

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period Ending

December 31, 2021

## North Lake Tahoe Resort Association

## Balance Sheet

As of December 31, 2021

	Dec 31, 21	Dec 31, 20	\$ Change	% Change	Jun 30, 21
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	158	158	0	0%	158
1002-00 · Cash - Operations BOTW #8328	2,493,035	0	2,493,035	100%	1,965,992
1003-00 · Cash - Operations BOTW #6712	0	1,213,165	(1,213,165)	(100%)	(268,644)
1007-00 · Cash - Payroll BOTW #7421	3,255	2,920	335	11%	38,521
1008-00 · Marketing Reserve - Plumas	50,371	50,337	34	0%	50,356
1009-00 · Cash Flow Reserve - Plumas	101,027	100,913	114	0%	100,976
1071-00 · Payroll Reserves BOTW #8163	21,582	29,582	(8,000)	(27%)	29,582
1080-00 · Special Events BOTW #1626	14,452	64,845	(50,393)	(78%)	39,803
10950 · Cash in Drawer	641	139	502	361%	139
<b>Total Checking/Savings</b>	<b>2,684,521</b>	<b>1,462,059</b>	<b>1,222,462</b>	<b>84%</b>	<b>1,956,883</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	0	2,500	(2,500)	(100%)	1,000
1290-00 · A/R - TOT	313,229	294,448	18,781	6%	432,499
<b>Total Accounts Receivable</b>	<b>313,229</b>	<b>296,948</b>	<b>16,281</b>	<b>5%</b>	<b>433,499</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	14,787	1,179	13,608	1,154%	2,442
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	32,802	94,730	(61,928)	(65%)	17,025
1201-03 · Member AR - Other	320	1,400	(1,080)	(77%)	985
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>33,122</b>	<b>96,130</b>	<b>(63,008)</b>	<b>(66%)</b>	<b>18,010</b>
1201-02 · Allowance for Doubtful Accounts	(9,523)	(24,987)	15,464	62%	(9,632)
<b>12100 · Inventory Asset</b>					
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	33,479	24,129	9,350	39%	26,867
<b>Total 12100 · Inventory Asset</b>	<b>33,497</b>	<b>24,147</b>	<b>9,350</b>	<b>39%</b>	<b>26,885</b>
1220-00 · AR TBID	2,372,411	0	2,372,411	100%	
1299 · Receivable from NLTC	2,324	1,966	358	18%	5,932
1490-00 · Security Deposits	1,150	1,150	0	0%	1,150
<b>Total Other Current Assets</b>	<b>2,447,768</b>	<b>99,585</b>	<b>2,348,183</b>	<b>2,358%</b>	<b>44,787</b>
<b>Total Current Assets</b>	<b>5,445,518</b>	<b>1,858,592</b>	<b>3,586,926</b>	<b>193%</b>	<b>2,435,169</b>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	43,330	45,289	(1,959)	(4%)	43,330
1701-00 · Accum. Depr. - Furn & Fix	(43,330)	(45,289)	1,959	4%	(43,330)
1740-00 · Computer Equipment	11,013	6,799	4,214	62%	11,013
1741-00 · Accum. Depr. - Computer Equip	(4,139)	(2,153)	(1,986)	(92%)	(3,222)
1750-00 · Computer Software	6,206	20,493	(14,287)	(70%)	6,206
1751-00 · Accum. Amort. - Software	(6,206)	(20,493)	14,287	70%	(6,206)
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)
<b>Total Fixed Assets</b>	<b>6,874</b>	<b>4,646</b>	<b>2,228</b>	<b>48%</b>	<b>7,791</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	7,831	1,076	6,755	628%	2,689
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	17,651	9,384	8,267	88%	6,500
<b>Total 1400-00 · Prepaid Expenses</b>	<b>25,582</b>	<b>10,560</b>	<b>15,022</b>	<b>142%</b>	<b>9,289</b>
<b>Total Other Assets</b>	<b>25,582</b>	<b>10,560</b>	<b>15,022</b>	<b>142%</b>	<b>9,289</b>
<b>TOTAL ASSETS</b>	<b>5,477,974</b>	<b>1,873,798</b>	<b>3,604,176</b>	<b>192%</b>	<b>2,452,249</b>
<b>LIABILITIES &amp; EQUITY</b>					

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of December 31, 2021

	<u>Dec 31, 21</u>	<u>Dec 31, 20</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 21</u>
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	36,804	17,448	19,356	111%	69,892
<b>Total Accounts Payable</b>	<u>36,804</u>	<u>17,448</u>	<u>19,356</u>	<u>111%</u>	<u>69,892</u>
<b>Other Current Liabilities</b>					
2000-01 · Accounts Payable - Other	23,835	0	23,835	100%	22,140
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	5,469	8,844	(3,375)	(38%)	41,223
2101-00 · Incentive Payable	18,003	61,212	(43,209)	(71%)	44,055
2102-00 · Commissions Payable	0	3,500	(3,500)	(100%)	0
2120-00 · Empl. Federal Tax Payable	2,427	3,473	(1,046)	(30%)	3,379
2175-00 · 401 (k) Plan	1,482	1,964	(482)	(25%)	1,218
2180-00 · Estimated PTO Liability	45,948	54,845	(8,897)	(16%)	62,280
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<u>73,329</u>	<u>133,838</u>	<u>(60,509)</u>	<u>(45%)</u>	<u>152,155</u>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	0	551	(551)	(100%)	
25500 · *Sales Tax Payable	1,615	2,118	(503)	(24%)	1,418
2190-00 · Sales and Use Tax Payable - Other	0	(496)	496	100%	2,877
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<u>1,615</u>	<u>2,173</u>	<u>(558)</u>	<u>(26%)</u>	<u>4,295</u>
<b>2250-00 · Accrued Expenses</b>					200,350
2250-01 · Business Association Grant	10,000	0	10,000	100%	
2250-00 · Accrued Expenses - Other	21,857	15,132	6,725	44%	
<b>Total 2250-00 · Accrued Expenses</b>	<u>31,857</u>	<u>15,132</u>	<u>16,725</u>	<u>111%</u>	
2400-60 · Deferred Revenue- Member Dues	21,345	31,410	(10,065)	(32%)	0
2500-00 · Deferred Revenue - TMBC	1,290	1,290	0	0%	20,827
2700-00 · Deferred Rev. County	525,305	525,305	0	0%	1,290
2900-00 · Due To/From County of Placer	1,480,803	384,939	1,095,864	285%	1,480,803
<b>Total Other Current Liabilities</b>	<u>2,159,379</u>	<u>1,094,087</u>	<u>1,065,292</u>	<u>97%</u>	<u>1,881,860</u>
<b>Total Current Liabilities</b>	<u>2,196,183</u>	<u>1,111,535</u>	<u>1,084,648</u>	<u>98%</u>	<u>1,951,752</u>
<b>Total Liabilities</b>	2,196,183	1,111,535	1,084,648	98%	1,951,752
<b>Equity</b>					
32000 · Unrestricted Net Assets	17,781	(10,145)	27,926	275%	(10,736)
3300-11 · Designated Marketing Reserve	331,856	324,590	7,266	2%	331,856
3301 · Cash Flow Reserve	100,839	100,248	591	1%	100,839
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
<b>Net Income</b>	<u>2,781,295</u>	<u>297,549</u>	<u>2,483,746</u>	<u>835%</u>	<u>28,518</u>
<b>Total Equity</b>	<u>3,281,789</u>	<u>762,260</u>	<u>2,519,529</u>	<u>331%</u>	<u>500,495</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>5,477,972</u></u>	<u><u>1,873,795</u></u>	<u><u>3,604,177</u></u>	<u><u>192%</u></u>	<u><u>2,452,247</u></u>

