintenance	2,844	2,200	644	25,162	26,400	(1,238)	26,400
5710-00 · Taxes, Licenses & Fees	877	1,045	(168)	11,273	12,540	(1,267)	12,540
5740-00 · Equipment Rental/Leasing	141	341	(200)	4,548	4,092	456	4,092
5800-00 · Training Seminars	0	400	(400)	89	4,800	(4,711)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	340	625	(285)	3,340	7,500	(4,160)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	21,825	24,900	(3,075)	24,900
5921-00 · Professional Fees - Other	0	(17,500)	17,500	1	2,000	(1,999)	2,000
<b>Total 5900-00 · Professional Fees</b>	<b>340</b>	<b>(16,875)</b>	<b>17,215</b>	<b>25,166</b>	<b>34,400</b>	<b>(9,234)</b>	<b>34,400</b>
5941-00 · Research & Planning	0	300	(300)	0	3,600	(3,600)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	371	0	371	0
7500-00 · Trade Shows/Travel	0	0	0	1,951	3,000	(1,049)	3,000
8200-00 · Associate Relations	0	345	(345)	432	4,140	(3,708)	4,140
8300-00 · Board Functions	1,710	150	1,560	23,342	5,950	17,392	5,950
8500-00 · Credit Card Fees	0	0	0	175	0	175	0
8600-00 · Additional Opportunites	650	500	150	1,300	6,000	(4,700)	6,000
8700-00 · Automobile Expenses	65	250	(185)	459	3,000	(2,541)	3,000
8750-00 · Meals/Meetings	0	150	(150)	534	1,800	(1,266)	1,800
8810-00 · Dues & Subscriptions	344	300	44	7,464	3,600	3,864	3,600
8920-00 · Bad Debt	1			1			
<b>Total Expense</b>	<b>51,055</b>	<b>5,689</b>	<b>45,366</b>	<b>522,665</b>	<b>578,079</b>	<b>(55,414)</b>	<b>578,079</b>
<b>Net Ordinary Income</b>	<b>(51,055)</b>	<b>(5,689)</b>	<b>(45,366)</b>	<b>(522,665)</b>	<b>(578,079)</b>	<b>55,414</b>	<b>(578,079)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(50,938)	(5,689)	(45,249)	(522,665)	(578,079)	55,414	(578,079)
<b>Total Other Expense</b>	<b>(50,938)</b>	<b>(5,689)</b>	<b>(45,249)</b>	<b>(522,665)</b>	<b>(578,079)</b>	<b>55,414</b>	<b>(578,079)</b>
<b>Net Other Income</b>	<b>50,938</b>	<b>5,689</b>	<b>45,249</b>	<b>522,665</b>	<b>578,079</b>	<b>(55,414)</b>	<b>578,079</b>
<b>Net Income</b>	<b>(117)</b>	<b>0</b>	<b>(117)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>