

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

February 29, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of February 29, 2020

Accrual Basis

	Feb 29, 20	Feb 28, 19	\$ Change	% Change	Jun 30, 19
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	236	(78)	(33%)	116
1003-00 · Cash - Operations BOTW #6712	516,085	342,616	173,469	51%	332,281
1007-00 · Cash - Payroll BOTW #7421	4,872	56,771	(51,899)	(91%)	11,572
1008-00 · Marketing Reserve - Plumas	50,294	50,219	75	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,785	100,583	202	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	102,104	129,268	(27,164)	(21%)	138,243
10950 · Cash in Drawer	276	459	(183)	(40%)	1,678
Total Checking/Savings	804,156	709,734	94,422	13%	664,366
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	25,031	10,925	14,106	129%	24,817
1290-00 · A/R - TOT	292,999	285,250	7,749	3%	57,504
Total Accounts Receivable	318,030	296,175	21,855	7%	82,321
Other Current Assets					
1200-99 · AR Other	726	140	586	419%	10
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	69,315	44,040	25,275	57%	2,720
1201-03 · Member AR - Other	2,555	0	2,555	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	1,125	(1,125)	(100%)	0
Total 1201-00 · Member Accounts Receivable	71,870	45,165	26,705	59%	6,465
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,775)	0	0%	(1,587)
12100 · Inventory Asset					
25300 · Gift Cards Outstanding	18	0	18	100%	15
12100 · Inventory Asset - Other	23,544	24,780	(1,236)	(5%)	22,015
Total 12100 · Inventory Asset	23,562	24,780	(1,218)	(5%)	22,030
1299 · Receivable from NLTMC	17,488	12,012	5,476	46%	15,703
1490-00 · Security Deposits	1,150	1,610	(460)	(29%)	1,250
Total Other Current Assets	112,021	80,932	31,089	38%	43,871
Total Current Assets	1,234,207	1,086,841	147,366	14%	790,558
Fixed Assets					
1700-00 · Furniture & Fixtures	45,289	68,768	(23,479)	(34%)	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(68,768)	23,479	34%	(45,289)
1740-00 · Computer Equipment	4,270	8,436	(4,166)	(49%)	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,269)	(8,435)	4,166	49%	(4,269)
1750-00 · Computer Software	20,493	21,520	(1,027)	(5%)	20,493
1751-00 · Accum. Amort. - Software	(20,029)	(19,642)	(387)	(2%)	(19,085)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	465	1,879	(1,414)	(75%)	1,409
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	12,215	16,148	(3,933)	(24%)	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100
1400-00 · Prepaid Expenses - Other	4,215	4,698	(483)	(10%)	3,964

North Lake Tahoe Resort Association

Balance Sheet

As of February 29, 2020

Accrual Basis

	<u>Feb 29, 20</u>	<u>Feb 28, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
Total 1400-00 · Prepaid Expenses	16,530	21,846	(5,316)	(24%)	18,376
Total Other Assets	16,530	21,846	(5,316)	(24%)	18,376
TOTAL ASSETS	<u>1,251,202</u>	<u>1,110,566</u>	<u>140,636</u>	<u>13%</u>	<u>810,343</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	50,147	48,822	1,325	3%	73,556
Total Accounts Payable	50,147	48,822	1,325	3%	73,556
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-11 · MC_3978_Amber	0	0	0	0%	0
Total 2080-00 · Bank of the West - Master Cards	0	0	0	0%	0
Total Credit Cards	0	0	0	0%	0
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	11,059	32,362	(21,303)	(66%)	20,922
2101-00 · Incentive Payable	42,109	59,760	(17,651)	(30%)	58,630
2102-00 · Commissions Payable	7,294	1,654	5,640	341%	7,132
2120-00 · Empl. Federal Tax Payable	5,426	14,367	(8,941)	(62%)	9,775
2175-00 · 401 (k) Plan	1,894	6,315	(4,421)	(70%)	4,369
2180-00 · Estimated PTO Liability	36,333	49,004	(12,671)	(26%)	52,993
Total 21000 · Salaries/Wages/Payroll Liabilit	104,115	163,462	(59,347)	(36%)	153,821
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	10	16	(6)	(38%)	827
25500 · *Sales Tax Payable	822	348	474	136%	2,307
Total 2190-00 · Sales and Use Tax Payable	832	364	468	129%	3,134
2250-00 · Accrued Expenses	0	339	(339)	(100%)	59,690
2300-00 · Marketing Cooperative Liabili	2,050	0	2,050	100%	0
2400-11 · Deferred Revenue - Marketing	37,000	0	37,000	100%	0
2400-60 · Deferred Revenue- Member Dues	86,287	90,518	(4,231)	(5%)	57,969
2500-00 · Deferred Revenue - TMBC	1,485	930	555	60%	840
2650-00 · Deferred Rev - Events	2,055	450	1,605	357%	0
2651-00 · Deferred Rev - Conference	0	1,467	(1,467)	(100%)	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	(193)	4,137	(4,330)	(105%)	0
2900-00 · Due To/From County of Placer	19,871	0	19,871	100%	19,871
Total Other Current Liabilities	603,807	611,972	(8,165)	(1%)	295,325
Total Current Liabilities	653,954	660,794	(6,840)	(1%)	368,881
Total Liabilities	653,954	660,794	(6,840)	(1%)	368,881
Equity					
32000 · Unrestricted Net Assets	(17,007)	(11,669)	(5,338)	(46%)	(11,669)
3300-11 · Designated Marketing Reserve	308,202	275,755	32,447	12%	308,202
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	155,784	35,419	120,365	340%	(5,338)
Total Equity	597,245	449,771	147,474	33%	441,461
TOTAL LIABILITIES & EQUITY	<u>1,251,202</u>	<u>1,110,566</u>	<u>140,636</u>	<u>13%</u>	<u>810,343</u>