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

**All Departments**

	Dec 21	Budget	\$ Over Bu...	Jul - Dec 21	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	313,229	488,729	(175,500)	1,699,267	2,016,017	(316,750)	3,395,286
4100-00 · TBID Assessment Revenue	429,401	429,401	0	2,372,411	1,960,176	412,235	4,689,362
4200-00 · Membership Dues Revenue	6,546	6,250	296	39,030	37,500	1,530	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	1,500	(1,500)	4,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	0	800	(800)	2,350
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	600	(600)	1,200
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>500</b>	<b>(500)</b>	<b>0</b>	<b>1,400</b>	<b>(1,400)</b>	<b>3,550</b>
4250-00 · Revenues-Membership Activities - Other	235	0	235	1,805	0	1,805	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>235</b>	<b>500</b>	<b>(265)</b>	<b>1,805</b>	<b>4,400</b>	<b>(2,595)</b>	<b>9,550</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	1,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	138	0	138	616	0	616	0
46000 · Merchandise Sales - Other	5,745	6,000	(255)	59,200	47,500	11,700	59,500
<b>Total 46000 · Merchandise Sales</b>	<b>5,883</b>	<b>6,000</b>	<b>(117)</b>	<b>59,815</b>	<b>47,500</b>	<b>12,315</b>	<b>59,500</b>
<b>Total Income</b>	<b>755,293</b>	<b>930,880</b>	<b>(175,586)</b>	<b>4,172,329</b>	<b>4,065,593</b>	<b>106,735</b>	<b>8,210,947</b>
<b>Gross Profit</b>	<b>755,293</b>	<b>930,880</b>	<b>(175,586)</b>	<b>4,172,329</b>	<b>4,065,593</b>	<b>106,735</b>	<b>8,210,947</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,099	10,695	(7,596)	26,671	64,171	(37,500)	98,560
5030-00 · P/R - Health Insurance Expense	4,428	13,890	(9,462)	37,087	83,337	(46,250)	128,597
5040-00 · P/R - Workmans Comp	660	1,131	(471)	4,354	6,788	(2,434)	10,260
5060-00 · 401 (k)	1,438	3,834	(2,396)	9,907	23,004	(13,097)	35,428
5070-00 · Other Benefits and Expenses	86	646	(560)	1,711	3,877	(2,166)	5,993
5000-00 · Salaries & Wages - Other	43,556	108,002	(64,446)	375,466	648,013	(272,547)	995,051
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>53,267</b>	<b>138,199</b>	<b>(84,932)</b>	<b>455,197</b>	<b>829,192</b>	<b>(373,995)</b>	<b>1,273,889</b>
5100-00 · Rent							
5110-00 · Utilities	170	1,113	(942)	6,293	6,675	(382)	10,088
5140-00 · Repairs & Maintenance	787	1,104	(317)	967	6,625	(5,658)	9,983
5150-00 · Office - Cleaning	0	929	(929)	3,925	5,575	(1,650)	8,483
5100-00 · Rent - Other	13,698	14,391	(693)	82,221	86,345	(4,124)	130,642
<b>Total 5100-00 · Rent</b>	<b>14,655</b>	<b>17,537</b>	<b>(2,882)</b>	<b>93,406</b>	<b>105,220</b>	<b>(11,814)</b>	<b>159,197</b>
5310-00 · Telephone							
5320-00 · Telephone	2,820	2,973	(153)	15,830	17,840	(2,010)	27,002
5350-00 · Internet	180			180			
<b>Total 5310-00 · Telephone</b>	<b>3,000</b>	<b>2,973</b>	<b>26</b>	<b>16,010</b>	<b>17,840</b>	<b>(1,831)</b>	<b>27,002</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	25	(25)	50
5480-00 · Mail - Fed Ex	0	4	(4)	233	25	208	50
5420-00 · Mail - USPS - Other	296	127	169	519	760	(241)	1,140
<b>Total 5420-00 · Mail - USPS</b>	<b>296</b>	<b>135</b>	<b>161</b>	<b>753</b>	<b>810</b>	<b>(57)</b>	<b>1,240</b>
5510-00 · Insurance/Bonding	269	1,250	(981)	6,947	7,500	(553)	11,250
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	492	(492)	135	7,950	(7,815)	9,425
5520-00 · Supplies - Other	931	1,779	(848)	6,241	15,675	(9,434)	22,263
<b>Total 5520-00 · Supplies</b>	<b>931</b>	<b>2,271</b>	<b>(1,340)</b>	<b>6,376</b>	<b>23,625</b>	<b>(17,249)</b>	<b>31,688</b>
5610-00 · Depreciation	153	153	0	917	917	0	1,375
5700-00 · Equipment Support & Maintenance	6,753	2,933	3,820	7,757	17,600	(9,843)	26,400
5710-00 · Taxes, Licenses & Fees	1,416	1,308	108	8,889	7,850	1,039	11,832
5740-00 · Equipment Rental/Leasing	(4,137)	435	(4,572)	2,772	2,612	160	4,116
5800-00 · Training Seminars	0	500	(500)	649	3,000	(2,351)	4,500
5850-00 · Artist of Month - Commissions	0	167	(167)	980	1,000	(20)	1,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	6,125	9,500	(3,375)	11,750
5920-00 · Professional Fees - Accountant	0	0	0	19,345	26,000	(6,655)	26,000
5921-00 · Professional Fees - Other	7,080	1,792	5,288	47,717	10,750	36,967	18,625
<b>Total 5900-00 · Professional Fees</b>	<b>7,080</b>	<b>2,542</b>	<b>4,538</b>	<b>73,187</b>	<b>46,250</b>	<b>26,937</b>	<b>56,375</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	7,500	(7,500)	11,250

