

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period

Ending

December 31, 2019

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2019

| | <u>Dec 31, 19</u> | <u>Dec 31, 18</u> | <u>\$ Change</u> | <u>% Change</u> | <u>Jun 30, 19</u> |
|---|-------------------|-------------------|------------------|-----------------|-------------------|
| ASSETS | | | | | |
| Current Assets | | | | | |
| Checking/Savings | | | | | |
| 1001-00 · Petty Cash | 293 | 374 | (81) | (22%) | 116 |
| 1003-00 · Cash - Operations BOTW #6712 | 365,710 | 348,225 | 17,485 | 5% | 332,281 |
| 1007-00 · Cash - Payroll BOTW #7421 | 36,215 | 6,938 | 29,277 | 422% | 11,572 |
| 1008-00 · Marketing Reserve - Plumas | 50,282 | 50,206 | 76 | 0% | 50,244 |
| 1009-00 · Cash Flow Reserve - Plumas | 100,752 | 100,551 | 201 | 0% | 100,650 |
| 1071-00 · Payroll Reserves BOTW #8163 | 29,582 | 29,582 | 0 | 0% | 29,582 |
| 1080-00 · Special Events BOTW #1626 | 207,438 | 138,693 | 68,745 | 50% | 138,243 |
| 10950 · Cash in Drawer | 186 | 1,499 | (1,313) | (88%) | 1,678 |
| Total Checking/Savings | <u>790,458</u> | <u>676,068</u> | <u>114,390</u> | <u>17%</u> | <u>664,366</u> |
| Accounts Receivable | | | | | |
| 1200-00 · Quickbooks Accounts Receivable | 60,908 | 25,806 | 35,102 | 136% | 24,817 |
| 1290-00 · A/R - TOT | 302,005 | 309,017 | (7,012) | (2%) | 57,504 |
| Total Accounts Receivable | <u>362,913</u> | <u>334,823</u> | <u>28,090</u> | <u>8%</u> | <u>82,321</u> |
| Other Current Assets | | | | | |
| 1200-99 · AR Other | 87 | 0 | 87 | 100% | 10 |
| 1201-00 · Member Accounts Receivable | | | | | |
| 1201-01 · Member AR - Member Dues | 21,645 | 16,350 | 5,295 | 32% | 2,720 |
| 1201-03 · Member AR - Other | 1,765 | 0 | 1,765 | 100% | 3,745 |
| 1201-00 · Member Accounts Receivable - Other | 0 | 910 | (910) | (100%) | 0 |
| Total 1201-00 · Member Accounts Receivable | <u>23,410</u> | <u>17,260</u> | <u>6,150</u> | <u>36%</u> | <u>6,465</u> |
| 1201-02 · Allowance for Doubtful Accounts | (2,775) | (2,775) | 0 | 0% | (1,587) |
| 12100 · Inventory Asset | | | | | |
| 25300 · Gift Cards Outstanding | 18 | 0 | 18 | 100% | 15 |
| 12100 · Inventory Asset - Other | 26,627 | 24,188 | 2,439 | 10% | 22,015 |
| Total 12100 · Inventory Asset | <u>26,645</u> | <u>24,188</u> | <u>2,457</u> | <u>10%</u> | <u>22,030</u> |
| 1299 · Receivable from NLTMC | 12,856 | 10,827 | 2,029 | 19% | 15,703 |
| 1490-00 · Security Deposits | 1,250 | 1,250 | 0 | 0% | 1,250 |
| Total Other Current Assets | <u>61,473</u> | <u>50,750</u> | <u>10,723</u> | <u>21%</u> | <u>43,871</u> |
| Total Current Assets | <u>1,214,844</u> | <u>1,061,641</u> | <u>153,203</u> | <u>14%</u> | <u>790,558</u> |
| Fixed Assets | | | | | |
| 1700-00 · Furniture & Fixtures | 45,289 | 68,768 | (23,479) | (34%) | 45,289 |
| 1701-00 · Accum. Depr. - Furn & Fix | (45,289) | (68,768) | 23,479 | 34% | (45,289) |
| 1740-00 · Computer Equipment | 4,270 | 8,436 | (4,166) | (49%) | 4,270 |
| 1741-00 · Accum. Depr. - Computer Equip | (4,269) | (8,435) | 4,166 | 49% | (4,269) |
| 1750-00 · Computer Software | 20,493 | 21,520 | (1,027) | (5%) | 20,493 |
| 1751-00 · Accum. Amort. - Software | (19,793) | (19,374) | (419) | (2%) | (19,085) |
| 1770-00 · Leasehold Improvements | 24,284 | 24,284 | 0 | 0% | 24,284 |
| 1771-00 · Accum. Amort - Leasehold Impr | (24,284) | (24,284) | 0 | 0% | (24,284) |
| Total Fixed Assets | <u>701</u> | <u>2,147</u> | <u>(1,446)</u> | <u>(67%)</u> | <u>1,409</u> |
| Other Assets | | | | | |
| 1400-00 · Prepaid Expenses | | | | | |
| 1410-00 · Prepaid Insurance | 14,635 | 17,595 | (2,960) | (17%) | 14,312 |
| 1430-00 · Prepaid 1st Class Postage | 100 | 1,000 | (900) | (90%) | 100 |
| 1400-00 · Prepaid Expenses - Other | 6,061 | 8,448 | (2,387) | (28%) | 3,964 |

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2019

| | <u>Dec 31, 19</u> | <u>Dec 31, 18</u> | <u>\$ Change</u> | <u>% Change</u> | <u>Jun 30, 19</u> |
|--|-------------------------|-------------------------|-----------------------|-------------------|-----------------------|
| Total 1400-00 · Prepaid Expenses | 20,796 | 27,043 | (6,247) | (23%) | 18,376 |
| Total Other Assets | 20,796 | 27,043 | (6,247) | (23%) | 18,376 |
| TOTAL ASSETS | <u>1,236,341</u> | <u>1,090,831</u> | <u>145,510</u> | <u>13%</u> | <u>810,343</u> |
| LIABILITIES & EQUITY | | | | | |
| Liabilities | | | | | |
| Current Liabilities | | | | | |
| Accounts Payable | | | | | |
| 2000-00 · Accounts Payable | 41,945 | 41,772 | 173 | 0% | 73,556 |
| Total Accounts Payable | 41,945 | 41,772 | 173 | 0% | 73,556 |
| Other Current Liabilities | | | | | |
| 21000 · Salaries/Wages/Payroll Liabilit | | | | | |
| 2100-00 · Salaries / Wages Payable | 22,077 | 25,713 | (3,636) | (14%) | 20,922 |
| 2101-00 · Incentive Payable | 28,904 | 44,820 | (15,916) | (36%) | 58,630 |
| 2102-00 · Commissions Payable | 7,438 | 3,845 | 3,593 | 93% | 7,132 |
| 2120-00 · Empl. Federal Tax Payable | 11,850 | 13,755 | (1,905) | (14%) | 9,775 |
| 2175-00 · 401 (k) Plan | 4,607 | 4,916 | (309) | (6%) | 4,369 |
| 2180-00 · Estimated PTO Liability | 36,333 | 49,004 | (12,671) | (26%) | 52,993 |
| Total 21000 · Salaries/Wages/Payroll Liabilit | 111,209 | 142,053 | (30,844) | (22%) | 153,821 |
| 2190-00 · Sales and Use Tax Payable | | | | | |
| 2195-00 · Use Tax Payable | 55 | 26 | 29 | 112% | 827 |
| 25500 · *Sales Tax Payable | 1,747 | 1,794 | (47) | (3%) | 2,307 |
| 2190-00 · Sales and Use Tax Payable - Other | 0 | 54 | (54) | (100%) | 0 |
| Total 2190-00 · Sales and Use Tax Payable | 1,802 | 1,874 | (72) | (4%) | 3,134 |
| 2250-00 · Accrued Expenses | 0 | 339 | (339) | (100%) | 59,690 |
| 2300-00 · Marketing Cooperative Liabili | 2,050 | 0 | 2,050 | 100% | 0 |
| 2400-11 · Deferred Revenue - Marketing | 37,000 | 0 | 37,000 | 100% | 0 |
| 2400-42 · Marketing Co-op | 0 | 332 | (332) | (100%) | 0 |
| 2400-60 · Deferred Revenue- Member Dues | 29,055 | 31,551 | (2,496) | (8%) | 57,969 |
| 2500-00 · Deferred Revenue - TMBC | 1,170 | 405 | 765 | 189% | 840 |
| 2651-00 · Deferred Rev - Conference | 0 | 2,200 | (2,200) | (100%) | 0 |
| 26900 · Unbilled Purchases | 6 | 0 | 6 | 100% | 0 |
| 2700-00 · Deferred Rev. County | 350,305 | 350,305 | 0 | 0% | 0 |
| 2800-00 · Suspense | 0 | 4,137 | (4,137) | (100%) | 0 |
| 2900-00 · Due To/From County of Placer | 19,871 | 5,160 | 14,711 | 285% | 19,871 |
| Total Other Current Liabilities | <u>552,468</u> | <u>538,356</u> | <u>14,112</u> | <u>3%</u> | <u>295,325</u> |
| Total Current Liabilities | <u>594,413</u> | <u>580,128</u> | <u>14,285</u> | <u>2%</u> | <u>368,881</u> |
| Total Liabilities | 594,413 | 580,128 | 14,285 | 2% | 368,881 |
| Equity | | | | | |
| 32000 · Unrestricted Net Assets | (17,007) | (11,669) | (5,338) | (46%) | (11,669) |
| 3300-11 · Designated Marketing Reserve | 308,202 | 275,755 | 32,447 | 12% | 308,202 |
| 3301 · Cash Flow Reserve | 100,248 | 100,248 | 0 | 0% | 100,248 |
| 3302 · Marketing Cash Reserve | 50,018 | 50,018 | 0 | 0% | 50,018 |
| Net Income | 200,466 | 96,349 | 104,117 | 108% | (5,338) |
| Total Equity | <u>641,927</u> | <u>510,701</u> | <u>131,226</u> | <u>26%</u> | <u>441,461</u> |
| TOTAL LIABILITIES & EQUITY | <u>1,236,341</u> | <u>1,090,831</u> | <u>145,510</u> | <u>13%</u> | <u>810,343</u> |