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through February 2020

	Jul '19 - Feb 20	Jul '18 - Feb 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,599,692	2,427,085	172,607	7%
4200-00 · Membership Dues Revenue	89,794	90,144	-351	-0%
4205-00 · Conference Dues	0	5,362	-5,362	-100%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	0	1,684	-1,684	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	3,325	2,000	1,325	66%
4251-00 · Tues AM Breakfast Club - Other	4,005	3,677	328	9%
Total 4251-00 · Tues AM Breakfast Club	7,330	5,677	1,653	29%
4250-00 · Revenues-Membership Activities - Other	7,376	3,708	3,668	99%
Total 4250-00 · Revenues-Membership Activities	14,706	13,692	1,014	7%
4252-00 · Sponsorships	0	600	-600	-100%
4253-00 · Revenue- Other	1,000	6	994	16,567%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	10,138	8,417	1,721	21%
4600-00 · Commissions - Other	34,545	30,537	4,009	13%
Total 4600-00 · Commissions	44,684	38,954	5,730	15%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	7,403	2,959	4,443	150%
46000 · Merchandise Sales - Other	73,278	70,458	2,820	4%
Total 46000 · Merchandise Sales	80,681	73,417	7,263	10%
Total Income	2,830,556	2,649,261	181,295	7%
Cost of Goods Sold				
52900 · Purchases - Resale Items	0	0	0	0%
Total COGS	0	0	0	0%
Gross Profit	2,830,556	2,649,261	181,295	7%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	15,520	12,919	2,601	20%
5020-00 · P/R - Tax Expense	49,976	56,334	-6,358	-11%
5030-00 · P/R - Health Insurance Expense	86,270	82,950	3,320	4%
5040-00 · P/R - Workmans Comp	6,507	4,428	2,079	47%
5060-00 · 401 (k)	22,546	23,534	-988	-4%
5070-00 · Other Benefits and Expenses	2,424	2,894	-469	-16%
5000-00 · Salaries & Wages - Other	562,655	700,796	-138,142	-20%
Total 5000-00 · Salaries & Wages	745,897	883,855	-137,957	-16%
5100-00 · Rent				
5110-00 · Utilities	6,989	8,207	-1,217	-15%
5140-00 · Repairs & Maintenance	5,441	11,948	-6,507	-55%
5150-00 · Office - Cleaning	5,700	4,090	1,610	39%
5100-00 · Rent - Other	104,506	102,332	2,174	2%
Total 5100-00 · Rent	122,636	126,577	-3,940	-3%
5310-00 · Telephone				
5320-00 · Telephone	15,420	18,348	-2,928	-16%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	15,420	18,373	-2,953	-16%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	84	-84	-100%
5420-00 · Mail - USPS - Other	1,417	1,525	-108	-7%
Total 5420-00 · Mail - USPS	1,417	1,609	-192	-12%
5510-00 · Insurance/Bonding				
5520-00 · Supplies	9,404	4,848	4,556	94%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	794	4,466	-3,671	-82%
5520-00 · Supplies - Other	22,600	9,683	12,917	133%
Total 5520-00 · Supplies	23,395	14,149	9,246	65%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through February 2020