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

All Departments

	Dec 21	Budget	\$ Over Bu...	Jul - Dec 21	YTD Budget	\$ Over Bu...	Annual Bu...
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	2,500	0	2,500	2,720	0	2,720	50,000
6018-00 · Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
<b>Total 6020-00 · Programs</b>	<b>2,500</b>	<b>0</b>	<b>2,500</b>	<b>12,720</b>	<b>20,000</b>	<b>(7,280)</b>	<b>70,000</b>
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	30,000
6421-04 · Broken Arrow Skyrace	0	0	0	5,000	400	4,600	25,400
6421-06 · Spartan	0	0	0	0	179,400	(179,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	8,000	(8,000)	8,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	25,000	(25,000)	25,400
6421-17 · Enduro	0	0	0	0	0	0	80,000
6421-18 · Sponsorships - Other	0	0	0	0	15,400	(15,400)	62,800
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5,000</b>	<b>228,200</b>	<b>(223,200)</b>	<b>411,000</b>
6421-00 · New Event Development	0	0	0	0	68,050	(68,050)	102,075
6424-00 · Event Operation Expenses	0	500	(500)	289	500	(211)	1,500
<b>Total 6420-00 · Events</b>	<b>0</b>	<b>500</b>	<b>(500)</b>	<b>5,289</b>	<b>296,750</b>	<b>(291,461)</b>	<b>514,575</b>
<b>6423-00 · Membership Activities</b>							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	500
6437-00 · Tuesday Morning Breakfast Club	0	225	(225)	(500)	600	(1,100)	1,763
6442-00 · Public Relations/Website/Digita	919	500	419	4,914	3,000	1,914	4,500
6444-00 · Trades	0	0	0	295	0	295	0
6423-00 · Membership Activities - Other	470	417	53	873	2,500	(1,627)	3,750
<b>Total 6423-00 · Membership Activities</b>	<b>1,389</b>	<b>1,142</b>	<b>247</b>	<b>5,582</b>	<b>6,600</b>	<b>(1,018)</b>	<b>10,513</b>
6730-00 · Marketing Cooperative/Media	110,366	110,366	0	466,800	466,800	0	871,278
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	10,000	(10,000)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	8,500	6,000	2,500	35,451	36,000	(549)	54,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Year Round Shopping Campaign	0	2,000	(2,000)	2,500	8,000	(5,500)	14,000
6743-03 · Winter Lakeside Campaign	0	3,600	(3,600)	2,500	10,800	(8,300)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>0</b>	<b>5,600</b>	<b>(5,600)</b>	<b>5,000</b>	<b>18,800</b>	<b>(13,800)</b>	<b>34,000</b>
<b>6750-00 · Business Association Grant</b>							
6750-01 · Business Assn Grant - NTBA	8,333	8,333	0	50,000	50,000	(0)	100,000
6750-02 · Business Assn Grant - TCDA	8,333	8,333	0	50,000	50,000	(0)	100,000
<b>Total 6750-00 · Business Association Grant</b>	<b>16,667</b>	<b>16,667</b>	<b>0</b>	<b>100,000</b>	<b>100,000</b>	<b>(0)</b>	<b>200,000</b>
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	10,000	(10,000)	15,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	216	125	91	1,194	750	444	1,125
52500 · Purchase Discounts	(6)	0	(6)	(6)	0	(6)	0
59900 · POS Inventory Adjustments	(35)	0	(35)	75	0	75	0
8100-01 · CGS - Other	266	0	266	276	0	276	0
8100-00 · Cost of Goods Sold - Other	3,159	3,000	159	30,305	23,750	6,555	29,750
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>3,600</b>	<b>3,125</b>	<b>475</b>	<b>31,843</b>	<b>24,500</b>	<b>7,343</b>	<b>30,875</b>
8200-00 · Associate Relations	199	195	4	653	1,170	(517)	1,770
8300-00 · Board Functions	3,658	583	3,075	35,772	3,500	32,272	5,250
8500-00 · Credit Card Fees	195	332	(137)	1,771	2,533	(761)	3,247
8600-00 · Additional Opportunites	650	5,833	(5,183)	8,925	35,000	(26,075)	55,000
8700-00 · Automobile Expenses	196	542	(346)	574	3,250	(2,676)	5,025
8750-00 · Meals/Meetings	0	642	(642)	111	3,850	(3,739)	6,088
8810-00 · Dues & Subscriptions	844	1,275	(431)	5,843	7,650	(1,807)	11,500
8910-00 · Travel	0	417	(417)	303	2,500	(2,197)	3,750
8920-00 · Bad Debt	0	0	0	624	0	624	0
<b>Total Expense</b>	<b>232,446</b>	<b>328,204</b>	<b>(95,758)</b>	<b>1,391,099</b>	<b>2,119,819</b>	<b>(728,720)</b>	<b>3,528,482</b>
<b>Net Ordinary Income</b>	<b>522,848</b>	<b>602,676</b>	<b>(79,828)</b>	<b>2,781,229</b>	<b>1,945,774</b>	<b>835,455</b>	<b>4,682,465</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	11	0	11	66	0	66	0
<b>Total Other Income</b>	<b>11</b>	<b>0</b>	<b>11</b>	<b>66</b>	<b>0</b>	<b>66</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	0	0	0	0	0	(0)	9,744

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

All Departments

	Dec 21	Budget	\$ Over Bu...	Jul - Dec 21	YTD Budget	\$ Over Bu...	Annual Bu...
Total Other Expense	0	0	0	0	0	(0)	9,744
Net Other Income	11	0	11	66	(0)	66	(9,744)
Net Income	<u>522,859</u>	<u>602,676</u>	<u>(79,817)</u>	<u>2,781,295</u>	<u>1,945,774</u>	<u>835,521</u>	<u>4,672,721</u>

**North Lake Tahoe Resort Association**  
**Profit & Loss Prev Year Comparison**  
 July through December 2021

	Jul - Dec 21	Jul - Dec 20	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	1,699,267	1,495,873	203,394	14%
4100-00 · TBID Assessment Revenue	2,372,411	0	2,372,411	100%
4200-00 · Membership Dues Revenue	39,030	68,574	(29,545)	(43)%
4250-00 · Revenues-Membership Activities	1,805	2,650	(845)	(32)%
4253-00 · Revenue- Other	0	1,525	(1,525)	(100)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	616	1,414	(798)	(56)%
4504-00 · Retail Revenue - Other	0	560	(560)	(100)%
46000 · Merchandise Sales - Other	59,200	56,772	2,428	4%
<b>Total 46000 · Merchandise Sales</b>	59,815	58,746	1,070	2%
4720-00 · Miscellaneous	0	4,193	(4,193)	(100)%
<b>Total Income</b>	4,172,329	1,631,560	2,540,768	156%
<b>Gross Profit</b>	4,172,329	1,631,560	2,540,768	156%
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	0	2,106	(2,106)	(100)%
5020-00 · P/R - Tax Expense	26,671	33,152	(6,481)	(20)%
5030-00 · P/R - Health Insurance Expense	37,087	60,188	(23,101)	(38)%
5040-00 · P/R - Workmans Comp	4,354	4,890	(536)	(11)%
5060-00 · 401 (k)	9,907	10,136	(229)	(2)%
5070-00 · Other Benefits and Expenses	1,711	2,064	(353)	(17)%
5000-00 · Salaries & Wages - Other	375,466	502,566	(127,101)	(25)%
<b>Total 5000-00 · Salaries &amp; Wages</b>	455,197	615,102	(159,905)	(26)%
5100-00 · Rent				
5110-00 · Utilities	6,293	4,950	1,343	27%
5140-00 · Repairs & Maintenance	967	2,032	(1,065)	(52)%
5150-00 · Office - Cleaning	3,925	3,350	575	17%
5100-00 · Rent - Other	82,221	80,056	2,165	3%
<b>Total 5100-00 · Rent</b>	93,406	90,388	3,018	3%
5310-00 · Telephone				
5320-00 · Telephone	15,830	13,789	2,041	15%
5350-00 · Internet	180	0	180	100%
<b>Total 5310-00 · Telephone</b>	16,010	13,789	2,221	16%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	233	0	233	100%
5420-00 · Mail - USPS - Other	519	531	(12)	(2)%
<b>Total 5420-00 · Mail - USPS</b>	753	531	222	42%
5510-00 · Insurance/Bonding	6,947	6,248	699	11%
5520-00 · Supplies				
5525-00 · Supplies- Computer	135	1,610	(1,475)	(92)%
5520-00 · Supplies - Other	6,241	6,348	(106)	(2)%
<b>Total 5520-00 · Supplies</b>	6,376	7,958	(1,582)	(20)%
5610-00 · Depreciation	917	306	611	200%
5700-00 · Equipment Support & Maintenance	7,757	16,449	(8,692)	(53)%
5710-00 · Taxes, Licenses & Fees	8,889	5,166	3,723	72%
5740-00 · Equipment Rental/Leasing	2,772	2,657	115	4%
5800-00 · Training Seminars	649	66	583	882%
5850-00 · Artist of Month - Commissions	980	1,010	(30)	(3)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	6,125	1,600	4,525	283%
5920-00 · Professional Fees - Accountant	19,345	21,800	(2,455)	(11)%