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through December 2019

| | Jul - Dec 19 | Jul - Dec 18 | \$ Change | % Change |
|---|------------------|------------------|-----------------|-------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4050-00 · County of Placer TOT Funding | 1,819,772 | 1,896,437 | -76,664 | -4% |
| 4200-00 · Membership Dues Revenue | 67,155 | 66,502 | 653 | 1% |
| 4205-00 · Conference Dues | 0 | 4,629 | -4,629 | -100% |
| 4250-00 · Revenues-Membership Activities | | | | |
| 4250-02 · Chamber Events | 0 | 1,684 | -1,684 | -100% |
| 4250-03 · Summer/Winter Rec Luncheon | 0 | 2,622 | -2,622 | -100% |
| 4251-00 · Tues AM Breakfast Club | 2,955 | 3,196 | -241 | -8% |
| 4250-00 · Revenues-Membership Activities - Other | 4,096 | 3,680 | 416 | 11% |
| Total 4250-00 · Revenues-Membership Activities | 7,051 | 11,182 | -4,131 | -37% |
| 4252-00 · Sponsorships | 0 | 600 | -600 | -100% |
| 4253-00 · Revenue- Other | 1,000 | 6 | 994 | 16,567% |
| 4350-00 · Special Events (Marketing) | 0 | 0 | 0 | 0% |
| 4600-00 · Commissions | | | | |
| 4601-00 · Commissions - South Shore | 6,563 | 8,417 | -1,854 | -22% |
| 4600-00 · Commissions - Other | 27,764 | 30,537 | -2,772 | -9% |
| Total 4600-00 · Commissions | 34,327 | 38,954 | -4,626 | -12% |
| 46000 · Merchandise Sales | | | | |
| 4502-00 · Non-Retail VIC income | 383 | 2,801 | -2,418 | -86% |
| 46000 · Merchandise Sales - Other | 68,959 | 65,811 | 3,148 | 5% |
| Total 46000 · Merchandise Sales | 69,342 | 68,612 | 730 | 1% |
| Total Income | 1,998,647 | 2,086,921 | -88,274 | -4% |
| Gross Profit | 1,998,647 | 2,086,921 | -88,274 | -4% |
| Expense | | | | |
| 5000-00 · Salaries & Wages | | | | |
| 5000-01 · In-Market Administration | 0 | 0 | 0 | 0% |
| 5010-00 · Sales Commissions | 12,013 | 12,336 | -323 | -3% |
| 5020-00 · P/R - Tax Expense | 36,410 | 41,417 | -5,007 | -12% |
| 5030-00 · P/R - Health Insurance Expense | 65,982 | 62,887 | 3,095 | 5% |
| 5040-00 · P/R - Workmans Comp | 4,879 | 4,393 | 486 | 11% |
| 5060-00 · 401 (k) | 17,704 | 20,083 | -2,379 | -12% |
| 5070-00 · Other Benefits and Expenses | 1,926 | 2,351 | -424 | -18% |
| 5000-00 · Salaries & Wages - Other | 410,857 | 530,545 | -119,688 | -23% |
| Total 5000-00 · Salaries & Wages | 549,771 | 674,012 | -124,241 | -18% |
| 5100-00 · Rent | | | | |
| 5110-00 · Utilities | 4,998 | 5,914 | -916 | -16% |
| 5140-00 · Repairs & Maintenance | 3,405 | 1,807 | 1,598 | 88% |
| 5150-00 · Office - Cleaning | 4,450 | 3,540 | 910 | 26% |
| 5100-00 · Rent - Other | 78,348 | 76,772 | 1,576 | 2% |
| Total 5100-00 · Rent | 91,201 | 88,033 | 3,168 | 4% |
| 5310-00 · Telephone | | | | |
| 5320-00 · Telephone | 10,697 | 16,758 | -6,061 | -36% |
| 5350-00 · Internet | 0 | 25 | -25 | -100% |
| Total 5310-00 · Telephone | 10,697 | 16,783 | -6,086 | -36% |
| 5420-00 · Mail - USPS | | | | |
| 5480-00 · Mail - Fed Ex | 0 | 84 | -84 | -100% |
| 5420-00 · Mail - USPS - Other | 917 | 1,425 | -508 | -36% |
| Total 5420-00 · Mail - USPS | 917 | 1,509 | -592 | -39% |
| 5510-00 · Insurance/Bonding | 8,012 | 3,401 | 4,611 | 136% |
| 5520-00 · Supplies | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 585 | 3,974 | -3,389 | -85% |
| 5520-00 · Supplies - Other | 9,989 | 7,513 | 2,476 | 33% |
| Total 5520-00 · Supplies | 10,574 | 11,487 | -913 | -8% |
| 5610-00 · Depreciation | 708 | 894 | -187 | -21% |
| 5700-00 · Equipment Support & Maintenance | 11,568 | 849 | 10,719 | 1,263% |
| 5710-00 · Taxes, Licenses & Fees | 5,746 | 5,212 | 533 | 10% |
| 5740-00 · Equipment Rental/Leasing | 5,461 | 6,362 | -901 | -14% |
| 5800-00 · Training Seminars | 1,255 | 3,941 | -2,686 | -68% |
| 5850-00 · Artist of Month - Commissions | 2,622 | 1,894 | 727 | 38% |
| 5900-00 · Professional Fees | | | | |
| 5910-00 · Professional Fees - Attorneys | 2,720 | 840 | 1,880 | 224% |

