

North Lake Tahoe Resort Association

Balance Sheet

As of February 28, 2019

Accrual Basis

	Feb 28, 19	Feb 28, 18	\$ Change	% Change	Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	236	53	183	345%	289
1003-00 · Cash - Operations BOTW #6712	342,616	415,995	(73,379)	(18%)	619,232
1007-00 · Cash - Payroll BOTW #7421	56,771	2,104	54,667	2,598%	6,195
1008-00 · Marketing Reserve - Plumas	50,219	50,143	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,583	100,382	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	129,268	99,304	29,964	30%	88,355
10950 · Cash in Drawer	459	313	146	47%	597
Total Checking/Savings	709,734	697,876	11,858	2%	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	10,925	21,923	(10,998)	(50%)	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	285,250	0	285,250	100%	0
Total Accounts Receivable	296,175	32,392	263,783	814%	24,331
Other Current Assets					
1200-99 · AR Other	140	2,563	(2,423)	(95%)	(41)
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	44,040	15,719	28,321	180%	3,417
1201-00 · Member Accounts Receivable - Other	1,125	550	575	105%	2,870
Total 1201-00 · Member Accounts Receivable	45,165	16,269	28,896	178%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	(3,144)	369	12%	(2,500)
12100 · Inventory Asset	24,780	28,379	(3,599)	(13%)	28,203
1299 · Receivable from NLTMC	12,012	5,300	6,712	127%	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
Total Other Current Assets	80,932	50,017	30,915	62%	61,553
Total Current Assets	1,086,841	780,285	306,556	39%	980,751
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	9,964	(1,528)	(15%)	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,233)	(202)	(2%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,642)	(17,884)	(1,758)	(10%)	(18,480)
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	1,879	5,367	(3,488)	(65%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	16,148	529	15,619	2,953%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	4,698	18,271	(13,573)	(74%)	17,116
Total 1400-00 · Prepaid Expenses	21,846	19,800	2,046	10%	27,267
1500-00 · Suspense*	0	1,200	(1,200)	(100%)	0
Total Other Assets	21,846	21,000	846	4%	27,267
TOTAL ASSETS	1,110,566	806,651	303,915	38%	1,011,060

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Accrual Basis

	<u>Feb 28, 19</u>	<u>Feb 28, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	48,822	22,719	26,103	115%	42,156
2001-00 · Credit Card Payable	0	466	(466)	(100%)	0
Total Accounts Payable	48,822	23,185	25,637	111%	0
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-05 · MC_2107_Greg	0	215	(215)	(100%)	0
2080-06 · MC_5288_Emily	0	1,608	(1,608)	(100%)	0
2080-10 · MC_9495_AI	0	3,824	(3,824)	(100%)	180
2080-11 · MC_3978_Amber	0	950	(950)	(100%)	3,070
2080-12 · MC_3960_Natalie	0	1,080	(1,080)	(100%)	0
2080-13 · MC_6903_Cindy	0	717	(717)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	1,188	(1,188)	(100%)	83
Total 2080-00 · Bank of the West - Master Cards	0	9,597	(9,597)	(100%)	5,904
Total Credit Cards	0	9,597	(9,597)	(100%)	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	32,362	38,973	(6,611)	(17%)	36,870
2101-00 · Incentive Payable	59,760	64,342	(4,582)	(7%)	43,384
2102-00 · Commissions Payable	1,654	5,935	(4,281)	(72%)	4,698
2120-00 · Empl. Federal Tax Payable	14,367	3,118	11,249	361%	3,072
2175-00 · 401 (k) Plan	6,315	1,559	4,756	305%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	163,462	188,652	(25,190)	(13%)	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	16	0	16	100%	853
25500 · *Sales Tax Payable	348	395	(47)	(12%)	1,941
Total 2190-00 · Sales and Use Tax Payable	364	395	(31)	(8%)	2,794
2250-00 · Accrued Expenses					
2400-42 · Marketing Co-op	0	0	0	0%	67,000
2400-60 · Deferred Revenue- Member Dues	90,518	58,090	32,428	56%	56,979
2500-00 · Deferred Revenue - TMBC	930	1,207	(277)	(23%)	535
2650-00 · Deferred Rev - Events	450	0	450	100%	0
2651-00 · Deferred Rev - Conference	1,467	3,667	(2,200)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	(1,697)	5,834	344%	4,202
2900-00 · Due To/From County of Placer	0	8,097	(8,097)	(100%)	229,432
Total Other Current Liabilities	611,972	261,610	350,362	134%	548,648
Total Current Liabilities	660,794	294,392	366,402	124%	596,708
Total Liabilities	660,794	294,392	366,402	124%	596,708
Equity					
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)

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	<u>Feb 28, 19</u>	<u>Feb 28, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	35,419	114,115	(78,696)	(69%)	(5,239)
Total Equity	<u>449,771</u>	<u>512,257</u>	<u>(62,486)</u>	<u>(12%)</u>	<u>414,352</u>
TOTAL LIABILITIES & EQUITY	<u>1,110,566</u>	<u>806,651</u>	<u>303,915</u>	<u>38%</u>	<u>1,011,060</u>