	Jul '19 - Feb 20	Jul '18 - Feb 19	\$ Change	% Change
5610-00 · Depreciation	944	1,161	-218	-19%
5700-00 · Equipment Support & Maintenance	11,894	2,684	9,210	343%
5710-00 · Taxes, Licenses & Fees	8,649	6,912	1,737	25%
5740-00 · Equipment Rental/Leasing	10,694	9,877	817	8%
5800-00 · Training Seminars	4,513	7,747	-3,234	-42%
5850-00 · Artist of Month - Commissions	9,287	2,413	6,874	285%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,760	960	2,800	292%
5920-00 · Professional Fees - Accountant	21,825	21,000	825	4%
5921-00 · Professional Fees - Other	74,098	6,610	67,488	1,021%
Total 5900-00 · Professional Fees	99,683	28,570	71,113	249%
5941-00 · Research & Planning	0	18,720	-18,720	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	14,000	10,500	3,500	33%
Total 6020-00 · Programs	14,000	10,500	3,500	33%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,668	34,278	391	1%
6421-01 · 4th of July Fireworks	0	20,000	-20,000	-100%
6421-04 · Broken Arrow Skyrace	25,000	20,000	5,000	25%
6421-06 · Spartan	254,019	254,000	19	0%
6421-07 · Tahoe Lacrosse Tournament	6,000	0	6,000	100%
6421-08 · Tough Mudder	0	8,000	-8,000	-100%
6421-09 · Wanderlust	0	30,000	-30,000	-100%
6421-10 · WinterWonderGrass - Tahoe	17,680	47	17,633	37,145%
6421-16 · Mountain Travel Symposium	5,525	5,000	525	11%
Total 6420-01 · Sponsorships	342,892	371,325	-28,433	-8%
6421-00 · New Event Development	220	800	-580	-73%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,617	2,514	-897	-36%
Total 6420-00 · Events	344,729	374,639	-29,910	-8%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	21,140	0	21,140	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,469	-2,836	-82%
6437-00 · Tuesday Morning Breakfast Club	2,724	2,550	174	7%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	3,798	7,637	-3,839	-50%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,779	5,585	-3,806	-68%
Total 6423-00 · Membership Activities	30,074	19,300	10,773	56%
6730-00 · Marketing Cooperative/Media	1,107,149	973,219	133,930	14%
6740-00 · Media/Collateral/Production	384	1,278	-894	-70%
6742-00 · Non-NLT Co-Op Marketing Program	9,134	22,948	-13,814	-60%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	9,708	7,132	2,576	36%
6743-03 · Touch Lake Tahoe	16,097	4,500	11,597	258%
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	0	1,000	-1,000	-100%
Total 6743-00 · BACC Marketing Programs	25,805	12,632	13,173	104%
7500-00 · Trade Shows/Travel	3,426	372	3,054	820%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	872	943	-70	-7%
52500 · Purchase Discounts	-1	-40	40	99%
59900 · POS Inventory Adjustments	351	28	323	1,148%
8100-00 · Cost of Goods Sold - Other	37,899	37,986	-87	-0%
Total 8100-00 · Cost of Goods Sold	39,121	38,917	205	1%
8200-00 · Associate Relations	1,042	2,093	-1,051	-50%
8300-00 · Board Functions	19,999	6,018	13,982	232%
8500-00 · Credit Card Fees	4,421	4,484	-63	-1%
8700-00 · Automobile Expenses	1,866	3,666	-1,800	-49%
8750-00 · Meals/Meetings	1,548	2,521	-973	-39%
8810-00 · Dues & Subscriptions	5,525	5,673	-149	-3%
8910-00 · Travel	0	3,688	-3,688	-100%