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through December 2019

| | Jul - Dec 19 | Jul - Dec 18 | \$ Change | % Change |
|--|------------------|------------------|-----------------|-------------|
| 5920-00 · Professional Fees - Accountant | 18,800 | 21,000 | -2,200 | -11% |
| 5921-00 · Professional Fees - Other | 58,898 | 0 | 58,898 | 100% |
| Total 5900-00 · Professional Fees | 80,418 | 21,840 | 58,578 | 268% |
| 5941-00 · Research & Planning | 0 | 5,000 | -5,000 | -100% |
| 6020-00 · Programs | | | | |
| 6016-00 · Special Event Partnership | 0 | 0 | 0 | 0% |
| Total 6020-00 · Programs | 0 | 0 | 0 | 0% |
| 6420-00 · Events | | | | |
| 6420-01 · Sponsorships | | | | |
| 6023-00 · Autumn Food & Wine | 34,668 | 34,278 | 391 | 1% |
| 6421-04 · Broken Arrow Skyrace | 0 | 20,000 | -20,000 | -100% |
| 6421-06 · Spartan | 254,019 | 254,000 | 19 | 0% |
| 6421-08 · Tough Mudder | 0 | 8,000 | -8,000 | -100% |
| 6421-10 · WinterWonderGrass - Tahoe | 180 | 47 | 133 | 279% |
| 6421-16 · Mountain Travel Symposium | 5,000 | 0 | 5,000 | 100% |
| Total 6420-01 · Sponsorships | 293,867 | 316,325 | -22,458 | -7% |
| 6421-00 · New Event Development | 220 | 0 | 220 | 100% |
| 6422-00 · Event Media | 0 | 0 | 0 | 0% |
| 6424-00 · Event Operation Expenses | 1,617 | 2,514 | -897 | -36% |
| Total 6420-00 · Events | 295,704 | 318,839 | -23,135 | -7% |
| 6423-00 · Membership Activities | | | | |
| 6434-00 · Community Awards Dinner | 6,140 | 0 | 6,140 | 100% |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 633 | 3,469 | -2,836 | -82% |
| 6437-00 · Tuesday Morning Breakfast Club | 2,211 | 2,132 | 79 | 4% |
| 6441-00 · Membership - Miscellaneous Exp | 0 | 60 | -60 | -100% |
| 6442-00 · Public Relations/Website | 3,003 | 7,225 | -4,222 | -58% |
| 6444-00 · Trades | 0 | 0 | 0 | 0% |
| 6423-00 · Membership Activities - Other | 1,129 | 4,561 | -3,431 | -75% |
| Total 6423-00 · Membership Activities | 13,116 | 17,446 | -4,331 | -25% |
| 6730-00 · Marketing Cooperative/Media | 637,976 | 729,915 | -91,939 | -13% |
| 6740-00 · Media/Collateral/Production | 0 | 1,278 | -1,278 | -100% |
| 6742-00 · Non-NLT Co-Op Marketing Program | 6,115 | 14,731 | -8,616 | -59% |
| 6743-00 · BACC Marketing Programs | | | | |
| 6743-01 · Shop Local | 5,450 | 7,132 | -1,682 | -24% |
| 6743-04 · High Notes | 0 | 0 | 0 | 0% |
| 6743-05 · Peak Your Adventure | 0 | 1,000 | -1,000 | -100% |
| Total 6743-00 · BACC Marketing Programs | 5,450 | 8,132 | -2,682 | -33% |
| 8100-00 · Cost of Goods Sold | | | | |
| 51100 · Freight and Shipping Costs | 754 | 862 | -109 | -13% |
| 52500 · Purchase Discounts | -1 | -40 | 40 | 99% |
| 59900 · POS Inventory Adjustments | 116 | 36 | 81 | 227% |
| 8100-00 · Cost of Goods Sold - Other | 37,729 | 35,179 | 2,551 | 7% |
| Total 8100-00 · Cost of Goods Sold | 38,599 | 36,036 | 2,562 | 7% |
| 8200-00 · Associate Relations | 940 | 1,930 | -990 | -51% |
| 8300-00 · Board Functions | 9,212 | 5,073 | 4,139 | 82% |
| 8500-00 · Credit Card Fees | 3,522 | 3,536 | -15 | -0% |
| 8700-00 · Automobile Expenses | 1,363 | 2,761 | -1,398 | -51% |
| 8750-00 · Meals/Meetings | 1,044 | 1,501 | -458 | -31% |
| 8810-00 · Dues & Subscriptions | 4,193 | 4,405 | -212 | -5% |
| 8910-00 · Travel | 0 | 359 | -359 | -100% |
| 8920-00 · Bad Debt | 2,138 | 3,553 | -1,415 | -40% |
| Total Expense | 1,798,320 | 1,990,711 | -192,391 | -10% |
| Net Ordinary Income | 200,327 | 96,210 | 104,117 | 108% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 4700-00 · Revenues- Interest & Investment | 140 | 139 | 0 | 0% |
| Total Other Income | 140 | 139 | 0 | 0% |
| Other Expense | | | | |
| Balancing Adjustments | 0 | 0 | 0 | 0% |

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

Accrual Basis

July through December 2019

| | Jul - Dec 19 | Jul - Dec 18 | \$ Change | % Change |
|---------------------|----------------|---------------|----------------|-------------|
| 8990-00 · Allocated | 0 | 0 | 0 | 0% |
| Total Other Expense | 0 | 0 | 0 | 0% |
| Net Other Income | 140 | 139 | 0 | 0% |
| Net Income | 200,466 | 96,349 | 104,118 | 108% |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

| | Dec 19 | Budget | \$ Over Budget | Jul - Dec 19 | YTD Budget | \$ Over Budget | Annual Bud... |
|--|---------|---------|----------------|--------------|------------|----------------|---------------|
| Total 6020-00 · Programs | 0 | 0 | 0 | 0 | 0 | 0 | 80,000 |
| 6420-00 · Events | | | | | | | |
| 6420-01 · Sponsorships | | | | | | | |
| 6023-00 · Autumn Food & Wine | 0 | 0 | 0 | 34,668 | 37,495 | (2,827) | 37,495 |
| 6421-01 · 4th of July Fireworks | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6421-04 · Broken Arrow Skyrace | 0 | 25,000 | (25,000) | 0 | 25,000 | (25,000) | 25,400 |
| 6421-06 · Spartan | 0 | 0 | 0 | 254,019 | 254,400 | (381) | 254,400 |
| 6421-07 · Tahoe Lacrosse Tournament | 0 | 0 | 0 | 0 | 0 | 0 | 6,000 |
| 6421-09 · Wanderlust | 0 | 0 | 0 | 0 | 500 | (500) | 37,500 |
| 6421-10 · WinterWonderGrass - Tahoe | 400 | 0 | 400 | 180 | 0 | 180 | 21,900 |
| 6421-16 · Mountain Travel Symposium | 5,000 | 0 | 5,000 | 5,000 | 0 | 5,000 | 75,000 |
| Total 6420-01 · Sponsorships | 5,400 | 25,000 | (19,600) | 293,867 | 317,395 | (23,528) | 477,695 |
| 6421-00 · New Event Development | 0 | 2,500 | (2,500) | 220 | 15,000 | (14,780) | 30,000 |
| 6424-00 · Event Operation Expenses | 0 | 667 | (667) | 1,617 | 4,002 | (2,385) | 8,000 |
| Total 6420-00 · Events | 5,400 | 28,167 | (22,767) | 295,704 | 336,397 | (40,693) | 515,695 |
| 6423-00 · Membership Activities | | | | | | | |
| 6434-00 · Community Awards Dinner | 5,000 | 0 | 5,000 | 6,140 | 0 | 6,140 | 27,500 |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 0 | 0 | 633 | 3,500 | (2,867) | 5,000 |
| 6437-00 · Tuesday Morning Breakfast Club | 470 | 545 | (76) | 2,211 | 2,727 | (517) | 6,000 |
| 6442-00 · Public Relations/Website | 353 | 417 | (63) | 3,003 | 2,500 | 503 | 5,000 |
| 6423-00 · Membership Activities - Other | 0 | 2,500 | (2,500) | 1,129 | 4,150 | (3,021) | 8,500 |
| Total 6423-00 · Membership Activities | 5,823 | 3,462 | 2,361 | 13,116 | 12,877 | 238 | 52,000 |
| 6730-00 · Marketing Cooperative/Media | 150,831 | 150,831 | 0 | 637,976 | 637,976 | 0 | 1,503,362 |
| 6740-00 · Media/Collateral/Production | 0 | 1,500 | (1,500) | 0 | 1,500 | (1,500) | 3,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 716 | 2,000 | (1,284) | 6,115 | 13,910 | (7,795) | 27,910 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Shop Local | 0 | 0 | 0 | 5,450 | 7,132 | (1,682) | 20,000 |
| 6743-03 · Touch Lake Tahoe | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6743-04 · High Notes | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6743-05 · Peak Your Adventure | 0 | 0 | 0 | 0 | 1,000 | (1,000) | 20,000 |
| Total 6743-00 · BACC Marketing Programs | 0 | 0 | 0 | 5,450 | 8,132 | (2,682) | 80,000 |
| 7500-00 · Trade Shows/Travel | 0 | 0 | 0 | 0 | 1,500 | (1,500) | 3,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 24 | 100 | (76) | 754 | 800 | (46) | 1,190 |
| 52500 · Purchase Discounts | 0 | | | (1) | | | |
| 59900 · POS Inventory Adjustments | 0 | | | 116 | | | |
| 8100-00 · Cost of Goods Sold - Other | 6,459 | 3,600 | 2,859 | 37,729 | 31,800 | 5,929 | 54,050 |
| Total 8100-00 · Cost of Goods Sold | 6,484 | 3,700 | 2,784 | 38,599 | 32,600 | 5,999 | 55,240 |
| 8200-00 · Associate Relations | 451 | 648 | (197) | 940 | 3,888 | (2,948) | 7,756 |
| 8300-00 · Board Functions | 4,457 | 250 | 4,207 | 9,212 | 3,750 | 5,462 | 5,950 |
| 8500-00 · Credit Card Fees | 457 | 448 | 9 | 3,522 | 3,402 | 120 | 7,454 |
| 8600-00 · Additional Opportunites | 0 | 3,500 | (3,500) | 0 | 11,091 | (11,091) | 32,091 |
| 8700-00 · Automobile Expenses | 41 | 551 | (510) | 1,363 | 3,280 | (1,917) | 6,285 |
| 8750-00 · Meals/Meetings | 50 | 462 | (411) | 1,044 | 2,769 | (1,725) | 5,534 |
| 8810-00 · Dues & Subscriptions | 376 | 716 | (340) | 4,193 | 3,795 | 398 | 7,490 |
| 8910-00 · Travel | 0 | 500 | (500) | 0 | 2,300 | (2,300) | 7,800 |
| 8920-00 · Bad Debt | 0 | | | 2,138 | | | |
| Total Expense | 282,453 | 351,677 | (69,224) | 1,798,320 | 2,031,724 | (233,404) | 4,234,808 |
| Net Ordinary Income | 43,409 | 464 | 42,945 | 200,327 | (777) | 201,104 | 19,998 |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |
| 4700-00 · Revenues- Interest & Investment | 24 | | | 140 | | | |
| Total Other Income | 24 | | | 140 | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 0 | 0 | 0 | 0 | (1) | 1 | 0 |
| Total Other Expense | 0 | 0 | 0 | 0 | (1) | 1 | 0 |
| Net Other Income | 24 | 0 | 24 | 140 | 1 | 139 | 0 |
| Net Income | 43,432 | 464 | 42,968 | 200,466 | (776) | 201,243 | 19,998 |