**North Lake Tahoe Resort Association**  
**Profit & Loss Prev Year Comparison**  
 July through December 2021

	Jul - Dec 21	Jul - Dec 20	\$ Change	% Change
5921-00 · Professional Fees - Other	47,717	31,200	16,517	53%
<b>Total 5900-00 · Professional Fees</b>	<b>73,187</b>	<b>54,600</b>	<b>18,587</b>	<b>34%</b>
<b>6020-00 · Programs</b>				
6016-00 · Special Event Partnership	2,720	131	2,590	1,982%
6018-00 · Business Assoc. Grants	10,000	0	10,000	100%
<b>Total 6020-00 · Programs</b>	<b>12,720</b>	<b>131</b>	<b>12,590</b>	<b>9,634%</b>
<b>6420-00 · Events</b>				
6420-01 · Sponsorships				
6421-04 · Broken Arrow Skyrace	5,000	0	5,000	100%
<b>Total 6420-01 · Sponsorships</b>	<b>5,000</b>	<b>0</b>	<b>5,000</b>	<b>100%</b>
6421-00 · New Event Development	0	4,000	(4,000)	(100)%
6424-00 · Event Operation Expenses	289	0	289	100%
<b>Total 6420-00 · Events</b>	<b>5,289</b>	<b>4,000</b>	<b>1,289</b>	<b>32%</b>
<b>6423-00 · Membership Activities</b>				
6434-00 · Community Awards Dinner	0	295	(295)	(100)%
6437-00 · Tuesday Morning Breakfast Club	(500)	0	(500)	(100)%
6442-00 · Public Relations/Website/Digita	4,914	3,734	1,180	32%
6444-00 · Trades	295	0	295	100%
6423-00 · Membership Activities - Other	873	915	(42)	(5)%
<b>Total 6423-00 · Membership Activities</b>	<b>5,582</b>	<b>4,944</b>	<b>638</b>	<b>13%</b>
6730-00 · Marketing Cooperative/Media	466,800	361,210	105,590	29%
6742-00 · Non-NLT Co-Op Marketing Program	35,451	2,032	33,419	1,645%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Year Round Shopping Campaign	2,500	13,350	(10,850)	(81)%
6743-03 · Winter Lakeside Campaign	2,500	0	2,500	100%
6743-07 · Winter Regional Campaign	0	18,027	(18,027)	(100)%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>5,000</b>	<b>31,377</b>	<b>(26,377)</b>	<b>(84)%</b>
<b>6750-00 · Business Association Grant</b>				
6750-01 · Business Assn Grant - NTBA	50,000	0	50,000	100%
6750-02 · Business Assn Grant - TCDA	50,000	0	50,000	100%
<b>Total 6750-00 · Business Association Grant</b>	<b>100,000</b>	<b>0</b>	<b>100,000</b>	<b>100%</b>
7500-00 · Trade Shows/Travel	0	395	(395)	(100)%
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	1,194	1,012	182	18%
52500 · Purchase Discounts	(6)	0	(6)	(100)%
59900 · POS Inventory Adjustments	75	478	(403)	(84)%
8100-01 · CGS - Other	276	0	276	100%
8100-00 · Cost of Goods Sold - Other	30,305	30,204	101	0%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>31,843</b>	<b>31,694</b>	<b>150</b>	<b>1%</b>
8200-00 · Associate Relations	653	2,014	(1,360)	(68)%
8300-00 · Board Functions	35,772	2,244	33,528	1,494%
8500-00 · Credit Card Fees	1,771	2,436	(665)	(27)%
8600-00 · Additional Opportunitis	8,925	71,317	(62,392)	(88)%
8700-00 · Automobile Expenses	574	1,467	(893)	(61)%
8750-00 · Meals/Meetings	111	262	(151)	(58)%
8810-00 · Dues & Subscriptions	5,843	3,946	1,897	48%
8910-00 · Travel	303	0	303	100%
8920-00 · Bad Debt	624	372	252	68%
<b>Total Expense</b>	<b>1,391,099</b>	<b>1,334,110</b>	<b>56,990</b>	<b>4%</b>
<b>Net Ordinary Income</b>	<b>2,781,229</b>	<b>297,451</b>	<b>2,483,779</b>	<b>835%</b>
<b>Other Income/Expense</b>				



**North Lake Tahoe Resort Association**  
**Profit & Loss Prev Year Comparison**  
 July through December 2021

	Jul - Dec 21	Jul - Dec 20	\$ Change	% Change
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	66	98	(32)	(33)%
<b>Total Other Income</b>	66	98	(32)	(33)%
<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>	66	98	(32)	(33)%
<b>Net Income</b>	<b>2,781,295</b>	<b>297,549</b>	<b>2,483,747</b>	<b>835%</b>