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

Accrual Basis

July 2019 through February 2020

	Jul '19 - Feb 20	Jul '18 - Feb 19	\$ Change	% Change
8920-00 · Bad Debt	2,899	4,583	-1,684	-37%
Total Expense	2,674,957	2,614,026	60,931	2%
Net Ordinary Income	155,599	35,235	120,364	342%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	185	184	1	1%
Total Other Income	185	184	1	1%
Other Expense				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	185	184	1	1%
Net Income	155,784	35,419	120,365	340%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 6020-00 · Programs	11,500	5,000	6,500	14,000	15,000	(1,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	20,000	(20,000)	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	25,000	0	25,000	25,000	25,000	0	25,400
6421-06 · Spartan	0			254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	6,000	6,000	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	0	0	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	17,500	(17,500)	17,680	17,900	(220)	21,900
6421-16 · Mountain Travel Symposium	0	25,000	(25,000)	5,525	25,000	(19,475)	75,000
Total 6420-01 · Sponsorships	31,000	68,500	(37,500)	342,892	416,295	(73,403)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	220	20,000	(19,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	5,336	(3,719)	8,000
Total 6420-00 · Events	31,000	71,667	(40,667)	344,729	441,631	(96,902)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	15,000	0	15,000	21,140	0	21,140	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	513	545	(32)	2,724	3,818	(1,095)	6,000
6442-00 · Public Relations/Website	334	417	(83)	3,798	3,333	464	5,000
6423-00 · Membership Activities - Other	650	100	550	1,779	4,450	(2,671)	8,500
Total 6423-00 · Membership Activities	16,497	1,062	15,435	30,074	15,101	14,972	52,000
6730-00 · Marketing Cooperative/Media	117,009	117,009	0	1,107,149	1,107,149	0	1,503,362
6740-00 · Media/Collateral/Production	0	0	0	384	1,500	(1,116)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	355	2,000	(1,645)	9,134	17,910	(8,776)	27,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,808	217	1,591	9,708	7,349	2,359	20,000
6743-03 · Touch Lake Tahoe	5,763	4,500	1,263	16,097	4,500	11,597	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	1,000	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	7,571	4,717	2,854	25,805	12,849	12,956	80,000
7500-00 · Trade Shows/Travel	2,834	0	2,834	3,426	3,000	426	3,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	119	50	69	872	900	(28)	1,190
52500 · Purchase Discounts	0			(1)			
59900 · POS Inventory Adjustments	0			351			
8100-00 · Cost of Goods Sold - Other	3,014	2,000	1,014	37,899	35,550	2,349	54,050
Total 8100-00 · Cost of Goods Sold	3,133	2,050	1,083	39,121	36,450	2,671	55,240
8200-00 · Associate Relations	49	648	(599)	1,042	5,184	(4,142)	7,756
8300-00 · Board Functions	2,941	1,000	1,941	19,999	5,000	14,999	5,950
8500-00 · Credit Card Fees	359	336	23	4,421	4,057	364	7,454
8600-00 · Additional Opportunitites	0	3,500	(3,500)	0	18,091	(18,091)	32,091
8700-00 · Automobile Expenses	126	493	(367)	1,866	4,265	(2,399)	6,285
8750-00 · Meals/Meetings	403	461	(58)	1,548	3,691	(2,143)	5,534
8810-00 · Dues & Subscriptions	811	616	195	5,525	5,027	498	7,490
8910-00 · Travel	0	2,100	(2,100)	0	4,900	(4,900)	7,800
8920-00 · Bad Debt	164	0	164	2,899	0	2,899	0
Total Expense	337,313	361,472	(24,159)	2,674,957	2,947,533	(272,576)	4,234,808
Net Ordinary Income	(24,729)	(260)	(24,469)	155,599	1,962	153,638	19,998
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	22			185			
Total Other Income	22			185			
Other Expense							
8990-00 · Allocated	0	1	(1)	0	(1)	1	0
Total Other Expense	0	1	(1)	0	(1)	1	0
Net Other Income	22	(1)	23	185	1	184	0
Net Income	(24,707)	(261)	(24,446)	155,784	1,963	153,822	19,998