North Lake Tahoe Resort Association

Profit & Loss

Accrual Basis

July 2018 through February 2019

	Jul '18 - Feb 19	Jul '17 - Feb 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,427,085	2,542,875	-115,790	-5%
4200-00 · Membership Dues Revenue	90,144	89,006	1,139	1%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	5,362	7,333	-1,971	-27%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	1,684	89	1,594	1,784%
4250-03 · Summer/Winter Rec Luncheon	2,622	3,409	-787	-23%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	2,000	500	1,500	300%
4251-00 · Tues AM Breakfast Club - Other	3,677	2,758	920	33%
Total 4251-00 · Tues AM Breakfast Club	5,677	3,258	2,420	74%
4250-00 · Revenues-Membership Activities - Other	3,708	1,195	2,513	210%
Total 4250-00 · Revenues-Membership Activities	13,692	7,951	5,740	72%
4252-00 · Sponsorships	600	1,000	-400	-40%
4253-00 · Revenue- Other	6	0	6	100%
4350-00 · Special Events (Marketing)	0	77,628	-77,628	-100%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,417	1,859	6,558	353%
4600-00 · Commissions - Other	30,537	48,436	-17,899	-37%
Total 4600-00 · Commissions	38,954	50,295	-11,341	-23%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,959	8,192	-5,233	-64%
46000 · Merchandise Sales - Other	70,458	58,128	12,330	21%
Total 46000 · Merchandise Sales	73,417	66,320	7,097	11%
4720-00 · Miscellaneous	0	15	-15	-100%
Total Income	2,649,261	2,842,498	-193,237	-7%
Gross Profit	2,649,261	2,842,498	-193,237	-7%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	12,919	7,920	4,998	63%
5020-00 · P/R - Tax Expense	56,334	62,745	-6,412	-10%
5030-00 · P/R - Health Insurance Expense	82,950	66,290	16,660	25%
5040-00 · P/R - Workmans Comp	4,428	7,791	-3,363	-43%
5060-00 · 401 (k)	23,534	23,440	94	0%
5070-00 · Other Benefits and Expenses	2,894	3,626	-733	-20%
5000-00 · Salaries & Wages - Other	700,796	689,948	10,848	2%
Total 5000-00 · Salaries & Wages	883,855	861,761	22,093	3%
5100-00 · Rent				
5110-00 · Utilities	8,207	7,527	679	9%
5140-00 · Repairs & Maintenance	11,948	2,714	9,235	340%
5150-00 · Office - Cleaning	4,090	5,480	-1,390	-25%
5100-00 · Rent - Other	102,332	99,726	2,606	3%
Total 5100-00 · Rent	126,577	115,447	11,130	10%
5310-00 · Telephone				
5320-00 · Telephone	18,348	19,040	-691	-4%
5350-00 · Internet	25	25	0	0%
Total 5310-00 · Telephone	18,373	19,065	-691	-4%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	1,525	2,544	-1,019	-40%

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Profit & Loss

Accrual Basis

July 2018 through February 2019

	Jul '18 - Feb 19	Jul '17 - Feb 18	\$ Change	% Change
Total 5420-00 · Mail - USPS	1,609	2,664	-1,056	-40%
5510-00 · Insurance/Bonding	4,848	6,721	-1,873	-28%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	4,466	1,265	3,201	253%
5520-00 · Supplies - Other	9,683	10,660	-977	-9%
Total 5520-00 · Supplies	14,149	11,925	2,224	19%
5610-00 · Depreciation	1,161	1,747	-586	-34%
5700-00 · Equipment Support & Maintenance	2,684	7,841	-5,157	-66%
5710-00 · Taxes, Licenses & Fees	6,912	8,223	-1,310	-16%
5740-00 · Equipment Rental/Leasing	9,877	10,655	-778	-7%
5800-00 · Training Seminars	7,747	4,461	3,286	74%
5815 · Training Video Series	0	1,058	-1,058	-100%
5830-00 · Commission Due to Third Party	0	765	-765	-100%
5850-00 · Artist of Month - Commissions	2,413	3,587	-1,175	-33%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	960	8,340	-7,380	-89%
5920-00 · Professional Fees - Accountant	21,000	17,381	3,619	21%
5921-00 · Professional Fees - Other	6,610	43,969	-37,359	-85%
Total 5900-00 · Professional Fees	28,570	69,690	-41,120	-59%
5940-00 · Research & Planning Membership	0	3,000	-3,000	-100%
5941-00 · Research & Planning	18,720	2,266	16,454	726%
6020-00 · Programs				
6016-00 · Special Event Partnership	10,500	0	10,500	100%
6018-00 · Business Assoc. Grants	0	10,000	-10,000	-100%
Total 6020-00 · Programs	10,500	10,000	500	5%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-01 · 4th of July Fireworks	20,000	10,000	10,000	100%
6421-04 · Broken Arrow Skyrace	20,000	15,000	5,000	33%
6421-06 · Spartan	254,000	254,000	0	0%
6421-08 · Tough Mudder	8,000	0	8,000	100%
6421-09 · Wanderlust	30,000	34,043	-4,043	-12%
6421-10 · WinterWonderGrass - Tahoe	47	15,000	-14,953	-100%
6421-16 · Mountain Travel Symposium	5,000	0	5,000	100%
Total 6420-01 · Sponsorships	371,325	442,815	-71,490	-16%
6421-00 · New Event Development	800	12,156	-11,356	-93%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
Total 6422-00 · Event Media	0	74	-74	-100%
6424-00 · Event Operation Expenses	2,514	98	2,416	2,464%
Total 6420-00 · Events	374,639	455,142	-80,503	-18%
6423-00 · Membership Activities				
6435-00 · Shop Local Event	0	295	-295	-100%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,469	3,081	388	13%
6437-00 · Tuesday Morning Breakfast Club	2,550	2,997	-447	-15%
6441-00 · Membership - Miscellaneous Exp	60	10	50	497%
6442-00 · Public Relations/Website	7,637	2,272	5,364	236%
6444-00 · Trades	0	1,140	-1,140	-100%
6423-00 · Membership Activities - Other	5,585	405	5,180	1,279%
Total 6423-00 · Membership Activities	19,300	10,200	9,100	89%
6490-00 · Classified Ads	0	50	-50	-100%
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	973,219	1,021,106	-47,887	-5%