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

Accrual Basis

11 - Marketing

| | Dec 19 | Budget | \$ Over Budget | Jul - Dec 19 | YTD Budget | \$ Over Budget | Annual Budget |
|--|----------------|----------------|-----------------|------------------|------------------|-----------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 221,479 | 251,146 | (29,667) | 1,359,802 | 1,408,402 | (48,599) | 3,044,007 |
| 4253-00 · Revenue- Other | 1,000 | | | 1,000 | | | |
| Total Income | 222,479 | 251,146 | (28,667) | 1,360,802 | 1,408,402 | (47,599) | 3,044,007 |
| Gross Profit | 222,479 | 251,146 | (28,667) | 1,360,802 | 1,408,402 | (47,599) | 3,044,007 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5000-01 · In-Market Administration | 1,375 | 1,375 | 0 | 8,250 | 8,250 | 0 | 16,500 |
| 5020-00 · P/R - Tax Expense | 2,356 | 2,037 | 318 | 10,759 | 12,224 | (1,465) | 21,537 |
| 5030-00 · P/R - Health Insurance Expense | 4,119 | 3,667 | 452 | 25,374 | 22,002 | 3,372 | 44,004 |
| 5040-00 · P/R - Workmans Comp | 127 | 178 | (52) | 789 | 1,070 | (281) | 2,139 |
| 5060-00 · 401 (k) | 880 | 1,019 | (139) | 5,170 | 6,112 | (942) | 12,224 |
| 5070-00 · Other Benefits and Expenses | 113 | 160 | (47) | 600 | 960 | (360) | 1,920 |
| 5000-00 · Salaries & Wages - Other | 23,564 | 25,467 | (1,903) | 137,961 | 152,802 | (14,841) | 305,604 |
| Total 5000-00 · Salaries & Wages | 32,533 | 33,903 | (1,370) | 188,902 | 203,420 | (14,518) | 403,929 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 163 | 130 | 32 | 948 | 843 | 105 | 2,001 |
| 5140-00 · Repairs & Maintenance | 92 | 80 | 12 | 138 | 160 | (22) | 4,367 |
| 5150-00 · Office - Cleaning | 205 | 225 | (20) | 1,662 | 1,192 | 471 | 2,866 |
| 5100-00 · Rent - Other | 2,442 | 2,050 | 392 | 14,618 | 12,644 | 1,973 | 24,200 |
| Total 5100-00 · Rent | 2,902 | 2,486 | 416 | 17,366 | 14,840 | 2,527 | 33,434 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 386 | 600 | (214) | 2,955 | 3,600 | (645) | 6,600 |
| Total 5310-00 · Telephone | 386 | 600 | (214) | 2,955 | 3,600 | (645) | 6,600 |
| 5420-00 · Mail - USPS | 34 | 50 | (16) | 287 | 300 | (13) | 600 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 100 | (100) | 0 | 3,100 | (3,100) | 3,700 |
| 5520-00 · Supplies - Other | 56 | 150 | (94) | 914 | 900 | 14 | 4,750 |
| Total 5520-00 · Supplies | 56 | 250 | (194) | 914 | 4,000 | (3,086) | 8,450 |
| 5700-00 · Equipment Support & Maintenance | 0 | 120 | (120) | 0 | 720 | (720) | 1,440 |
| 5710-00 · Taxes, Licenses & Fees | 0 | | | 60 | | | |
| 5740-00 · Equipment Rental/Leasing | 243 | 315 | (72) | 1,392 | 1,890 | (498) | 3,780 |
| 5800-00 · Training Seminars | 500 | 1,597 | (1,097) | 1,166 | 2,206 | (1,040) | 4,785 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 100 | (100) | 0 | 600 | (600) | 1,500 |
| 5921-00 · Professional Fees - Other | 0 | 400 | (400) | 0 | 2,400 | (2,400) | 4,800 |
| Total 5900-00 · Professional Fees | 0 | 500 | (500) | 0 | 3,000 | (3,000) | 6,300 |
| 5941-00 · Research & Planning | 0 | 1,500 | (1,500) | 0 | 9,000 | (9,000) | 18,000 |
| 6020-00 · Programs | | | | | | | |
| 6016-00 · Special Event Partnership | 0 | 0 | 0 | 0 | 0 | 0 | 50,000 |
| 6018-00 · Business Assoc. Grants | 0 | 0 | 0 | 0 | 0 | 0 | 30,000 |
| Total 6020-00 · Programs | 0 | 0 | 0 | 0 | 0 | 0 | 80,000 |
| 6420-00 · Events | | | | | | | |
| 6420-01 · Sponsorships | | | | | | | |
| 6023-00 · Autumn Food & Wine | 0 | 0 | 0 | 34,668 | 37,495 | (2,827) | 37,495 |
| 6421-01 · 4th of July Fireworks | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6421-04 · Broken Arrow Skyrace | 0 | 25,000 | (25,000) | 0 | 25,000 | (25,000) | 25,400 |
| 6421-06 · Spartan | 0 | 0 | 0 | 254,019 | 254,400 | (381) | 254,400 |
| 6421-07 · Tahoe Lacrosse Tournament | 0 | 0 | 0 | 0 | 0 | 0 | 6,000 |
| 6421-09 · Wanderlust | 0 | 0 | 0 | 0 | 500 | (500) | 37,500 |
| 6421-10 · WinterWonderGrass - Tahoe | 400 | 0 | 400 | 180 | 0 | 180 | 21,900 |
| 6421-16 · Mountain Travel Symposium | 5,000 | 0 | 5,000 | 5,000 | 0 | 5,000 | 75,000 |
| Total 6420-01 · Sponsorships | 5,400 | 25,000 | (19,600) | 293,867 | 317,395 | (23,528) | 477,695 |
| 6421-00 · New Event Development | 0 | 2,500 | (2,500) | 220 | 15,000 | (14,780) | 30,000 |
| 6424-00 · Event Operation Expenses | 0 | 667 | (667) | 1,617 | 4,002 | (2,385) | 8,000 |
| Total 6420-00 · Events | 5,400 | 28,167 | (22,767) | 295,704 | 336,397 | (40,693) | 515,695 |
| 6730-00 · Marketing Cooperative/Media | 140,255 | 140,255 | 0 | 574,517 | 574,517 | 0 | 1,376,446 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 516 | 1,000 | (484) | 4,544 | 7,910 | (3,366) | 15,910 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Shop Local | 0 | 0 | 0 | 5,450 | 7,132 | (1,682) | 20,000 |
| 6743-03 · Touch Lake Tahoe | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6743-04 · High Notes | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6743-05 · Peak Your Adventure | 0 | 0 | 0 | 0 | 1,000 | (1,000) | 20,000 |
| Total 6743-00 · BACC Marketing Programs | 0 | 0 | 0 | 5,450 | 8,132 | (2,682) | 80,000 |
| 8200-00 · Associate Relations | 38 | 140 | (102) | 191 | 840 | (650) | 1,660 |
| 8500-00 · Credit Card Fees | 0 | | | 50 | | | |
| 8600-00 · Additional Opportunitess | 0 | 3,000 | (3,000) | 0 | 8,091 | (8,091) | 26,091 |
| 8700-00 · Automobile Expenses | 14 | 130 | (116) | 892 | 780 | 112 | 1,560 |
| 8750-00 · Meals/Meetings | 8 | 163 | (155) | 459 | 975 | (516) | 1,950 |