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

Accrual Basis

11 - Marketing

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	223,425	275,668	(52,242)	2,005,286	2,151,195	(145,909)	3,044,007
4253-00 · Revenue- Other	0			1,000			
Total Income	223,425	275,668	(52,242)	2,006,286	2,151,195	(144,909)	3,044,007
Gross Profit	223,425	275,668	(52,242)	2,006,286	2,151,195	(144,909)	3,044,007
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	1,826	2,037	(211)	15,399	16,299	(900)	21,537
5030-00 · P/R - Health Insurance Expense	4,819	3,667	1,152	34,400	29,336	5,064	44,004
5040-00 · P/R - Workmans Comp	128	178	(50)	1,107	1,426	(320)	2,139
5060-00 · 401 (k)	811	1,019	(208)	6,906	8,149	(1,243)	12,224
5070-00 · Other Benefits and Expenses	153	160	(7)	918	1,280	(362)	1,920
5000-00 · Salaries & Wages - Other	23,991	25,467	(1,476)	188,272	203,736	(15,464)	305,604
Total 5000-00 · Salaries & Wages	33,103	33,903	(801)	258,002	271,226	(13,224)	403,929
5100-00 · Rent							
5110-00 · Utilities	147	258	(111)	1,305	1,223	82	2,001
5140-00 · Repairs & Maintenance	92	2,009	(1,916)	323	2,259	(1,936)	4,367
5150-00 · Office - Cleaning	261	206	55	2,128	1,398	731	2,866
5100-00 · Rent - Other	2,431	2,386	45	19,490	17,080	2,410	24,200
Total 5100-00 · Rent	2,931	4,859	(1,927)	23,246	21,959	1,287	33,434
5310-00 · Telephone							
5320-00 · Telephone	592	600	(8)	4,323	4,800	(477)	6,600
Total 5310-00 · Telephone	592	600	(8)	4,323	4,800	(477)	6,600
5420-00 · Mail - USPS	137	50	87	458	400	58	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,300	(3,300)	3,700
5520-00 · Supplies - Other	73	1,500	(1,427)	1,054	2,550	(1,496)	4,750
Total 5520-00 · Supplies	73	1,600	(1,527)	1,054	5,850	(4,796)	8,450
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	960	(960)	1,440
5710-00 · Taxes, Licenses & Fees	0			60			
5740-00 · Equipment Rental/Leasing	91	315	(224)	1,575	2,520	(945)	3,780
5800-00 · Training Seminars	2,306	999	1,307	4,424	3,205	1,219	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	800	(800)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	3,200	(3,200)	4,800
Total 5900-00 · Professional Fees	0	500	(500)	0	4,000	(4,000)	6,300
5941-00 · Research & Planning	0	1,500	(1,500)	0	12,000	(12,000)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	11,500	5,000	6,500	14,000	15,000	(1,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	11,500	5,000	6,500	14,000	15,000	(1,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	20,000	(20,000)	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	25,000	0	25,000	25,000	25,000	0	25,400
6421-06 · Spartan	0			254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	6,000	6,000	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	0	0	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	17,500	(17,500)	17,680	17,900	(220)	21,900
6421-16 · Mountain Travel Symposium	0	25,000	(25,000)	5,525	25,000	(19,475)	75,000
Total 6420-01 · Sponsorships	31,000	68,500	(37,500)	342,892	416,295	(73,403)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	220	20,000	(19,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	5,336	(3,719)	8,000
Total 6420-00 · Events	31,000	71,667	(40,667)	344,729	441,631	(96,902)	515,695
6730-00 · Marketing Cooperative/Media	106,433	106,433	0	1,022,538	1,022,538	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	155	1,000	(845)	4,813	9,910	(5,097)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,808	217	1,591	9,708	7,349	2,359	20,000
6743-03 · Touch Lake Tahoe	5,763	4,500	1,263	16,097	4,500	11,597	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	1,000	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	7,571	4,717	2,854	25,805	12,849	12,956	80,000
7500-00 · Trade Shows/Travel	1,525			1,525			
8200-00 · Associate Relations	0	140	(140)	191	1,120	(930)	1,660
8500-00 · Credit Card Fees	0			50			
8600-00 · Additional Opportunitites	0	3,000	(3,000)	0	14,091	(14,091)	26,091
8700-00 · Automobile Expenses	44	130	(86)	1,100	1,040	60	1,560