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Profit & Loss

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	Jul '18 - Feb 19	Jul '17 - Feb 18	\$ Change	% Change
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	22,948	8,141	14,807	182%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	7,132	8,392	-1,260	-15%
6743-03 · Touch Lake Tahoe	4,500	10,493	-5,993	-57%
6743-05 · Peak Your Adventure	1,000	0	1,000	100%
Total 6743-00 · BACC Marketing Programs	12,632	18,885	-6,253	-33%
7500-00 · Trade Shows/Travel	372	0	372	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	943	948	-5	-1%
52500 · Purchase Discounts	-40	-2,084	2,044	98%
59900 · POS Inventory Adjustments	28	511	-483	-95%
8100-00 · Cost of Goods Sold - Other	37,986	33,704	4,283	13%
Total 8100-00 · Cost of Goods Sold	38,917	33,078	5,838	18%
8200-00 · Associate Relations	2,093	1,749	343	20%
8300-00 · Board Functions	6,018	6,228	-211	-3%
8500-00 · Credit Card Fees	4,484	4,180	304	7%
8700-00 · Automobile Expenses	3,666	3,023	644	21%
8750-00 · Meals/Meetings	2,521	3,129	-608	-19%
8810-00 · Dues & Subscriptions	5,673	5,417	256	5%
8910-00 · Travel	3,688	2,132	1,556	73%
8920-00 · Bad Debt	4,583	14,421	-9,838	-68%
Total Expense	2,614,026	2,728,567	-114,541	-4%
Net Ordinary Income	35,235	113,931	-78,696	-69%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	184	184	0	0%
Total Other Income	184	184	0	0%
Net Other Income	184	184	0	0%
Net Income	35,419	114,115	-78,695	-69%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	261,736	337,826	(76,090)	2,427,085	2,544,810	(117,725)	3,806,727
4200-00 · Membership Dues Revenue	12,331	10,750	1,581	90,144	85,100	5,044	128,000
4205-00 · Conference Dues	367	825	(458)	5,362	6,600	(1,238)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	1,684	1,668	16	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	2,000	1,850	150	3,050
4251-00 · Tues AM Breakfast Club - Other	37	580	(543)	3,677	4,640	(963)	6,960
Total 4251-00 · Tues AM Breakfast Club	37	880	(843)	5,677	6,490	(813)	10,010
4250-00 · Revenues-Membership Activities - Other	(25)			3,708	0	3,708	0
Total 4250-00 · Revenues-Membership Activities	12	1,088	(1,076)	13,692	12,158	1,534	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	13,332	(4,915)	20,000
4600-00 · Commissions - Other	0	2,500	(2,500)	30,537	20,000	10,537	30,000
Total 4600-00 · Commissions	0	4,167	(4,167)	38,954	33,332	5,622	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	500	(500)	2,959	7,500	(4,541)	9,500
46000 · Merchandise Sales - Other	1,226	4,000	(2,774)	70,458	59,100	11,358	95,000
Total 46000 · Merchandise Sales	1,226	4,500	(3,274)	73,417	66,600	6,817	104,500
Total Income	275,672	359,156	(83,485)	2,649,261	2,748,600	(99,339)	4,169,637
Gross Profit	275,672	359,156	(83,485)	2,649,261	2,748,600	(99,339)	4,169,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	78	633	(555)	12,919	5,068	7,851	7,600
5020-00 · P/R - Tax Expense	5,155	6,827	(1,672)	56,334	58,157	(1,823)	86,761
5030-00 · P/R - Health Insurance Expense	12,546	11,058	1,488	82,950	88,458	(5,508)	132,690
5040-00 · P/R - Workmans Comp	(659)	942	(1,601)	4,428	7,944	(3,516)	11,845
5060-00 · 401 (k)	1,463	3,463	(2,000)	23,534	28,759	(5,225)	43,048
5070-00 · Other Benefits and Expenses	286	586	(300)	2,894	4,685	(1,791)	7,029
5000-00 · Salaries & Wages - Other	79,858	85,885	(6,027)	700,796	713,572	(12,776)	1,068,067
Total 5000-00 · Salaries & Wages	98,727	109,394	(10,667)	883,855	906,643	(22,788)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,648	1,178	470	8,207	8,229	(22)	12,191
5140-00 · Repairs & Maintenance	8,361	3,902	4,459	11,948	31,213	(19,265)	46,850
5150-00 · Office - Cleaning	550	800	(250)	4,090	6,921	(2,831)	10,444
5100-00 · Rent - Other	12,946	12,957	(11)	102,332	103,640	(1,308)	155,468
Total 5100-00 · Rent	23,505	18,837	4,668	126,577	150,003	(23,426)	224,953
5310-00 · Telephone							
5320-00 · Telephone	1,873	2,129	(256)	18,348	17,032	1,316	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	3,691	(3,691)	5,535
Total 5310-00 · Telephone	1,873	2,590	(717)	18,373	20,723	(2,350)	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	100	675	(575)	1,525	3,403	(1,878)	5,203