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

Accrual Basis

11 - Marketing

| | Dec 19 | Budget | \$ Over Budget | Jul - Dec 19 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|
| 8810-00 · Dues & Subscriptions | 109 | 250 | (141) | 1,026 | 1,500 | (474) | 3,000 |
| 8910-00 · Travel | 0 | 500 | (500) | 0 | 2,300 | (2,300) | 6,300 |
| Total Expense | 182,994 | 214,925 | (31,932) | 1,095,872 | 1,184,417 | (88,545) | 2,595,931 |
| Net Ordinary Income | 39,486 | 36,221 | 3,265 | 264,930 | 223,985 | 40,945 | 448,076 |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |
| 4700-00 · Revenues- Interest & Investment | 24 | | | 140 | | | |
| Total Other Income | 24 | | | 140 | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 24,970 | 36,233 | (11,263) | 165,065 | 224,060 | (58,995) | 448,076 |
| Total Other Expense | 24,970 | 36,233 | (11,263) | 165,065 | 224,060 | (58,995) | 448,076 |
| Net Other Income | (24,947) | (36,233) | 11,286 | (164,925) | (224,060) | 59,135 | (448,076) |
| Net Income | 14,539 | (13) | 14,552 | 100,005 | (75) | 100,080 | 0 |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

| | Dec 19 | Budget | \$ Over Budget | Jul - Dec 19 | YTD Budget | \$ Over Budget | Annual Budget |
|---|----------------------|-----------------|----------------------|----------------------|-----------------|----------------------|-----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 34,327 | 34,326 | 0 | 184,253 | 184,252 | 1 | 383,252 |
| 4600-00 · Commissions | | | | | | | |
| 4601-00 · Commissions - South Shore | 0 | 0 | 0 | 6,563 | 0 | 6,563 | 0 |
| 4600-00 · Commissions - Other | 167 | 0 | 167 | 27,764 | 21,495 | 6,269 | 28,276 |
| Total 4600-00 · Commissions | <u>167</u> | <u>0</u> | <u>167</u> | <u>34,327</u> | <u>21,495</u> | <u>12,833</u> | <u>28,276</u> |
| Total Income | <u>34,494</u> | <u>34,326</u> | <u>167</u> | <u>218,581</u> | <u>205,747</u> | <u>12,834</u> | <u>411,528</u> |
| Gross Profit | 34,494 | 34,326 | 167 | 218,581 | 205,747 | 12,834 | 411,528 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5010-00 · Sales Commissions | 568 | 800 | (232) | 12,013 | 4,800 | 7,213 | 9,600 |
| 5020-00 · P/R - Tax Expense | 1,206 | 1,064 | 142 | 4,472 | 6,382 | (1,911) | 12,764 |
| 5030-00 · P/R - Health Insurance Expense | 1,247 | 1,754 | (507) | 15,208 | 10,524 | 4,684 | 21,048 |
| 5040-00 · P/R - Workmans Comp | 94 | 88 | 6 | 419 | 526 | (106) | 1,051 |
| 5060-00 · 401 (k) | 286 | 501 | (214) | 2,093 | 3,003 | (911) | 6,007 |
| 5061-00 · 401k Profit Sharing | 0 | 80 | (80) | 0 | 480 | (480) | 960 |
| 5070-00 · Other Benefits and Expenses | 8 | 0 | 8 | 266 | 0 | 266 | 0 |
| 5000-00 · Salaries & Wages - Other | (4,854) | 12,514 | (17,368) | 39,732 | 75,084 | (35,352) | 150,168 |
| Total 5000-00 · Salaries & Wages | <u>(1,445)</u> | <u>16,800</u> | <u>(18,245)</u> | <u>74,203</u> | <u>100,799</u> | <u>(26,596)</u> | <u>201,598</u> |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 79 | 66 | 13 | 463 | 396 | 67 | 792 |
| 5140-00 · Repairs & Maintenance | 45 | 45 | 0 | 68 | 270 | (203) | 540 |
| 5150-00 · Office - Cleaning | 100 | 94 | 6 | 811 | 564 | 247 | 1,128 |
| 5100-00 · Rent - Other | 1,146 | 1,025 | 121 | 6,858 | 6,150 | 708 | 12,300 |
| Total 5100-00 · Rent | <u>1,370</u> | <u>1,230</u> | <u>140</u> | <u>8,199</u> | <u>7,380</u> | <u>819</u> | <u>14,760</u> |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 163 | 300 | (137) | 1,462 | 1,800 | (338) | 3,600 |
| Total 5310-00 · Telephone | <u>163</u> | <u>300</u> | <u>(137)</u> | <u>1,462</u> | <u>1,800</u> | <u>(338)</u> | <u>3,600</u> |
| 5420-00 · Mail - USPS | 17 | 15 | 2 | 84 | 90 | (6) | 180 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 31 | (31) | 0 | 186 | (186) | 372 |
| 5520-00 · Supplies - Other | 27 | 262 | (234) | 245 | 457 | (211) | 594 |
| Total 5520-00 · Supplies | <u>27</u> | <u>293</u> | <u>(265)</u> | <u>245</u> | <u>643</u> | <u>(397)</u> | <u>966</u> |
| 5700-00 · Equipment Support & Maintenance | 0 | 0 | 0 | 0 | 0 | 0 | 240 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 31 | 0 | 31 | 0 |
| 5740-00 · Equipment Rental/Leasing | 109 | 125 | (16) | 616 | 748 | (131) | 1,496 |
| 6730-00 · Marketing Cooperative/Media | 10,576 | 10,576 | 0 | 63,459 | 63,459 | 0 | 126,916 |
| 8200-00 · Associate Relations | 23 | 80 | (57) | 54 | 480 | (426) | 960 |
| 8500-00 · Credit Card Fees | 0 | 0 | 0 | 90 | 0 | 90 | 0 |
| 8810-00 · Dues & Subscriptions | 0 | 20 | (20) | 4 | 120 | (116) | 240 |
| Total Expense | <u>10,840</u> | <u>29,438</u> | <u>(18,599)</u> | <u>148,448</u> | <u>175,519</u> | <u>(27,071)</u> | <u>350,956</u> |
| Net Ordinary Income | <u>23,654</u> | <u>4,888</u> | <u>18,766</u> | <u>70,133</u> | <u>30,228</u> | <u>39,905</u> | <u>60,572</u> |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 3,369 | 4,888 | (1,519) | 22,269 | 30,228 | (7,959) | 60,572 |
| Total Other Expense | <u>3,369</u> | <u>4,888</u> | <u>(1,519)</u> | <u>22,269</u> | <u>30,228</u> | <u>(7,959)</u> | <u>60,572</u> |
| Net Other Income | <u>(3,369)</u> | <u>(4,888)</u> | <u>1,519</u> | <u>(22,269)</u> | <u>(30,228)</u> | <u>7,959</u> | <u>(60,572)</u> |
| Net Income | <u><u>20,285</u></u> | <u><u>0</u></u> | <u><u>20,285</u></u> | <u><u>47,864</u></u> | <u><u>0</u></u> | <u><u>47,864</u></u> | <u><u>0</u></u> |