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

Accrual Basis

11 - Marketing

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
8750-00 · Meals/Meetings	14	163	(149)	472	1,300	(828)	1,950
8810-00 · Dues & Subscriptions	126	250	(124)	1,397	2,000	(603)	3,000
8910-00 · Travel	0	2,100	(2,100)	0	4,900	(4,900)	6,300
Total Expense	197,600	239,045	(41,446)	1,709,760	1,853,299	(143,539)	2,595,931
Net Ordinary Income	25,826	36,623	(10,797)	296,526	297,896	(1,370)	448,076
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	22			185			
Total Other Income	22			185			
Other Expense							
8990-00 · Allocated	73,991	36,852	37,139	239,055	298,213	(59,158)	448,076
Total Other Expense	73,991	36,852	37,139	239,055	298,213	(59,158)	448,076
Net Other Income	(73,969)	(36,852)	(37,117)	(238,870)	(298,213)	59,343	(448,076)
Net Income	(48,143)	(230)	(47,913)	57,656	(317)	57,973	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	34,177	34,178	(0)	246,008	246,007	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0			10,138	0	10,138	0
4600-00 · Commissions - Other	0	0	0	34,545	28,276	6,269	28,276
Total 4600-00 · Commissions	<u>0</u>	<u>0</u>	<u>0</u>	<u>44,684</u>	<u>28,276</u>	<u>16,408</u>	<u>28,276</u>
Total Income	<u>34,177</u>	<u>34,178</u>	<u>(0)</u>	<u>290,691</u>	<u>274,283</u>	<u>16,409</u>	<u>411,528</u>
Gross Profit	34,177	34,178	(0)	290,691	274,283	16,409	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	218	800	(582)	15,520	6,400	9,120	9,600
5020-00 · P/R - Tax Expense	342	1,064	(722)	5,531	8,510	(2,978)	12,764
5030-00 · P/R - Health Insurance Expense	1,334	1,754	(420)	17,796	14,032	3,764	21,048
5040-00 · P/R - Workmans Comp	36	88	(52)	520	701	(180)	1,051
5060-00 · 401 (k)	200	501	(301)	2,558	4,004	(1,447)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	640	(640)	960
5070-00 · Other Benefits and Expenses	8			275	0	275	0
5000-00 · Salaries & Wages - Other	4,991	12,514	(7,523)	50,462	100,112	(49,650)	150,168
Total 5000-00 · Salaries & Wages	<u>7,127</u>	<u>16,800</u>	<u>(9,672)</u>	<u>92,662</u>	<u>134,399</u>	<u>(41,737)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	72	66	6	637	528	109	792
5140-00 · Repairs & Maintenance	45	45	0	158	360	(203)	540
5150-00 · Office - Cleaning	127	94	33	1,038	752	286	1,128
5100-00 · Rent - Other	1,140	1,025	115	9,144	8,200	944	12,300
Total 5100-00 · Rent	<u>1,384</u>	<u>1,230</u>	<u>154</u>	<u>10,977</u>	<u>9,840</u>	<u>1,137</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	288	300	(12)	2,128	2,400	(272)	3,600
Total 5310-00 · Telephone	<u>288</u>	<u>300</u>	<u>(12)</u>	<u>2,128</u>	<u>2,400</u>	<u>(272)</u>	<u>3,600</u>
5420-00 · Mail - USPS	67	15	52	167	120	47	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	248	(248)	372
5520-00 · Supplies - Other	36	29	6	308	515	(207)	594
Total 5520-00 · Supplies	<u>36</u>	<u>60</u>	<u>(25)</u>	<u>308</u>	<u>763</u>	<u>(455)</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	0	0	0	120	(120)	240
5710-00 · Taxes, Licenses & Fees	0			31	0	31	0
5740-00 · Equipment Rental/Leasing	40	125	(84)	697	997	(300)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	84,611	84,611	0	126,916
8200-00 · Associate Relations	0	80	(80)	54	640	(586)	960
8500-00 · Credit Card Fees	0			90			
8810-00 · Dues & Subscriptions	0	20	(20)	4	160	(156)	240
Total Expense	<u>19,518</u>	<u>29,206</u>	<u>(9,688)</u>	<u>191,729</u>	<u>234,051</u>	<u>(42,321)</u>	<u>350,956</u>
Net Ordinary Income	<u>14,659</u>	<u>4,972</u>	<u>9,687</u>	<u>98,962</u>	<u>40,232</u>	<u>58,730</u>	<u>60,572</u>
Other Income/Expense							
Other Expense							
8990-00 · Allocated	9,982	4,972	5,010	32,251	40,232	(7,981)	60,572
Total Other Expense	<u>9,982</u>	<u>4,972</u>	<u>5,010</u>	<u>32,251</u>	<u>40,232</u>	<u>(7,981)</u>	<u>60,572</u>
Net Other Income	<u>(9,982)</u>	<u>(4,972)</u>	<u>(5,010)</u>	<u>(32,251)</u>	<u>(40,232)</u>	<u>7,981</u>	<u>(60,572)</u>
Net Income	<u><u>4,677</u></u>	<u><u>0</u></u>	<u><u>4,677</u></u>	<u><u>66,711</u></u>	<u><u>0</u></u>	<u><u>66,711</u></u>	<u><u>0</u></u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