Total 5420-00 · Mail - USPS	100	675	(575)	1,609	3,403	(1,794)	5,203
5510-00 · Insurance/Bonding	724	485	239	4,848	4,198	650	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	322	1,925	(1,603)	4,466	7,100	(2,634)	7,600
5520-00 · Supplies - Other	1,021	2,650	(1,629)	9,683	14,893	(5,210)	21,493
Total 5520-00 · Supplies	1,343	4,575	(3,232)	14,149	21,993	(7,844)	29,093
5610-00 · Depreciation	118	177	(59)	1,161	1,421	(260)	2,129
5700-00 · Equipment Support & Maintenance	580	1,118	(538)	2,684	8,942	(6,258)	13,412
5710-00 · Taxes, Licenses & Fees	622	1,050	(428)	6,912	8,651	(1,739)	12,951
5740-00 · Equipment Rental/Leasing	1,108	1,478	(370)	9,877	11,814	(1,937)	17,726
5800-00 · Training Seminars	2,668	5,117	(2,449)	7,747	14,782	(7,035)	16,450
5850-00 · Artist of Month - Commissions	518	458	60	2,413	3,668	(1,255)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	960	6,000	(5,040)	9,000
5920-00 · Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	6,610	1,916	4,694	6,610	17,582	(10,972)	26,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	6,610	2,666	3,944	28,570	48,582	(20,012)	60,000
5941-00 · Research & Planning	0	13,000	(13,000)	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	5,000	0	5,000	10,500	25,000	(14,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	5,000	0	5,000	10,500	35,000	(24,500)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	20,000	20,000	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	(5,000)	0	(5,000)	8,000	0	8,000	35,550
6421-09 · Wanderlust	30,000	30,000	0	30,000	30,000	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	5,000	5,000	0	5,000	5,000	0	5,000
Total 6420-01 · Sponsorships	50,000	55,000	(5,000)	371,325	346,875	24,450	447,225
6421-00 · New Event Development	0	2,750	(2,750)	800	22,000	(21,200)	58,000
6424-00 · Event Operation Expenses	0	665	(665)	2,514	5,332	(2,818)	8,000
Total 6420-00 · Events	50,000	58,415	(8,415)	374,639	374,207	432	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	0	650	(650)	2,550	4,550	(2,000)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	297	344	(47)	7,637	4,252	3,385	5,628
6423-00 · Membership Activities - Other	93			5,585	0	5,585	0
Total 6423-00 · Membership Activities	390	994	(604)	19,300	11,302	7,998	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	973,219	973,215	4	1,459,823
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	746	4,316	(3,570)	22,948	34,536	(11,588)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	2,500	(2,500)	7,132	17,500	(10,368)	20,000
6743-03 · Touch Lake Tahoe	4,500	0	4,500	4,500	10,000	(5,500)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
Total 6743-00 · BACC Marketing Programs	4,500	2,500	2,000	12,632	27,500	(14,868)	80,000
7500-00 · Trade Shows/Travel	(11)			372			
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	65			943	0	943	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	(8)			28	0	28	0
8100-00 · Cost of Goods Sold - Other	750	2,100	(1,350)	37,986	31,026	6,960	49,875
Total 8100-00 · Cost of Goods Sold	807	2,100	(1,293)	38,917	31,026	7,891	49,875
8200-00 · Associate Relations	50	616	(566)	2,093	4,936	(2,843)	7,400
8300-00 · Board Functions	0	150	(150)	6,018	2,550	3,468	4,500
8500-00 · Credit Card Fees	435	328	107	4,484	3,771	713	6,658
8600-00 · Additional Opportunit	0	3,134	(3,134)	0	25,064	(25,064)	37,600
8700-00 · Automobile Expenses	371	498	(127)	3,666	4,171	(505)	6,183
8750-00 · Meals/Meetings	225	637	(412)	2,521	5,092	(2,571)	7,640
8810-00 · Dues & Subscriptions	895	852	43	5,673	6,812	(1,139)	10,220
8910-00 · Travel	2,984	2,100	884	3,688	4,000	(312)	6,600
8920-00 · Bad Debt	0			4,583	0	4,583	0
Total Expense	326,540	359,912	(33,372)	2,614,026	2,766,005	(151,979)	4,166,480
Net Ordinary Income	(50,868)	(756)	(50,112)	35,235	(17,405)	52,640	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	21			184			
Total Other Income	21			184			
Other Expense							
8990-00 · Allocated	0	0	(0)	0	(0)	0	0
Total Other Expense	0	0	(0)	0	(0)	0	0
Net Other Income	21	(0)	21	184	0	184	0
Net Income	(50,847)	(756)	(50,091)	35,419	(17,405)	52,824	3,157