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

42 - Visitor Center

Accrual Basis

| | Dec 19 | Budget | \$ Over Budget | Jul - Dec 19 | YTD Budget | \$ Over Budget | Annual Budget |
|---|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 39,330 | 39,330 | (0) | 197,267 | 197,267 | (0) | 398,306 |
| 46000 · Merchandise Sales | | | | | | | |
| 4502-00 · Non-Retail VIC income | 168 | 400 | (232) | 383 | 2,400 | (2,017) | 4,800 |
| 46000 · Merchandise Sales - Other | 10,204 | 7,200 | 3,004 | 68,959 | 63,600 | 5,359 | 108,100 |
| Total 46000 · Merchandise Sales | 10,372 | 7,600 | 2,772 | 69,342 | 66,000 | 3,342 | 112,900 |
| Total Income | 49,702 | 46,930 | 2,772 | 266,609 | 263,267 | 3,342 | 511,206 |
| Gross Profit | 49,702 | 46,930 | 2,772 | 266,609 | 263,267 | 3,342 | 511,206 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 1,426 | 1,666 | (240) | 8,624 | 8,816 | (192) | 17,362 |
| 5030-00 · P/R - Health Insurance Expense | 1,730 | 2,225 | (495) | 10,252 | 13,350 | (3,098) | 26,700 |
| 5040-00 · P/R - Workmans Comp | 394 | 765 | (371) | 3,211 | 4,047 | (836) | 7,856 |
| 5060-00 · 401 (k) | 521 | 680 | (159) | 3,402 | 3,598 | (196) | 6,984 |
| 5070-00 · Other Benefits and Expenses | 45 | 80 | (35) | 210 | 480 | (270) | 960 |
| 5000-00 · Salaries & Wages - Other | 12,900 | 17,000 | (4,100) | 92,314 | 89,950 | 2,364 | 174,600 |
| Total 5000-00 · Salaries & Wages | 17,017 | 22,416 | (5,399) | 118,014 | 120,241 | (2,227) | 234,462 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 545 | 700 | (155) | 2,553 | 3,700 | (1,147) | 7,600 |
| 5140-00 · Repairs & Maintenance | 257 | 1,000 | (744) | 1,405 | 6,000 | (4,595) | 12,000 |
| 5150-00 · Office - Cleaning | 20 | 500 | (480) | 162 | 750 | (588) | 2,500 |
| 5100-00 · Rent - Other | 6,502 | 6,500 | 2 | 39,007 | 39,000 | 7 | 78,800 |
| Total 5100-00 · Rent | 7,323 | 8,700 | (1,377) | 43,127 | 49,450 | (6,323) | 100,900 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 174 | 242 | (68) | 1,278 | 1,452 | (174) | 2,904 |
| Total 5310-00 · Telephone | 174 | 242 | (68) | 1,278 | 1,452 | (174) | 2,904 |
| 5420-00 · Mail - USPS | 12 | 50 | (38) | 59 | 300 | (241) | 600 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies - Computer <\$1000 | 0 | 1 | (1) | 0 | 308 | (308) | 1,310 |
| 5520-00 · Supplies - Other | 297 | 321 | (24) | 2,117 | 2,928 | (811) | 4,894 |
| Total 5520-00 · Supplies | 297 | 322 | (25) | 2,117 | 3,236 | (1,119) | 6,204 |
| 5610-00 · Depreciation | 118 | 118 | (0) | 708 | 708 | (0) | 1,180 |
| 5700-00 · Equipment Support & Maintenance | 0 | 100 | (100) | 0 | 600 | (600) | 1,200 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 20 | 155 | (135) | 155 |
| 5740-00 · Equipment Rental/Leasing | 176 | 235 | (59) | 1,057 | 1,410 | (353) | 2,820 |
| 5800-00 · Training Seminars | 0 | 0 | 0 | 0 | 2,000 | (2,000) | 3,000 |
| 5850-00 · Artist of Month - Commissions | 284 | 360 | (77) | 2,622 | 2,160 | 462 | 4,320 |
| 6740-00 · Media/Collateral/Production | 0 | 1,500 | (1,500) | 0 | 1,500 | (1,500) | 3,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 200 | 1,000 | (800) | 1,200 | 6,000 | (4,800) | 12,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 24 | 100 | (76) | 754 | 800 | (46) | 1,190 |
| 52500 · Purchase Discounts | 0 | 0 | 0 | (1) | 0 | 1 | 0 |
| 59900 · POS Inventory Adjustments | 0 | 0 | 0 | 116 | 0 | 116 | 0 |
| 8100-00 · Cost of Goods Sold - Other | 6,459 | 3,600 | 2,859 | 37,729 | 31,800 | 5,929 | 54,050 |
| Total 8100-00 · Cost of Goods Sold | 6,484 | 3,700 | 2,784 | 38,599 | 32,600 | 5,999 | 55,240 |
| 8200-00 · Associate Relations | 8 | 58 | (50) | 176 | 348 | (172) | 696 |
| 8500-00 · Credit Card Fees | 374 | 266 | 108 | 2,257 | 2,311 | (54) | 3,954 |
| 8700-00 · Automobile Expenses | 12 | 100 | (88) | 233 | 600 | (367) | 950 |
| 8750-00 · Meals/Meetings | 8 | 65 | (57) | 152 | 390 | (238) | 780 |
| 8810-00 · Dues & Subscriptions | 0 | 100 | (100) | 0 | 100 | (100) | 100 |
| 8910-00 · Travel | 0 | 0 | 0 | 0 | 0 | 0 | 1,500 |
| Total Expense | 32,485 | 39,332 | (6,847) | 211,619 | 225,561 | (13,942) | 435,965 |
| Net Ordinary Income | 17,217 | 7,598 | 9,619 | 54,990 | 37,706 | 17,284 | 75,241 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 4,202 | 6,098 | (1,896) | 27,779 | 37,707 | (9,928) | 75,243 |
| Total Other Expense | 4,202 | 6,098 | (1,896) | 27,779 | 37,707 | (9,928) | 75,243 |
| Net Other Income | (4,202) | (6,098) | 1,896 | (27,779) | (37,707) | 9,928 | (75,243) |
| Net Income | 13,014 | 1,500 | 11,514 | 27,211 | (1) | 27,212 | (2) |