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

## 11 - Marketing

	Dec 21	Budget	\$ Over Budget	Jul - Dec 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	200,898	376,398	(175,500)	943,220	1,259,970	(316,750)	2,188,080
<b>Total Income</b>	<u>200,898</u>	<u>376,398</u>	<u>(175,500)</u>	<u>943,220</u>	<u>1,259,970</u>	<u>(316,750)</u>	<u>2,188,080</u>
<b>Gross Profit</b>	200,898	376,398	(175,500)	943,220	1,259,970	(316,750)	2,188,080
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5020-00 · P/R - Tax Expense	1,017	2,393	(1,376)	6,117	14,356	(8,239)	21,534
5030-00 · P/R - Health Insurance Expense	1,443	4,120	(2,677)	11,980	24,720	(12,740)	37,080
5040-00 · P/R - Workmans Comp	112	129	(17)	746	773	(26)	1,159
5060-00 · 401 (k)	420	957	(537)	3,225	5,742	(2,518)	8,614
5070-00 · Other Benefits and Expenses	58	121	(63)	1,051	728	323	1,092
5000-00 · Salaries & Wages - Other	13,520	23,927	(10,408)	93,854	143,562	(49,708)	215,344
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>16,570</u>	<u>31,647</u>	<u>(15,077)</u>	<u>116,973</u>	<u>189,881</u>	<u>(72,909)</u>	<u>284,822</u>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	22	125	(103)	890	750	140	1,125
5140-00 · Repairs & Maintenance	0	75	(75)	0	450	(450)	675
5150-00 · Office - Cleaning	0	188	(188)	975	1,125	(150)	1,688
5100-00 · Rent - Other	1,858	2,083	(226)	11,147	12,500	(1,353)	18,750
<b>Total 5100-00 · Rent</b>	<u>1,880</u>	<u>2,471</u>	<u>(591)</u>	<u>13,013</u>	<u>14,825</u>	<u>(1,812)</u>	<u>22,237</u>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	592	578	14	3,325	3,470	(145)	5,205
5350-00 · Internet	180			180			
<b>Total 5310-00 · Telephone</b>	<u>772</u>	<u>578</u>	<u>194</u>	<u>3,505</u>	<u>3,470</u>	<u>35</u>	<u>5,205</u>
<b>5420-00 · Mail - USPS</b>							
5480-00 · Mail - Fed Ex	0			85			
5420-00 · Mail - USPS - Other	0	0	0	53	0	53	0
<b>Total 5420-00 · Mail - USPS</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>137</u>	<u>0</u>	<u>137</u>	<u>0</u>
<b>5510-00 · Insurance/Bonding</b>	0			87			
<b>5520-00 · Supplies</b>							
5525-00 · Supplies - Computer	0	417	(417)	40	2,500	(2,460)	3,750
5520-00 · Supplies - Other	102	0	102	492	0	492	0
<b>Total 5520-00 · Supplies</b>	<u>102</u>	<u>417</u>	<u>(314)</u>	<u>532</u>	<u>2,500</u>	<u>(1,968)</u>	<u>3,750</u>
<b>5700-00 · Equipment Support &amp; Maintenance</b>	0	13	(13)	0	75	(75)	113
5710-00 · Taxes, Licenses & Fees	0	13	(13)	48	75	(27)	113
5740-00 · Equipment Rental/Leasing	81	83	(2)	459	500	(41)	750
5800-00 · Training Seminars	0	0	0	649	0	649	0
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	750	(750)	1,125
5921-00 · Professional Fees - Other	0	125	(125)	0	750	(750)	1,125
<b>Total 5900-00 · Professional Fees</b>	<u>0</u>	<u>250</u>	<u>(250)</u>	<u>0</u>	<u>1,500</u>	<u>(1,500)</u>	<u>2,250</u>
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	2,500	0	2,500	2,720	0	2,720	50,000
6018-00 · Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
<b>Total 6020-00 · Programs</b>	<u>2,500</u>	<u>0</u>	<u>2,500</u>	<u>12,720</u>	<u>20,000</u>	<u>(7,280)</u>	<u>70,000</u>
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	30,000
6421-04 · Broken Arrow Skyrace	0	0	0	5,000	400	4,600	25,400
6421-06 · Spartan	0	0	0	0	179,400	(179,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	8,000	(8,000)	8,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	25,000	(25,000)	25,400
6421-17 · Enduro	0	0	0	0	0	0	80,000
6421-18 · Sponsorships - Other	0	0	0	0	15,400	(15,400)	62,800
<b>Total 6420-01 · Sponsorships</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>5,000</u>	<u>228,200</u>	<u>(223,200)</u>	<u>411,000</u>
6421-00 · New Event Development	0	0	0	0	68,050	(68,050)	102,075
6424-00 · Event Operation Expenses	0	500	(500)	289	500	(211)	1,500
<b>Total 6420-00 · Events</b>	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>5,289</u>	<u>296,750</u>	<u>(291,461)</u>	<u>514,575</u>
<b>6730-00 · Marketing Cooperative/Media</b>	102,627	102,627	0	420,369	420,369	0	801,630
6742-00 · Non-NLT Co-Op Marketing Program	8,300	5,000	3,300	34,251	30,000	4,251	45,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Year Round Shopping Campaign	0	2,000	(2,000)	2,500	8,000	(5,500)	14,000
6743-03 · Winter Lakeside Campaign	0	3,600	(3,600)	2,500	10,800	(8,300)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<u>0</u>	<u>5,600</u>	<u>(5,600)</u>	<u>5,000</u>	<u>18,800</u>	<u>(13,800)</u>	<u>34,000</u>
<b>8200-00 · Associate Relations</b>	0	21	(21)	41	125	(84)	187
8600-00 · Additional Opportunit	0	4,167	(4,167)	5,025	25,000	(19,975)	37,500
8700-00 · Automobile Expenses	119	125	(6)	300	750	(450)	1,125
8750-00 · Meals/Meetings	0	42	(42)	0	250	(250)	375
8810-00 · Dues & Subscriptions	152	83	68	326	500	(174)	750

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

**11 - Marketing**

	Dec 21	Budget	\$ Over Budget	Jul - Dec 21	YTD Budget	\$ Over Budget	Annual Budget
8910-00 · Travel	0	417	(417)	303	2,500	(2,197)	3,750
<b>Total Expense</b>	<b>133,104</b>	<b>154,052</b>	<b>(20,949)</b>	<b>619,026</b>	<b>1,027,870</b>	<b>(408,844)</b>	<b>1,828,132</b>
<b>Net Ordinary Income</b>	<b>67,794</b>	<b>222,346</b>	<b>(154,551)</b>	<b>324,195</b>	<b>232,100</b>	<b>92,094</b>	<b>359,948</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	11	0	11	66	0	66	0
<b>Total Other Income</b>	<b>11</b>	<b>0</b>	<b>11</b>	<b>66</b>	<b>0</b>	<b>66</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	31,298	47,346	(16,048)	238,216	232,100	6,115	359,948
<b>Total Other Expense</b>	<b>31,298</b>	<b>47,346</b>	<b>(16,048)</b>	<b>238,216</b>	<b>232,100</b>	<b>6,115</b>	<b>359,948</b>
<b>Net Other Income</b>	<b>(31,287)</b>	<b>(47,346)</b>	<b>16,059</b>	<b>(238,150)</b>	<b>(232,100)</b>	<b>(6,049)</b>	<b>(359,948)</b>
<b>Net Income</b>	<b>36,508</b>	<b>175,000</b>	<b>(138,492)</b>	<b>86,045</b>	<b>0</b>	<b>86,045</b>	<b>0</b>

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

30 - Conference

	Dec 21	Budget	\$ Over Bud...	Jul - Dec 21	YTD Budget	\$ Over Bud...	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	36,681	36,681	0	245,366	245,366	0	360,285
<b>Total Income</b>	36,681	36,681	0	245,366	245,366	0	360,285
<b>Gross Profit</b>	36,681	36,681	0	245,366	245,366	0	360,285
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	269	1,747	(1,478)	2,136	10,485	(8,349)	15,727
5030-00 · P/R - Health Insurance Expense	3,149	2,103	1,046	6,296	12,618	(6,322)	18,926
5040-00 · P/R - Workmans Comp	31	167	(135)	279	1,000	(721)	1,500
5060-00 · 401 (k)	122	417	(295)	1,119	2,500	(1,381)	3,750
5070-00 · Other Benefits and Expenses	8	75	(67)	87	450	(363)	675
5000-00 · Salaries & Wages - Other	3,049	17,474	(14,425)	29,950	104,846	(74,896)	157,268
<b>Total 5000-00 · Salaries &amp; Wages</b>	6,628	21,983	(15,354)	39,867	131,898	(92,031)	197,846
5100-00 · Rent							
5110-00 · Utilities	15	83	(68)	618	500	118	750
5140-00 · Repairs & Maintenance	0	63	(63)	0	375	(375)	563
5150-00 · Office - Cleaning	0	125	(125)	673	750	(77)	1,125
5100-00 · Rent - Other	1,186	1,333	(148)	7,114	8,000	(886)	12,000
<b>Total 5100-00 · Rent</b>	1,201	1,604	(403)	8,405	9,625	(1,220)	14,437
5310-00 · Telephone							
5320-00 · Telephone	343	417	(74)	2,070	2,500	(430)	3,750
<b>Total 5310-00 · Telephone</b>	343	417	(74)	2,070	2,500	(430)	3,750
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			137			
5420-00 · Mail - USPS - Other	0	17	(17)	36	100	(64)	150
<b>Total 5420-00 · Mail - USPS</b>	0	17	(17)	173	100	73	150
5510-00 · Insurance/Bonding	0			60			
5520-00 · Supplies	47	113	(66)	273	675	(402)	1,013
5710-00 · Taxes, Licenses & Fees	0	8	(8)	53	50	3	75
5740-00 · Equipment Rental/Leasing	56	63	(6)	318	375	(57)	563
5800-00 · Training Seminars	0	83	(83)	0	500	(500)	750
6730-00 · Marketing Cooperative/Media	7,739	7,739	0	46,432	46,432	0	69,648
8200-00 · Associate Relations	0	13	(13)	80	75	5	113
8750-00 · Meals/Meetings	0	29	(29)	0	175	(175)	263
<b>Total Expense</b>	16,014	32,067	(16,053)	97,731	192,404	(94,673)	288,607
<b>Net Ordinary Income</b>	20,667	4,614	16,053	147,635	52,962	94,673	71,678
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	3,766	4,614	(848)	39,719	52,962	(13,243)	71,678
<b>Total Other Expense</b>	3,766	4,614	(848)	39,719	52,962	(13,243)	71,678
<b>Net Other Income</b>	(3,766)	(4,614)	848	(39,719)	(52,962)	13,243	(71,678)
<b>Net Income</b>	<b>16,902</b>	<b>(0)</b>	<b>16,902</b>	<b>107,916</b>	<b>(0)</b>	<b>107,916</b>	<b>(0)</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss Budget Performance**  
**42 - Visitor Center**