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

Accrual Basis

11 - Marketing

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	194,838	267,595	(72,757)	1,901,287	2,001,324	(100,037)	2,996,906
Total Income	194,838	267,595	(72,757)	1,901,287	2,001,324	(100,037)	2,996,906
Gross Profit	194,838	267,595	(72,757)	1,901,287	2,001,324	(100,037)	2,996,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	11,000	11,000	0	16,500
5020-00 · P/R - Tax Expense	1,592	1,744	(152)	16,332	15,143	1,189	22,712
5030-00 · P/R - Health Insurance Expense	4,625	4,080	545	36,559	32,640	3,919	48,960
5040-00 · P/R - Workmans Comp	(133)	174	(307)	739	1,514	(775)	2,268
5060-00 · 401 (k)	834	997	(163)	8,012	8,653	(641)	12,978
5070-00 · Other Benefits and Expenses	185	167	18	1,227	1,340	(113)	2,008
5000-00 · Salaries & Wages - Other	24,649	24,917	(268)	212,912	216,330	(3,418)	324,453
Total 5000-00 · Salaries & Wages	33,127	33,454	(327)	286,781	286,620	161	429,879
5100-00 · Rent							
5110-00 · Utilities	258	135	123	1,223	1,080	143	1,620
5140-00 · Repairs & Maintenance	2,009	1,167	842	2,259	9,336	(7,077)	14,033
5150-00 · Office - Cleaning	206	175	31	1,398	1,800	(402)	2,700
5100-00 · Rent - Other	2,386	1,984	402	17,080	15,869	1,211	23,805
Total 5100-00 · Rent	4,859	3,461	1,398	21,959	28,085	(6,126)	42,158
5310-00 · Telephone							
5320-00 · Telephone	564	670	(106)	4,268	5,360	(1,092)	8,040
Total 5310-00 · Telephone	564	670	(106)	4,268	5,360	(1,092)	8,040
5420-00 · Mail - USPS	34	150	(116)	262	600	(338)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,352	(706)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	75	1,800	(1,725)	1,291	3,600	(2,309)	3,600
5520-00 · Supplies - Other	60	417	(357)	1,134	3,332	(2,198)	5,000
Total 5520-00 · Supplies	135	2,217	(2,082)	2,425	6,932	(4,507)	8,600
5610-00 · Depreciation	0	20	(20)	0	160	(160)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	120	2,334	(2,214)	3,500
5740-00 · Equipment Rental/Leasing	277	315	(38)	2,424	2,520	(96)	3,780
5800-00 · Training Seminars	999	3,000	(2,001)	3,205	4,500	(1,295)	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,000	(1,000)	1,500
5921-00 · Professional Fees - Other	0	416	(416)	0	3,332	(3,332)	5,000
Total 5900-00 · Professional Fees	0	541	(541)	0	4,332	(4,332)	6,500
5941-00 · Research & Planning	0	13,000	(13,000)	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	5,000	0	5,000	10,500	25,000	(14,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	5,000	0	5,000	10,500	35,000	(24,500)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	20,000	20,000	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	(5,000)	0	(5,000)	8,000	0	8,000	35,550
6421-09 · Wanderlust	30,000	30,000	0	30,000	30,000	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	5,000	5,000	0	5,000	5,000	0	5,000
Total 6420-01 · Sponsorships	50,000	55,000	(5,000)	371,325	346,875	24,450	447,225
6421-00 · New Event Development	0	2,750	(2,750)	800	22,000	(21,200)	58,000
6424-00 · Event Operation Expenses	0	665	(665)	2,056	5,332	(3,276)	8,000
Total 6420-00 · Events	50,000	58,415	(8,415)	374,181	374,207	(26)	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	891,072	891,068	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	546	833	(287)	13,748	6,668	7,080	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	2,500	(2,500)	7,132	17,500	(10,368)	20,000
6743-03 · Touch Lake Tahoe	4,500	0	4,500	4,500	10,000	(5,500)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
Total 6743-00 · BACC Marketing Programs	4,500	2,500	2,000	12,632	27,500	(14,868)	80,000
8200-00 · Associate Relations	0	133	(133)	30	1,068	(1,038)	1,600
8500-00 · Credit Card Fees	45			90	0	90	0
8600-00 · Additional Opportunitites	0	2,667	(2,667)	0	21,332	(21,332)	32,000

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

Accrual Basis

11 - Marketing

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	196	125	71	1,093	1,000	93	1,500
8750-00 · Meals/Meetings	10	300	(290)	506	2,400	(1,894)	3,600
8810-00 · Dues & Subscriptions	203	292	(89)	1,625	2,332	(708)	3,500
8910-00 · Travel	2,984	2,100	884	3,688	3,900	(212)	5,500
Total Expense	214,864	236,038	(21,174)	1,649,974	1,727,270	(77,296)	2,595,654
Net Ordinary Income	(20,026)	31,557	(51,583)	251,313	274,054	(22,741)	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	21			167			
Total Other Income	21			167			
Other Expense							
8990-00 · Allocated	31,839	31,557	282	249,858	274,054	(24,196)	401,252
Total Other Expense	31,839	31,557	282	249,858	274,054	(24,196)	401,252
Net Other Income	(31,818)	(31,557)	(261)	(249,691)	(274,054)	24,363	(401,252)
Net Income	(51,844)	0	(51,844)	1,622	0	1,622	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,101	29,101	0	235,771	235,761	10	352,299
4205-00 · Conference Dues	367	825	(458)	5,362	6,600	(1,238)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	13,332	(4,915)	20,000
4600-00 · Commissions - Other	0	2,500	(2,500)	30,537	20,000	10,537	30,000
Total 4600-00 · Commissions	0	4,167	(4,167)	38,954	33,332	5,622	50,000
Total Income	29,468	34,093	(4,625)	280,087	275,693	4,395	412,199
Gross Profit	29,468	34,093	(4,625)	280,087	275,693	4,395	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	78	633	(555)	12,919	5,068	7,851	7,600
5020-00 · P/R - Tax Expense	626	1,165	(539)	9,619	9,317	302	13,977
5030-00 · P/R - Health Insurance Expense	2,227	1,633	594	14,252	13,058	1,194	19,590
5040-00 · P/R - Workmans Comp	(73)	172	(245)	477	1,377	(900)	2,065
5060-00 · 401 (k)	399	555	(156)	4,696	4,437	259	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	336	668	(332)	1,004
5000-00 · Salaries & Wages - Other	11,094	13,236	(2,142)	96,550	105,883	(9,333)	158,827
Total 5000-00 · Salaries & Wages	14,393	17,478	(3,085)	138,848	139,808	(960)	209,720
5100-00 · Rent							
5110-00 · Utilities	126	70	56	593	560	33	840
5140-00 · Repairs & Maintenance	445	43	402	569	345	224	517
5150-00 · Office - Cleaning	100	102	(2)	696	815	(119)	1,223
5100-00 · Rent - Other	1,123	953	170	8,298	7,621	677	11,433
Total 5100-00 · Rent	1,794	1,168	626	10,156	9,341	815	14,013
5310-00 · Telephone							
5320-00 · Telephone	287	206	81	1,685	1,648	37	2,472
Total 5310-00 · Telephone	287	206	81	1,685	1,648	37	2,472
5420-00 · Mail - USPS	17	42	(25)	98	332	(234)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	917	(704)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30			242	0	242	0
5520-00 · Supplies - Other	29	52	(23)	515	410	105	618
Total 5520-00 · Supplies	59	52	7	757	410	347	618
5610-00 · Depreciation	0	8	(8)	0	62	(62)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	120	1,125	(1,005)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	64	(64)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	1,062	1,236	(174)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	82,147	82,147	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	200	(200)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	668	(668)	1,000
8920-00 · Bad Debt	0			733			
Total Expense	26,940	29,748	(2,808)	235,820	237,958	(2,138)	356,950
Net Ordinary Income	2,528	4,345	(1,817)	44,268	37,735	6,533	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,384	4,345	39	34,403	37,735	(3,332)	55,249
Total Other Expense	4,384	4,345	39	34,403	37,735	(3,332)	55,249
Net Other Income	(4,384)	(4,345)	(39)	(34,403)	(37,735)	3,332	(55,249)
Net Income	(1,856)	0	(1,856)	9,864	0	9,864	0