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

Accrual Basis

51 - TMPI

| | Dec 19 | Budget | \$ Over Bu... | Jul - Dec 19 | YTD Budget | \$ Over Bu... | Annual Bu... |
|---|----------------|----------|----------------|--------------|------------|---------------|--------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 6,869 | 6,869 | 0 | 78,450 | 78,449 | 1 | 88,866 |
| Total Income | 6,869 | 6,869 | 0 | 78,450 | 78,449 | 1 | 88,866 |
| Gross Profit | 6,869 | 6,869 | 0 | 78,450 | 78,449 | 1 | 88,866 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 0 | 33 | (33) | 0 | 198 | (198) | 396 |
| 5030-00 · P/R - Health Insurance Expense | 0 | 4 | (4) | 0 | 24 | (24) | 48 |
| 5040-00 · P/R - Workmans Comp | 0 | 4 | (4) | 0 | 24 | (24) | 48 |
| 5060-00 · 401 (k) | 0 | 23 | (23) | 0 | 138 | (138) | 276 |
| 5000-00 · Salaries & Wages - Other | 0 | 567 | (567) | 0 | 3,402 | (3,402) | 6,804 |
| Total 5000-00 · Salaries & Wages | 0 | 631 | (631) | 0 | 3,786 | (3,786) | 7,572 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 0 | 5 | (5) | 0 | 33 | (33) | 36 |
| 5140-00 · Repairs & Maintenance | 0 | 3 | (3) | 0 | 6 | (6) | 6 |
| 5150-00 · Office - Cleaning | 0 | 8 | (8) | 0 | 41 | (41) | 41 |
| 5100-00 · Rent - Other | 544 | 72 | 472 | 2,177 | 360 | 1,817 | 504 |
| Total 5100-00 · Rent | 544 | 88 | 456 | 2,177 | 440 | 1,737 | 587 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 0 | 22 | (22) | 0 | 245 | (245) | 230 |
| Total 5310-00 · Telephone | 0 | 22 | (22) | 0 | 245 | (245) | 230 |
| 5420-00 · Mail - USPS | 0 | 0 | 0 | 0 | 18 | (18) | 18 |
| 5510-00 · Insurance/Bonding | 0 | 14 | (14) | 0 | 64 | (64) | 64 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 12 | (12) | 0 | 1,560 | (1,560) | 1,560 |
| 5520-00 · Supplies - Other | 1,321 | 2 | 1,319 | 4,084 | 10,509 | (6,425) | 10,510 |
| Total 5520-00 · Supplies | 1,321 | 14 | 1,307 | 4,084 | 12,069 | (7,985) | 12,070 |
| 5740-00 · Equipment Rental/Leasing | 0 | 33 | (33) | 0 | 182 | (182) | 216 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 680 | | | 680 | | | |
| 5921-00 · Professional Fees - Other | 8,499 | 5,000 | 3,499 | 58,897 | 55,000 | 3,897 | 55,000 |
| Total 5900-00 · Professional Fees | 9,179 | 5,000 | 4,179 | 59,577 | 55,000 | 4,577 | 55,000 |
| 8700-00 · Automobile Expenses | 0 | 8 | (8) | 0 | 25 | (25) | 25 |
| 8750-00 · Meals/Meetings | 0 | 1 | (1) | 0 | 4 | (4) | 4 |
| Total Expense | 11,044 | 5,811 | 5,233 | 65,838 | 71,833 | (5,995) | 75,786 |
| Net Ordinary Income | (4,175) | 1,058 | (5,233) | 12,612 | 6,616 | 5,996 | 13,080 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 729 | 1,058 | (329) | 4,821 | 6,544 | (1,723) | 13,080 |
| Total Other Expense | 729 | 1,058 | (329) | 4,821 | 6,544 | (1,723) | 13,080 |
| Net Other Income | (729) | (1,058) | 329 | (4,821) | (6,544) | 1,723 | (13,080) |
| Net Income | (4,904) | 0 | (4,904) | 7,791 | 72 | 7,719 | 0 |

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

Accrual Basis

60 - Membership

| | Dec 19 | Budget | \$ Over Budget | Jul - Dec 19 | YTD Budget | \$ Over Budget | Annual Budget |
|---|---------------|---------------|----------------|---------------|---------------|-----------------|----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4200-00 · Membership Dues Revenue | 11,183 | 10,833 | 350 | 67,155 | 65,000 | 2,155 | 130,000 |
| 4250-00 · Revenues-Membership Activities | | | | | | | |
| 4250-01 · Community Awards | | | | | | | |
| 4250-04 · Silent Auction | 0 | 0 | 0 | 0 | 0 | 0 | 17,000 |
| 4250-05 · Sponsorships | 0 | 0 | 0 | 0 | 0 | 0 | 17,000 |
| 4250-01 · Community Awards - Other | 0 | 0 | 0 | 0 | 0 | 0 | 16,000 |
| Total 4250-01 · Community Awards | 0 | 0 | 0 | 0 | 0 | 0 | 50,000 |
| 4250-02 · Chamber Events | 0 | 1,200 | (1,200) | 0 | 1,200 | (1,200) | 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 | 0 | 0 | 0 | 3,000 |
| 4251-00 · Tues AM Breakfast Club - Other | 615 | 636 | (21) | 2,955 | 3,182 | (227) | 7,000 |
| Total 4251-00 · Tues AM Breakfast Club | 615 | 636 | (21) | 2,955 | 3,182 | (227) | 10,000 |
| 4250-00 · Revenues-Membership Activities - Other | 520 | 200 | 320 | 4,096 | 3,000 | 1,096 | 4,000 |
| Total 4250-00 · Revenues-Membership Activities | 1,135 | 2,036 | (901) | 7,051 | 10,082 | (3,031) | 69,200 |
| Total Income | 12,318 | 12,870 | (552) | 74,206 | 75,082 | (876) | 199,200 |
| Gross Profit | 12,318 | 12,870 | (552) | 74,206 | 75,082 | (876) | 199,200 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5000-01 · In-Market Administration | (1,375) | (1,375) | 0 | (8,250) | (8,250) | 0 | (16,500) |
| 5020-00 · P/R - Tax Expense | 359 | 434 | (75) | 3,250 | 2,606 | 645 | 5,211 |
| 5030-00 · P/R - Health Insurance Expense | 815 | 849 | (34) | 4,172 | 5,094 | (922) | 10,188 |
| 5040-00 · P/R - Workmans Comp | 23 | 44 | (21) | 207 | 266 | (59) | 532 |
| 5060-00 · 401 (k) | 153 | 253 | (101) | 1,797 | 1,519 | 278 | 3,038 |
| 5070-00 · Other Benefits and Expenses | 4 | 13 | (9) | 20 | 80 | (60) | 160 |
| 5000-00 · Salaries & Wages - Other | 3,827 | 6,329 | (2,502) | 24,970 | 37,974 | (13,004) | 75,948 |
| Total 5000-00 · Salaries & Wages | 3,806 | 6,548 | (2,742) | 26,165 | 39,289 | (13,123) | 78,577 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 38 | 36 | 2 | 220 | 215 | 5 | 430 |
| 5140-00 · Repairs & Maintenance | 21 | 44 | (22) | 32 | 263 | (230) | 525 |
| 5150-00 · Office - Cleaning | 48 | 98 | (51) | 385 | 588 | (203) | 1,177 |
| 5100-00 · Rent - Other | 93 | 497 | (404) | 1,639 | 2,982 | (1,344) | 5,965 |
| Total 5100-00 · Rent | 200 | 675 | (475) | 2,276 | 4,048 | (1,773) | 8,097 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 79 | 150 | (71) | 631 | 900 | (269) | 1,800 |
| Total 5310-00 · Telephone | 79 | 150 | (71) | 631 | 900 | (269) | 1,800 |
| 5420-00 · Mail - USPS | 8 | 8 | (0) | 40 | 50 | (10) | 100 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 42 | (42) | 0 | 250 | (250) | 500 |
| 5520-00 · Supplies - Other | 13 | 83 | (70) | 117 | 500 | (383) | 1,000 |
| Total 5520-00 · Supplies | 13 | 125 | (112) | 117 | 750 | (633) | 1,500 |
| 5610-00 · Depreciation | 0 | 8 | (8) | 0 | 48 | (48) | 96 |
| 5700-00 · Equipment Support & Maintenance | 0 | 56 | (56) | 0 | 336 | (336) | 672 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 17 | (17) | 14 | 100 | (86) | 200 |
| 5740-00 · Equipment Rental/Leasing | 131 | 225 | (94) | 805 | 1,350 | (545) | 2,700 |
| 5800-00 · Training Seminars | 0 | 21 | (21) | 0 | 125 | (125) | 250 |
| 5900-00 · Professional Fees | | | | | | | |
| 5921-00 · Professional Fees - Other | 0 | 83 | (83) | 0 | 500 | (500) | 1,000 |
| Total 5900-00 · Professional Fees | 0 | 83 | (83) | 0 | 500 | (500) | 1,000 |
| 6423-00 · Membership Activities | | | | | | | |
| 6434-00 · Community Awards Dinner | 5,000 | 0 | 5,000 | 6,140 | 0 | 6,140 | 27,500 |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 0 | 0 | 633 | 3,500 | (2,867) | 5,000 |
| 6437-00 · Tuesday Morning Breakfast Club | 470 | 545 | (76) | 2,211 | 2,727 | (517) | 6,000 |
| 6442-00 · Public Relations/Website | 353 | 417 | (63) | 3,003 | 2,500 | 503 | 5,000 |
| 6423-00 · Membership Activities - Other | 0 | 2,500 | (2,500) | 1,129 | 4,150 | (3,021) | 8,500 |
| Total 6423-00 · Membership Activities | 5,823 | 3,462 | 2,361 | 13,116 | 12,877 | 238 | 52,000 |
| 8200-00 · Associate Relations | 177 | 25 | 152 | 190 | 150 | 40 | 300 |
| 8500-00 · Credit Card Fees | 83 | 182 | (98) | 951 | 1,091 | (140) | 3,500 |
| 8700-00 · Automobile Expenses | 15 | 63 | (47) | 216 | 375 | (159) | 750 |
| 8750-00 · Meals/Meetings | 27 | 83 | (56) | 272 | 500 | (228) | 1,000 |
| 8810-00 · Dues & Subscriptions | 0 | 46 | (46) | 70 | 275 | (205) | 550 |
| 8920-00 · Bad Debt | 0 | | | 2,138 | | | |
| Total Expense | 10,362 | 11,777 | (1,415) | 46,999 | 62,764 | (15,765) | 153,092 |
| Net Ordinary Income | 1,956 | 1,093 | 863 | 27,207 | 12,318 | 14,889 | 46,108 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 1,459 | 2,117 | (658) | 9,642 | 13,090 | (3,448) | 26,107 |