	Dec 21	Budget	\$ Over Budget	Jul - Dec 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	34,476	34,476	0	231,791	231,791	0	342,770
<b>46000 · Merchandise Sales</b>							
4502-00 · Non-Retail VIC income	138	0	138	616	0	616	0
46000 · Merchandise Sales - Other	5,728	6,000	(272)	59,200	47,500	11,700	59,500
<b>Total 46000 · Merchandise Sales</b>	<b>5,866</b>	<b>6,000</b>	<b>(134)</b>	<b>59,815</b>	<b>47,500</b>	<b>12,315</b>	<b>59,500</b>
<b>Total Income</b>	<b>40,342</b>	<b>40,476</b>	<b>(134)</b>	<b>291,606</b>	<b>279,291</b>	<b>12,316</b>	<b>402,270</b>
<b>Gross Profit</b>	<b>40,342</b>	<b>40,476</b>	<b>(134)</b>	<b>291,606</b>	<b>279,291</b>	<b>12,316</b>	<b>402,270</b>
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5020-00 · P/R - Tax Expense	706	1,551	(845)	5,797	9,306	(3,509)	13,959
5030-00 · P/R - Health Insurance Expense	(2,233)	1,583	(3,816)	4,441	9,500	(5,059)	14,250
5040-00 · P/R - Workmans Comp	380	583	(203)	2,208	3,500	(1,292)	5,250
5060-00 · 401 (k)	324	417	(92)	2,363	2,500	(137)	3,750
5070-00 · Other Benefits and Expenses	8	83	(75)	57	500	(443)	750
5000-00 · Salaries & Wages - Other	8,428	15,510	(7,082)	60,546	93,060	(32,515)	139,591
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>7,613</b>	<b>19,728</b>	<b>(12,115)</b>	<b>75,411</b>	<b>118,367</b>	<b>(42,955)</b>	<b>177,550</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	85	667	(582)	2,951	4,000	(1,049)	6,000
5140-00 · Repairs & Maintenance	0	500	(500)	0	3,000	(3,000)	4,500
5150-00 · Office - Cleaning	0	208	(208)	225	1,250	(1,025)	1,875
5100-00 · Rent - Other	6,522	6,667	(145)	39,129	40,000	(871)	60,000
<b>Total 5100-00 · Rent</b>	<b>6,607</b>	<b>8,042</b>	<b>(1,435)</b>	<b>42,305</b>	<b>48,250</b>	<b>(5,945)</b>	<b>72,375</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	343	413	(70)	2,095	2,475	(380)	3,713
<b>Total 5310-00 · Telephone</b>	<b>343</b>	<b>413</b>	<b>(70)</b>	<b>2,095</b>	<b>2,475</b>	<b>(380)</b>	<b>3,713</b>
<b>5420-00 · Mail - USPS</b>	<b>0</b>	<b>17</b>	<b>(17)</b>	<b>36</b>	<b>100</b>	<b>(64)</b>	<b>150</b>
<b>5510-00 · Insurance/Bonding</b>	<b>0</b>			<b>60</b>			
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer	0	75	(75)	0	450	(450)	675
5520-00 · Supplies - Other	274	583	(309)	2,887	3,500	(613)	5,250
<b>Total 5520-00 · Supplies</b>	<b>274</b>	<b>658</b>	<b>(384)</b>	<b>2,887</b>	<b>3,950</b>	<b>(1,063)</b>	<b>5,925</b>
<b>5700-00 · Equipment Support &amp; Maintenance</b>	<b>0</b>	<b>4</b>	<b>(4)</b>	<b>0</b>	<b>25</b>	<b>(25)</b>	<b>38</b>
5710-00 · Taxes, Licenses & Fees	0	4	(4)	376	25	351	38
5740-00 · Equipment Rental/Leasing	56	63	(6)	318	375	(57)	563
5850-00 · Artist of Month - Commissions	0	167	(167)	980	1,000	(20)	1,500
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	10,000	(10,000)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,200	6,000	(4,800)	9,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	216	125	91	1,194	750	444	1,125
52500 · Purchase Discounts	(6)	0	(6)	(6)	0	(6)	0
59900 · POS Inventory Adjustments	(35)	0	(35)	75	0	75	0
8100-01 · CGS - Other	266	0	266	276	0	276	0
8100-00 · Cost of Goods Sold - Other	3,159	3,000	159	30,305	23,750	6,555	29,750
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>3,600</b>	<b>3,125</b>	<b>475</b>	<b>31,843</b>	<b>24,500</b>	<b>7,343</b>	<b>30,875</b>
<b>8200-00 · Associate Relations</b>	<b>25</b>	<b>25</b>	<b>0</b>	<b>179</b>	<b>150</b>	<b>29</b>	<b>225</b>
<b>8500-00 · Credit Card Fees</b>	<b>147</b>	<b>282</b>	<b>(135)</b>	<b>1,523</b>	<b>2,233</b>	<b>(709)</b>	<b>2,797</b>
<b>8700-00 · Automobile Expenses</b>	<b>30</b>	<b>42</b>	<b>(11)</b>	<b>30</b>	<b>250</b>	<b>(220)</b>	<b>375</b>
<b>8750-00 · Meals/Meetings</b>	<b>0</b>	<b>17</b>	<b>(17)</b>	<b>0</b>	<b>100</b>	<b>(100)</b>	<b>150</b>
<b>8810-00 · Dues &amp; Subscriptions</b>	<b>0</b>	<b>133</b>	<b>(133)</b>	<b>0</b>	<b>800</b>	<b>(800)</b>	<b>1,200</b>
<b>Total Expense</b>	<b>18,894</b>	<b>35,385</b>	<b>(16,490)</b>	<b>159,243</b>	<b>218,599</b>	<b>(59,356)</b>	<b>321,471</b>
<b>Net Ordinary Income</b>	<b>21,447</b>	<b>5,091</b>	<b>16,356</b>	<b>132,363</b>	<b>60,692</b>	<b>71,672</b>	<b>80,798</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,443	5,091	(649)	62,611	60,692	1,919	80,798
<b>Total Other Expense</b>	<b>4,443</b>	<b>5,091</b>	<b>(649)</b>	<b>62,611</b>	<b>60,692</b>	<b>1,919</b>	<b>80,798</b>
<b>Net Other Income</b>	<b>(4,443)</b>	<b>(5,091)</b>	<b>649</b>	<b>(62,611)</b>	<b>(60,692)</b>	<b>(1,919)</b>	<b>(80,798)</b>
<b>Net Income</b>	<b>17,004</b>	<b>(0)</b>	<b>17,004</b>	<b>69,752</b>	<b>(0)</b>	<b>69,752</b>	<b>(0)</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss Budget Performance**  
**51 - TMPI**