Accrual Basis

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	33,689	33,689	(0)	266,426	266,425	1	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	567	400	167	7,403	3,200	4,203	4,800
46000 · Merchandise Sales - Other	5,703	4,000	1,703	73,278	71,100	2,178	108,100
Total 46000 · Merchandise Sales	6,270	4,400	1,870	80,681	74,300	6,381	112,900
Total Income	39,959	38,089	1,870	347,107	340,725	6,382	511,206
Gross Profit	39,959	38,089	1,870	347,107	340,725	6,382	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	971	1,372	(401)	11,096	11,658	(562)	17,362
5030-00 · P/R - Health Insurance Expense	1,993	2,225	(232)	13,970	17,800	(3,830)	26,700
5040-00 · P/R - Workmans Comp	329	630	(302)	4,051	5,352	(1,301)	7,856
5060-00 · 401 (k)	428	560	(132)	4,325	4,758	(433)	6,984
5070-00 · Other Benefits and Expenses	84	80	4	316	640	(324)	960
5000-00 · Salaries & Wages - Other	11,480	14,000	(2,520)	116,935	118,950	(2,015)	174,600
Total 5000-00 · Salaries & Wages	15,284	18,867	(3,583)	150,693	159,158	(8,465)	234,462
5100-00 · Rent							
5110-00 · Utilities	496	750	(254)	3,622	5,200	(1,578)	7,600
5140-00 · Repairs & Maintenance	257	1,000	(744)	1,918	8,000	(6,082)	12,000
5150-00 · Office - Cleaning	25	50	(25)	208	850	(642)	2,500
5100-00 · Rent - Other	6,501	6,500	1	52,009	52,000	9	78,800
Total 5100-00 · Rent	7,279	8,300	(1,021)	57,756	66,050	(8,294)	100,900
5310-00 · Telephone							
5320-00 · Telephone	244	242	2	1,830	1,936	(106)	2,904
Total 5310-00 · Telephone	244	242	2	1,830	1,936	(106)	2,904
5420-00 · Mail - USPS	47	50	(3)	117	400	(283)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	332	(332)	1,310
5520-00 · Supplies - Other	311	226	85	2,663	3,670	(1,007)	4,894
Total 5520-00 · Supplies	311	238	73	2,663	4,002	(1,339)	6,204
5610-00 · Depreciation	118	118	(0)	944	944	(0)	1,180
5700-00 · Equipment Support & Maintenance	41	100	(59)	41	800	(759)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	73	235	(162)	1,203	1,880	(677)	2,820
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	0	360	(360)	9,287	2,880	6,407	4,320
6740-00 · Media/Collateral/Production	0	0	0	384	1,500	(1,116)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,600	8,000	(6,400)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	119	50	69	872	900	(28)	1,190
52500 · Purchase Discounts	0	0	0	(1)	0	1	0
59900 · POS Inventory Adjustments	0	0	0	351	0	351	0
8100-00 · Cost of Goods Sold - Other	3,014	2,000	1,014	37,899	35,550	2,349	54,050
Total 8100-00 · Cost of Goods Sold	3,133	2,050	1,083	39,121	36,450	2,671	55,240
8200-00 · Associate Relations	0	58	(58)	176	464	(288)	696
8500-00 · Credit Card Fees	284	154	130	2,920	2,602	318	3,954
8700-00 · Automobile Expenses	48	50	(2)	308	700	(392)	950
8750-00 · Meals/Meetings	14	65	(52)	214	520	(306)	780
8810-00 · Dues & Subscriptions	55	0	55	55	100	(45)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	27,129	31,887	(4,758)	269,331	290,541	(21,210)	435,965
Net Ordinary Income	12,830	6,202	6,628	77,776	50,184	27,592	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	12,452	6,202	6,250	40,230	50,186	(9,956)	75,243
Total Other Expense	12,452	6,202	6,250	40,230	50,186	(9,956)	75,243
Net Other Income	(12,452)	(6,202)	(6,250)	(40,230)	(50,186)	9,956	(75,243)
Net Income	378	0	378	37,545	(2)	37,547	(2)