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

42 - Visitor Center

Accrual Basis

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	37,079	40,412	(3,333)	284,273	301,922	(17,649)	448,844
46000 · Merchandise Sales							
46000 · Merchandise Sales							
46000 · Non-Retail VIC income	0	500	(500)	2,959	7,500	(4,541)	9,500
46000 · Merchandise Sales - Other	1,226	4,000	(2,774)	70,458	59,100	11,358	95,000
Total 46000 · Merchandise Sales	1,226	4,500	(3,274)	73,417	66,600	6,817	104,500
Total Income	38,306	44,912	(6,607)	357,691	368,522	(10,831)	553,344
Gross Profit	38,306	44,912	(6,607)	357,691	368,522	(10,831)	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	842	1,208	(366)	10,698	12,015	(1,317)	17,550
5030-00 · P/R - Health Insurance Expense	2,337	1,806	531	11,592	14,448	(2,856)	21,672
5040-00 · P/R - Workmans Comp	(305)	403	(708)	1,886	3,506	(1,620)	5,193
5060-00 · 401 (k)	412	537	(125)	4,258	4,676	(418)	6,924
5070-00 · Other Benefits and Expenses	20	102	(82)	616	817	(201)	1,225
5000-00 · Salaries & Wages - Other	11,385	13,425	(2,040)	116,499	116,903	(404)	173,103
Total 5000-00 · Salaries & Wages	14,692	17,481	(2,789)	145,549	152,365	(6,816)	225,667
5100-00 · Rent							
5110-00 · Utilities	983	800	183	4,844	5,200	(356)	7,650
5140-00 · Repairs & Maintenance	4,250	2,292	1,958	5,965	18,332	(12,367)	27,500
5150-00 · Office - Cleaning	20	237	(217)	318	1,899	(1,581)	2,847
5100-00 · Rent - Other	6,375	7,025	(650)	53,012	56,197	(3,185)	84,297
Total 5100-00 · Rent	11,628	10,354	1,274	64,139	81,628	(17,489)	122,294
5310-00 · Telephone							
5320-00 · Telephone	224			4,489	0	4,489	0
5310-00 · Telephone - Other	0	461	(461)	0	3,691	(3,691)	5,535
Total 5310-00 · Telephone	224	461	(237)	4,489	3,691	798	5,535
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			54	0	54	0
5420-00 · Mail - USPS - Other	12	145	(133)	358	1,164	(806)	1,744
Total 5420-00 · Mail - USPS	12	145	(133)	411	1,164	(753)	1,744
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,169	(37)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12	125	(113)	330	1,000	(670)	1,500
5520-00 · Supplies - Other	226	1,473	(1,247)	3,670	5,483	(1,813)	7,375
Total 5520-00 · Supplies	238	1,598	(1,360)	4,000	6,483	(2,483)	8,875
5610-00 · Depreciation	118	87	31	944	701	243	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	280	2,400	(2,120)	3,600
5710-00 · Taxes, Licenses & Fees	0			0	155	(155)	155
5740-00 · Equipment Rental/Leasing	222	429	(207)	2,135	3,434	(1,299)	5,150
5800-00 · Training Seminars	0	1,450	(1,450)	66	5,000	(4,934)	5,000
5850-00 · Artist of Month - Commissions	518	458	60	2,413	3,668	(1,255)	5,500
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	200	3,483	(3,283)	9,200	27,868	(18,668)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	65			943	0	943	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	(8)			28	0	28	0
8100-00 · Cost of Goods Sold - Other	750	2,100	(1,350)	37,279	31,026	6,253	49,875
Total 8100-00 · Cost of Goods Sold	807	2,100	(1,293)	38,209	31,026	7,183	49,875
8200-00 · Associate Relations	0	58	(58)	75	468	(393)	700
8500-00 · Credit Card Fees	125	158	(33)	2,280	2,331	(51)	3,658
8700-00 · Automobile Expenses	47	45	2	528	550	(22)	750
8750-00 · Meals/Meetings	0	67	(67)	84	532	(448)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	1,332	(1,284)	2,000
8910-00 · Travel	0	0	0	0	100	(100)	1,100
Total Expense	28,831	38,987	(10,156)	277,260	326,065	(48,805)	487,005
Net Ordinary Income	9,475	5,925	3,549	80,431	42,457	37,974	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,978	5,925	53	46,914	51,457	(4,543)	75,339
Total Other Expense	5,978	5,925	53	46,914	51,457	(4,543)	75,339
Net Other Income	(5,978)	(5,925)	(53)	(46,914)	(51,457)	4,543	(75,339)
Net Income	3,496	0	3,496	33,517	(9,000)	42,517	(9,000)