	Dec 21	Budget	\$ Over ...	Jul - De...	YTD Bu...	\$ Over ...	Annual ...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	12,189	12,189	0	94,997	94,997	0	141,237
<b>Total Income</b>	12,189	12,189	0	94,997	94,997	0	141,237
<b>Gross Profit</b>	12,189	12,189	0	94,997	94,997	0	141,237
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	768	(768)	201	4,606	(4,406)	7,363
5030-00 · P/R - Health Insurance Expense	0	1,000	(1,000)	133	6,000	(5,867)	9,590
5040-00 · P/R - Workmans Comp	0	25	(25)	50	150	(100)	240
5060-00 · 401 (k)	0	307	(307)	0	1,843	(1,843)	2,945
5070-00 · Other Benefits and Expenses	0	88	(88)	1	527	(526)	842
5000-00 · Salaries & Wages - Other	0	7,677	(7,677)	1,354	46,064	(44,710)	73,628
<b>Total 5000-00 · Salaries &amp; Wages</b>	0	9,865	(9,865)	1,738	59,190	(57,451)	94,608
5100-00 · Rent							
5110-00 · Utilities	5	25	(20)	172	150	22	238
5140-00 · Repairs & Maintenance	0	17	(17)	0	100	(100)	158
5150-00 · Office - Cleaning	0	42	(42)	202	250	(48)	396
5100-00 · Rent - Other	356	375	(19)	2,134	2,250	(116)	3,563
<b>Total 5100-00 · Rent</b>	360	458	(98)	2,508	2,750	(242)	4,354
5310-00 · Telephone							
5320-00 · Telephone	103	134	(31)	515	805	(290)	1,275
<b>Total 5310-00 · Telephone</b>	103	134	(31)	515	805	(290)	1,275
5420-00 · Mail - USPS	0			2			
5510-00 · Insurance/Bonding	0			18			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	0	1,250	(1,250)	1,250
5520-00 · Supplies - Other	14	0	14	77	5,000	(4,923)	5,000
<b>Total 5520-00 · Supplies</b>	14	0	14	77	6,250	(6,173)	6,250
5710-00 · Taxes, Licenses & Fees	0	13	(13)	10	75	(65)	120
5740-00 · Equipment Rental/Leasing	122	19	103	435	113	323	178
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	0	5,000	(5,000)	5,000
5921-00 · Professional Fees - Other	0	0	0	11,954	0	11,954	0
<b>Total 5900-00 · Professional Fees</b>	0	0	0	11,954	5,000	6,954	5,000
8700-00 · Automobile Expenses	0	42	(42)	0	250	(250)	400
8750-00 · Meals/Meetings	0	83	(83)	0	500	(500)	1,000
8810-00 · Dues & Subscriptions	0	42	(42)	5	250	(245)	400
<b>Total Expense</b>	599	10,655	(10,056)	17,262	75,182	(57,921)	113,584
<b>Net Ordinary Income</b>	11,589	1,533	10,056	77,735	19,815	57,921	27,653
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	141	1,533	(1,392)	8,596	19,815	(11,219)	27,653
<b>Total Other Expense</b>	141	1,533	(1,392)	8,596	19,815	(11,219)	27,653
<b>Net Other Income</b>	(141)	(1,533)	1,392	(8,596)	(19,815)	11,219	(27,653)
<b>Net Income</b>	<b>11,448</b>	<b>0</b>	<b>11,448</b>	<b>69,140</b>	<b>(0)</b>	<b>69,140</b>	<b>(0)</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss Budget Performance**  
**52 - TBID Assessment**

	<u>Dec 21</u>	<u>Budget</u>	<u>\$ Over Bud...</u>	<u>Jul - Dec 21</u>	<u>YTD Budget</u>	<u>\$ Over Bud...</u>	<u>Annual Bud...</u>
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
<b>4100-00 · TBID Assessment Revenue</b>	429,401	429,401	0	2,372,411	1,960,176	412,235	4,689,362
<b>Total Income</b>	429,401	429,401	0	2,372,411	1,960,176	412,235	4,689,362
<b>Gross Profit</b>	429,401	429,401	0	2,372,411	1,960,176	412,235	4,689,362
<b>Net Ordinary Income</b>	429,401	429,401	0	2,372,411	1,960,176	412,235	4,689,362
<b>Net Income</b>	<b>429,401</b>	<b>429,401</b>	<b>0</b>	<b>2,372,411</b>	<b>1,960,176</b>	<b>412,235</b>	<b>4,689,362</b>

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

## 60 - Membership

	Dec 21	Budget	\$ Over Budget	Jul - Dec 21	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	6,546	6,250	296	39,030	37,500	1,530	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	1,500	(1,500)	4,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	0	800	(800)	2,350
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	600	(600)	1,200
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>500</b>	<b>(500)</b>	<b>0</b>	<b>1,400</b>	<b>(1,400)</b>	<b>3,550</b>
4250-00 · Revenues-Membership Activities - Other	235	0	235	1,805	0	1,805	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>235</b>	<b>500</b>	<b>(265)</b>	<b>1,805</b>	<b>4,400</b>	<b>(2,595)</b>	<b>9,550</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	1,000
<b>Total Income</b>	<b>6,781</b>	<b>6,750</b>	<b>31</b>	<b>40,835</b>	<b>41,900</b>	<b>(1,065)</b>	<b>66,800</b>
<b>Gross Profit</b>	<b>6,781</b>	<b>6,750</b>	<b>31</b>	<b>40,835</b>	<b>41,900</b>	<b>(1,065)</b>	<b>66,800</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	144	418	(273)	1,366	2,507	(1,141)	3,761
5030-00 · P/R - Health Insurance Expense	214	333	(119)	1,352	2,000	(648)	3,000
5040-00 · P/R - Workmans Comp	30	13	17	169	75	94	113
5060-00 · 401 (k)	0	167	(167)	135	1,003	(868)	1,504
5070-00 · Other Benefits and Expenses	0	54	(54)	0	325	(325)	488
5000-00 · Salaries & Wages - Other	3,116	4,179	(1,063)	18,611	25,074	(6,463)	37,611
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>3,504</b>	<b>5,164</b>	<b>(1,660)</b>	<b>21,634</b>	<b>30,984</b>	<b>(9,351)</b>	<b>46,477</b>
5100-00 · Rent							
5110-00 · Utilities	5	25	(20)	206	150	56	225
5140-00 · Repairs & Maintenance	0	21	(21)	0	125	(125)	187
5150-00 · Office - Cleaning	0	42	(42)	219	250	(31)	375
5100-00 · Rent - Other	524	527	(3)	3,143	3,160	(17)	4,740
<b>Total 5100-00 · Rent</b>	<b>529</b>	<b>614</b>	<b>(85)</b>	<b>3,568</b>	<b>3,685</b>	<b>(117)</b>	<b>5,528</b>
5310-00 · Telephone							
5320-00 · Telephone	141	139	2	782	835	(53)	1,253
<b>Total 5310-00 · Telephone</b>	<b>141</b>	<b>139</b>	<b>2</b>	<b>782</b>	<b>835</b>	<b>(53)</b>	<b>1,253</b>
5420-00 · Mail - USPS	0	10	(10)	12	60	(48)	90
5510-00 · Insurance/Bonding	0			20			
5520-00 · Supplies	15	167	(151)	89	1,000	(911)	1,500
5710-00 · Taxes, Licenses & Fees	0	4	(4)	11	25	(14)	38
5740-00 · Equipment Rental/Leasing	17	21	(4)	101	125	(24)	187
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	500
6437-00 · Tuesday Morning Breakfast Club	0	225	(225)	(500)	600	(1,100)	1,763
6442-00 · Public Relations/Website/Digita	919	500	419	4,914	3,000	1,914	4,500
6444-00 · Trades	0	0	0	295	0	295	0
6423-00 · Membership Activities - Other	470	417	53	873	2,500	(1,627)	3,750
<b>Total 6423-00 · Membership Activities</b>	<b>1,389</b>	<b>1,142</b>	<b>247</b>	<b>5,582</b>	<b>6,600</b>	<b>(1,018)</b>	<b>10,513</b>
8200-00 · Associate Relations	0	7	(7)	164	40	124	60
8500-00 · Credit Card Fees	48	50	(2)	228	300	(72)	450
8700-00 · Automobile Expenses	23	42	(19)	129	250	(121)	375
8750-00 · Meals/Meetings	0	33	(33)	111	200	(89)	300
8810-00 · Dues & Subscriptions	10	17	(6)	64	100	(36)	150
8920-00 · Bad Debt	0	0	0	325	0	325	0
<b>Total Expense</b>	<b>5,677</b>	<b>7,409</b>	<b>(1,732)</b>	<b>32,817</b>	<b>44,204</b>	<b>(11,387)</b>	<b>66,919</b>
<b>Net Ordinary Income</b>	<b>1,104</b>	<b>(659)</b>	<b>1,763</b>	<b>8,017</b>	<b>(2,304)</b>	<b>10,322</b>	<b>(119)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	1,335	1,066	269	12,192	12,097	95	16,521
<b>Total Other Expense</b>	<b>1,335</b>	<b>1,066</b>	<b>269</b>	<b>12,192</b>	<b>12,097</b>	<b>95</b>	<b>16,521</b>
<b>Net Other Income</b>	<b>(1,335)</b>	<b>(1,066)</b>	<b>(269)</b>	<b>(12,192)</b>	<b>(12,097)</b>	<b>(95)</b>	<b>(16,521)</b>
<b>Net Income</b>	<b>(230)</b>	<b>(1,725)</b>	<b>1,495</b>	<b>(4,175)</b>	<b>(14,402)</b>	<b>10,227</b>	<b>(16,640)</b>