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

Accrual Basis

60 - Membership

| | Dec 19 | Budget | \$ Over Budget | Jul - Dec 19 | YTD Budget | \$ Over Budget | Annual Budget |
|----------------------------|------------|----------------|----------------|---------------|--------------|----------------|---------------|
| Total Other Expense | 1,459 | 2,117 | (658) | 9,642 | 13,090 | (3,448) | 26,107 |
| Net Other Income | (1,459) | (2,117) | 658 | (9,642) | (13,090) | 3,448 | (26,107) |
| Net Income | <u>498</u> | <u>(1,024)</u> | <u>1,522</u> | <u>17,565</u> | <u>(772)</u> | <u>18,337</u> | <u>20,001</u> |

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

70 - Administration

Accrual Basis

| | Dec 19 | Budget | \$ Over Budget | Jul - Dec 19 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 1,662 | 2,341 | (679) | 9,305 | 12,846 | (3,541) | 26,892 |
| 5030-00 · P/R - Health Insurance Expense | 1,814 | 3,369 | (1,555) | 10,976 | 20,214 | (9,238) | 40,428 |
| 5040-00 · P/R - Workmans Comp | 91 | 205 | (114) | 253 | 1,125 | (872) | 2,355 |
| 5060-00 · 401 (k) | 723 | 1,171 | (448) | 5,243 | 6,426 | (1,183) | 13,452 |
| 5070-00 · Other Benefits and Expenses | 17 | 160 | (143) | 830 | 960 | (130) | 2,000 |
| 5000-00 · Salaries & Wages - Other | 16,249 | 29,265 | (13,016) | 115,881 | 160,590 | (44,709) | 336,180 |
| Total 5000-00 · Salaries & Wages | 20,555 | 36,511 | (15,956) | 142,487 | 202,161 | (59,674) | 421,307 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 141 | 140 | 1 | 815 | 965 | (150) | 2,040 |
| 5140-00 · Repairs & Maintenance | 603 | 375 | 228 | 1,762 | 2,250 | (488) | 4,500 |
| 5150-00 · Office - Cleaning | 178 | 250 | (73) | 1,430 | 1,400 | 30 | 2,650 |
| 5100-00 · Rent - Other | 2,332 | 2,370 | (38) | 14,050 | 14,220 | (170) | 29,760 |
| Total 5100-00 · Rent | 3,253 | 3,135 | 118 | 18,056 | 18,835 | (779) | 38,950 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 639 | 750 | (111) | 4,371 | 4,500 | (129) | 9,000 |
| Total 5310-00 · Telephone | 639 | 750 | (111) | 4,371 | 4,500 | (129) | 9,000 |
| 5420-00 · Mail - USPS | 29 | 90 | (61) | 448 | 540 | (92) | 1,080 |
| 5510-00 · Insurance/Bonding | 1,123 | 795 | 328 | 8,012 | 4,770 | 3,242 | 9,540 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 10 | 250 | (240) | 585 | 1,500 | (915) | 3,000 |
| 5520-00 · Supplies - Other | 268 | 625 | (357) | 2,512 | 3,750 | (1,238) | 7,500 |
| Total 5520-00 · Supplies | 278 | 875 | (598) | 3,097 | 5,250 | (2,153) | 10,500 |
| 5610-00 · Depreciation | 0 | 32 | (32) | 0 | 188 | (188) | 380 |
| 5700-00 · Equipment Support & Maintenance | 11,363 | 2,200 | 9,163 | 11,568 | 13,200 | (1,632) | 26,400 |
| 5710-00 · Taxes, Licenses & Fees | 1,246 | 1,045 | 201 | 5,621 | 6,270 | (649) | 12,540 |
| 5740-00 · Equipment Rental/Leasing | (8,734) | 341 | (9,075) | 1,591 | 2,046 | (455) | 4,092 |
| 5800-00 · Training Seminars | 0 | 400 | (400) | 89 | 2,400 | (2,311) | 4,800 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 40 | 625 | (585) | 2,040 | 3,750 | (1,710) | 7,500 |
| 5920-00 · Professional Fees - Accountant | 0 | 0 | 0 | 18,800 | 22,400 | (3,600) | 24,900 |
| 5921-00 · Professional Fees - Other | 0 | 1,500 | (1,500) | 1 | 9,000 | (8,999) | 21,000 |
| Total 5900-00 · Professional Fees | 40 | 2,125 | (2,085) | 20,841 | 35,150 | (14,309) | 53,400 |
| 5941-00 · Research & Planning | 0 | 300 | (300) | 0 | 1,800 | (1,800) | 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 | 0 | 1,500 | (1,500) | 3,000 |
| 8200-00 · Associate Relations | 205 | 345 | (140) | 330 | 2,070 | (1,740) | 4,140 |
| 8300-00 · Board Functions | 4,457 | 250 | 4,207 | 9,212 | 3,750 | 5,462 | 5,950 |
| 8500-00 · Credit Card Fees | 0 | | | 175 | | | |
| 8600-00 · Additional Opportunitites | 0 | 500 | (500) | 0 | 3,000 | (3,000) | 6,000 |
| 8700-00 · Automobile Expenses | 0 | 250 | (250) | 22 | 1,500 | (1,478) | 3,000 |
| 8750-00 · Meals/Meetings | 8 | 150 | (142) | 161 | 900 | (739) | 1,800 |
| 8810-00 · Dues & Subscriptions | 267 | 300 | (33) | 3,093 | 1,800 | 1,293 | 3,600 |
| Total Expense | 34,729 | 50,394 | (15,665) | 229,545 | 311,630 | (82,085) | 623,079 |
| Net Ordinary Income | (34,729) | (50,394) | 15,665 | (229,545) | (311,630) | 82,085 | (623,079) |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | (34,729) | (50,394) | 15,665 | (229,575) | (311,630) | 82,055 | (623,078) |
| Total Other Expense | (34,729) | (50,394) | 15,665 | (229,575) | (311,630) | 82,055 | (623,078) |
| Net Other Income | 34,729 | 50,394 | (15,665) | 229,575 | 311,630 | (82,055) | 623,078 |
| Net Income | 0 | 0 | 0 | 30 | 0 | 30 | (1) |