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

Accrual Basis

51 - TMPI

	Feb 19	Budget	\$ Over Bu...	Jul '18 - Fe...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	718	718	0	5,754	5,803	(49)	8,677
Total Income	718	718	0	5,754	5,803	(49)	8,677
Gross Profit	718	718	0	5,754	5,803	(49)	8,677
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	267	(419)	401
5030-00 · P/R - Health Insurance Expense	4	4	0	49	28	21	42
5040-00 · P/R - Workmans Comp	(3)	4	(7)	45	32	13	48
5060-00 · 401 (k)	19	23	(4)	211	181	30	272
5070-00 · Other Benefits and Expenses	0			3	0	3	0
5000-00 · Salaries & Wages - Other	626	567	60	5,696	4,532	1,164	6,798
Total 5000-00 · Salaries & Wages	647	630	17	5,851	5,041	811	7,561
5100-00 · Rent							
5110-00 · Utilities	0			36			
5140-00 · Repairs & Maintenance	0			6			
5150-00 · Office - Cleaning	0			42			
5100-00 · Rent - Other	0			502	0	502	0
Total 5100-00 · Rent	0			586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	0			230			
Total 5310-00 · Telephone	0			230	0	230	0
5420-00 · Mail - USPS	0			19	0	19	0
5510-00 · Insurance/Bonding	0			64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0			71			
5520-00 · Supplies - Other	0			17	0	17	0
Total 5520-00 · Supplies	0			88	0	88	0
5740-00 · Equipment Rental/Leasing	0			217	0	217	0
8700-00 · Automobile Expenses	0			26	0	26	0
8750-00 · Meals/Meetings	0			3	0	3	0
Total Expense	647	630	17	7,083	5,041	2,043	7,561
Net Ordinary Income	71	88	(17)	(1,329)	762	(2,092)	1,116
Other Income/Expense							
Other Expense							
8990-00 · Allocated	89	88	1	695	762	(67)	1,116
Total Other Expense	89	88	1	695	762	(67)	1,116
Net Other Income	(89)	(88)	(1)	(695)	(762)	67	(1,116)
Net Income	<u>(18)</u>	<u>0</u>	<u>(18)</u>	<u>(2,024)</u>	<u>0</u>	<u>(2,024)</u>	<u>0</u>

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

Accrual Basis

60 - Membership

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	12,331	10,750	1,581	90,144	85,100	5,044	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	1,684	1,668	16	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	2,000	1,850	150	3,050
4251-00 · Tues AM Breakfast Club - Other	37	580	(543)	3,677	4,640	(963)	6,960
Total 4251-00 · Tues AM Breakfast Club	37	880	(843)	5,677	6,490	(813)	10,010
4250-00 · Revenues-Membership Activities - Other	(25)			3,708	0	3,708	0
Total 4250-00 · Revenues-Membership Activities	12	1,088	(1,076)	13,692	12,158	1,534	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
Total Income	12,343	11,838	505	104,442	97,258	7,184	198,510
Gross Profit	12,343	11,838	505	104,442	97,258	7,184	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(11,000)	(11,000)	0	(16,500)
5020-00 · P/R - Tax Expense	368	547	(179)	3,589	4,378	(789)	6,566
5030-00 · P/R - Health Insurance Expense	1,000	888	112	7,243	7,104	139	10,656
5040-00 · P/R - Workmans Comp	(30)	7	(37)	231	59	172	87
5060-00 · 401 (k)	216	262	(46)	1,845	2,097	(252)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	120	528	(408)	792
5000-00 · Salaries & Wages - Other	6,451	6,553	(102)	55,076	52,424	2,652	78,636
Total 5000-00 · Salaries & Wages	6,639	6,948	(309)	57,103	55,590	1,513	83,382
5100-00 · Rent							
5110-00 · Utilities	60	50	10	221	405	(184)	605
5140-00 · Repairs & Maintenance	387	25	362	430	200	230	300
5150-00 · Office - Cleaning	48	78	(30)	212	742	(530)	1,177
5100-00 · Rent - Other	617	819	(202)	2,934	6,550	(3,616)	9,826
Total 5100-00 · Rent	1,111	972	139	3,796	7,897	(4,101)	11,908
5310-00 · Telephone							
5320-00 · Telephone	128	253	(125)	1,172	2,024	(852)	3,036
Total 5310-00 · Telephone	128	253	(125)	1,172	2,024	(852)	3,036
5420-00 · Mail - USPS	8	250	(242)	88	600	(512)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	555	(313)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	43			642	500	142	500
5520-00 · Supplies - Other	291	83	208	566	668	(102)	1,000
Total 5520-00 · Supplies	334	83	251	1,208	1,168	40	1,500
5610-00 · Depreciation	0	8	(8)	0	64	(64)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	448	(448)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	100	(100)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	1,418	1,990	(572)	2,990
5800-00 · Training Seminars	1,669	250	1,419	3,702	1,950	1,752	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	750	(750)	1,500
Total 5900-00 · Professional Fees	0	0	0	0	750	(750)	1,500
6420-00 · Events							
6422-00 · Event Media	0			(300)			
6424-00 · Event Operation Expenses	0			458			
Total 6420-00 · Events	0			158			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	0	650	(650)	2,550	4,550	(2,000)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	297	344	(47)	7,937	4,252	3,685	5,628
6423-00 · Membership Activities - Other	93			5,585	0	5,585	0
Total 6423-00 · Membership Activities	390	994	(604)	19,600	11,302	8,298	45,278
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	532	(532)	800