**North Lake Tahoe Resort Association**  
**Profit & Loss Budget Performance**  
**61 - Business Association Grant Funding**

	Dec 21	Budget	\$ Over Budget	Jul - Dec 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	16,667	16,667	(0)	100,000	100,000	(0)	200,000
<b>Total Income</b>	16,667	16,667	(0)	100,000	100,000	(0)	200,000
<b>Gross Profit</b>	16,667	16,667	(0)	100,000	100,000	(0)	200,000
<b>Expense</b>							
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	8,333	8,333	0	50,000	50,000	(0)	100,000
6750-02 · Business Assn Grant - TCDA	8,333	8,333	0	50,000	50,000	(0)	100,000
<b>Total 6750-00 · Business Association Grant</b>	16,667	16,667	0	100,000	100,000	(0)	200,000
<b>Total Expense</b>	16,667	16,667	0	100,000	100,000	(0)	200,000
<b>Net Ordinary Income</b>	(0)	0	(0)	(0)	(0)	0	0
<b>Net Income</b>	<b>(0)</b>	<b>0</b>	<b>(0)</b>	<b>(0)</b>	<b>(0)</b>	<b>0</b>	<b>0</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss Budget Performance**  
**80 - TOT Housing & Transportation**

	Dec 21	Budget	\$ Over Budget	Jul - Dec 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
Income							
4050-00 · County of Placer TOT Funding	12,318	12,318	0	83,892	83,892	0	162,914
<b>Total Income</b>	12,318	12,318	0	83,892	83,892	0	162,914
<b>Gross Profit</b>	12,318	12,318	0	83,892	83,892	0	162,914
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	617	(617)	0	3,700	(3,700)	7,400
5030-00 · P/R - Health Insurance Expense	0	1,000	(1,000)	0	6,000	(6,000)	12,000
5040-00 · P/R - Workmans Comp	0	21	(21)	0	125	(125)	250
5060-00 · 401 (k)	0	247	(247)	0	1,480	(1,480)	2,960
5070-00 · Other Benefits and Expenses	0	42	(42)	0	251	(251)	502
5000-00 · Salaries & Wages - Other	0	6,167	(6,167)	0	37,000	(37,000)	74,000
<b>Total 5000-00 · Salaries &amp; Wages</b>	0	8,093	(8,093)	0	48,556	(48,556)	97,112
5100-00 · Rent							
5110-00 · Utilities	4	21	(17)	141	125	16	250
5140-00 · Repairs & Maintenance	0	13	(13)	0	75	(75)	150
5150-00 · Office - Cleaning	0	33	(33)	168	200	(32)	400
5100-00 · Rent - Other	296	313	(16)	1,779	1,875	(96)	3,750
<b>Total 5100-00 · Rent</b>	300	379	(79)	2,087	2,275	(188)	4,550
5310-00 · Telephone							
5320-00 · Telephone	86	58	27	418	350	68	700
<b>Total 5310-00 · Telephone</b>	86	58	27	418	350	68	700
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	25	(25)	50
5480-00 · Mail - Fed Ex	0	4	(4)	0	25	(25)	50
<b>Total 5420-00 · Mail - USPS</b>	0	8	(8)	0	50	(50)	100
5510-00 · Insurance/Bonding	0			15			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	0	1,250	(1,250)	1,250
5520-00 · Supplies - Other	12	417	(405)	64	2,500	(2,436)	5,000
<b>Total 5520-00 · Supplies</b>	12	417	(405)	64	3,750	(3,686)	6,250
5710-00 · Taxes, Licenses & Fees	0	17	(17)	8	100	(92)	200
5740-00 · Equipment Rental/Leasing	14	63	(48)	74	375	(301)	750
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	833	(833)	0	5,000	(5,000)	10,000
<b>Total 5900-00 · Professional Fees</b>	0	833	(833)	0	5,000	(5,000)	10,000
8200-00 · Associate Relations	0	5	(5)	0	30	(30)	60
8600-00 · Additional Opportunit	0	833	(833)	0	5,000	(5,000)	10,000
8700-00 · Automobile Expenses	0	42	(42)	0	250	(250)	500
8750-00 · Meals/Meetings	0	21	(21)	0	125	(125)	250
<b>Total Expense</b>	412	10,768	(10,357)	2,666	65,861	(63,195)	130,472
<b>Net Ordinary Income</b>	11,906	1,549	10,357	81,226	18,031	63,195	32,442
<b>Other Income/Expense</b>							
Other Expense							
8990-00 · Allocated	97	1,549	(1,453)	1,020	18,031	(17,011)	32,442
<b>Total Other Expense</b>	97	1,549	(1,453)	1,020	18,031	(17,011)	32,442
<b>Net Other Income</b>	(97)	(1,549)	1,453	(1,020)	(18,031)	17,011	(32,442)
<b>Net Income</b>	<b>11,809</b>	<b>0</b>	<b>11,809</b>	<b>80,206</b>	<b>0</b>	<b>80,206</b>	<b>0</b>