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

Accrual Basis

60 - Membership

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
8500-00 · Credit Card Fees	265	170	95	1,804	1,440	364	3,000
8700-00 · Automobile Expenses	59	78	(19)	338	621	(283)	933
8750-00 · Meals/Meetings	206	150	56	714	1,200	(486)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	280	250	420
8920-00 · Bad Debt	0			3,850	0	3,850	0
Total Expense	10,975	10,619	356	96,431	88,511	7,920	161,240
Net Ordinary Income	1,367	1,219	148	8,011	8,747	(736)	37,270
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,993	1,975	18	15,638	17,152	(1,514)	25,113
Total Other Expense	1,993	1,975	18	15,638	17,152	(1,514)	25,113
Net Other Income	(1,993)	(1,975)	(18)	(15,638)	(17,152)	1,514	(25,113)
Net Income	(625)	(756)	131	(7,626)	(8,405)	779	12,157

North Lake Tahoe Resort Association Profit & Loss Budget Performance

70 - Administration

Accrual Basis

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,728	2,130	(402)	16,248	17,037	(788)	25,555
5030-00 · P/R - Health Insurance Expense	2,354	2,648	(294)	13,399	21,180	(7,781)	31,770
5040-00 · P/R - Workmans Comp	(115)	182	(297)	1,050	1,456	(406)	2,184
5060-00 · 401 (k)	(418)	1,089	(1,507)	4,512	8,715	(4,203)	13,072
5070-00 · Other Benefits and Expenses	30	167	(137)	592	1,332	(740)	2,000
5000-00 · Salaries & Wages - Other	25,652	27,188	(1,536)	214,065	217,500	(3,435)	326,250
Total 5000-00 · Salaries & Wages	29,230	33,403	(4,173)	249,866	267,219	(17,353)	400,831
5100-00 · Rent							
5110-00 · Utilities	221	123	98	1,290	984	306	1,476
5140-00 · Repairs & Maintenance	1,270	375	895	2,720	3,000	(280)	4,500
5150-00 · Office - Cleaning	176	208	(32)	1,425	1,665	(240)	2,497
5100-00 · Rent - Other	2,446	2,176	270	20,505	17,403	3,102	26,107
Total 5100-00 · Rent	4,112	2,882	1,230	25,940	23,052	2,888	34,580
5310-00 · Telephone							
5320-00 · Telephone	670	1,000	(330)	6,505	8,000	(1,495)	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	670	1,000	(330)	6,530	8,000	(1,470)	12,000
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	29	88	(59)	701	707	(6)	1,059
Total 5420-00 · Mail - USPS	29	88	(59)	731	707	24	1,059
5510-00 · Insurance/Bonding	724			2,551	205	2,346	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	162			1,890	2,000	(110)	2,000
5520-00 · Supplies - Other	414	625	(211)	3,781	5,000	(1,219)	7,500
Total 5520-00 · Supplies	576	625	(49)	5,671	7,000	(1,329)	9,500
5610-00 · Depreciation	0	54	(54)	218	434	(216)	650
5700-00 · Equipment Support & Maintenance	580	330	250	2,164	2,635	(471)	3,955
5710-00 · Taxes, Licenses & Fees	622	1,042	(420)	6,912	8,332	(1,420)	12,500
5740-00 · Equipment Rental/Leasing	321	329	(8)	2,620	2,634	(14)	3,950
5800-00 · Training Seminars	0	417	(417)	774	3,332	(2,558)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	960	5,000	(4,040)	7,500
5920-00 · Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	6,610	1,500	5,110	6,610	13,500	(6,890)	19,500
Total 5900-00 · Professional Fees	6,610	2,125	4,485	28,570	43,500	(14,930)	52,000
6420-00 · Events							
6422-00 · Event Media	0			300			
Total 6420-00 · Events	0			300			
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
Total 6423-00 · Membership Activities	0			(300)	0	(300)	0
7500-00 · Trade Shows/Travel	(11)			372			
8200-00 · Associate Relations	50	333	(283)	1,987	2,668	(681)	4,000
8300-00 · Board Functions	0	150	(150)	6,018	2,550	3,468	4,500
8500-00 · Credit Card Fees	0			310	0	310	0
8600-00 · Additional Opportunitis	0	467	(467)	0	3,732	(3,732)	5,600
8700-00 · Automobile Expenses	69	250	(181)	1,682	2,000	(318)	3,000
8750-00 · Meals/Meetings	9	120	(111)	1,215	960	255	1,440
8810-00 · Dues & Subscriptions	692	275	417	3,471	2,200	1,271	3,300
Total Expense	44,282	43,890	393	347,602	381,160	(33,559)	558,070
Net Ordinary Income	(44,282)	(43,890)	(393)	(347,602)	(381,160)	33,559	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(44,282)	(43,890)	(393)	(347,508)	(381,160)	33,653	(558,070)
Total Other Expense	(44,282)	(43,890)	(393)	(347,508)	(381,160)	33,653	(558,070)
Net Other Income	44,282	43,890	393	347,525	381,160	(33,636)	558,070
Net Income	0	0	0	(77)	0	(77)	0