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

Accrual Basis

51 - TMPI

	Feb 20	Budget	\$ Over Bu...	Jul '19 - Fe...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	1,707	1,707	0	81,972	81,971	1	88,866
Total Income	1,707	1,707	0	81,972	81,971	1	88,866
Gross Profit	1,707	1,707	0	81,972	81,971	1	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	62	33	29	84	264	(180)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	32	(32)	48
5040-00 · P/R - Workmans Comp	4	4	(1)	4	32	(28)	48
5060-00 · 401 (k)	0	23	(23)	0	184	(184)	276
5000-00 · Salaries & Wages - Other	762	567	195	948	4,536	(3,588)	6,804
Total 5000-00 · Salaries & Wages	828	631	197	1,036	5,048	(4,012)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	0	0	0	36	(36)	36
5140-00 · Repairs & Maintenance	0			0	6	(6)	6
5150-00 · Office - Cleaning	0			0	41	(41)	41
5100-00 · Rent - Other	0	72	(72)	0	504	(504)	504
Total 5100-00 · Rent	0	72	(72)	0	587	(587)	587
5310-00 · Telephone							
5320-00 · Telephone	3	0	3	3	230	(228)	230
Total 5310-00 · Telephone	3	0	3	3	230	(228)	230
5420-00 · Mail - USPS	0			0	18	(18)	18
5510-00 · Insurance/Bonding	0			0	64	(64)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0			0	1,560	(1,560)	1,560
5520-00 · Supplies - Other	10,256	0	10,256	14,342	10,510	3,832	10,510
Total 5520-00 · Supplies	10,256	0	10,256	14,342	12,070	2,272	12,070
5740-00 · Equipment Rental/Leasing	0	0	0	0	216	(216)	216
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	100			1,720			
5921-00 · Professional Fees - Other	5,000			74,097	55,000	19,097	55,000
Total 5900-00 · Professional Fees	5,100			75,817	55,000	20,817	55,000
8700-00 · Automobile Expenses	0			4	25	(21)	25
8750-00 · Meals/Meetings	1			1	4	(3)	4
8810-00 · Dues & Subscriptions	4			4	0	4	0
Total Expense	16,191	703	15,488	91,206	73,262	17,944	75,786
Net Ordinary Income	(14,483)	1,004	(15,487)	(9,234)	8,709	(17,943)	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,161	1,076	1,085	6,982	8,709	(1,727)	13,080
Total Other Expense	2,161	1,076	1,085	6,982	8,709	(1,727)	13,080
Net Other Income	(2,161)	(1,076)	(1,085)	(6,982)	(8,709)	1,727	(13,080)
Net Income	(16,644)	(72)	(16,572)	(16,216)	0	(16,216)	0

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

Accrual Basis

60 - Membership

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,349	10,833	516	89,794	86,667	3,127	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	0	0	0	1,200	(1,200)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	525	636	(111)	4,005	4,455	(450)	7,000
Total 4251-00 · Tues AM Breakfast Club	525	636	(111)	7,330	7,455	(125)	10,000
4250-00 · Revenues-Membership Activities - Other	1,440	100	1,340	7,376	3,300	4,076	4,000
Total 4250-00 · Revenues-Membership Activities	1,965	736	1,229	14,706	14,655	51	69,200
Total Income	13,314	11,570	1,744	104,500	101,321	3,179	199,200
Gross Profit	13,314	11,570	1,744	104,500	101,321	3,179	199,200
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	259	434	(175)	3,884	3,474	410	5,211
5030-00 · P/R - Health Insurance Expense	489	849	(360)	5,484	6,792	(1,308)	10,188
5040-00 · P/R - Workmans Comp	26	44	(18)	268	355	(87)	532
5060-00 · 401 (k)	139	253	(114)	2,095	2,025	69	3,038
5070-00 · Other Benefits and Expenses	53	13	40	69	107	(38)	160
5000-00 · Salaries & Wages - Other	4,644	6,329	(1,685)	34,201	50,632	(16,431)	75,948
Total 5000-00 · Salaries & Wages	4,235	6,548	(2,314)	35,000	52,385	(17,385)	78,577
5100-00 · Rent							
5110-00 · Utilities	34	36	(2)	302	287	16	430
5140-00 · Repairs & Maintenance	21	44	(22)	75	350	(275)	525
5150-00 · Office - Cleaning	60	98	(38)	493	785	(292)	1,177
5100-00 · Rent - Other	635	497	138	5,088	3,977	1,111	5,965
Total 5100-00 · Rent	751	675	76	5,958	5,398	560	8,097
5310-00 · Telephone							
5320-00 · Telephone	129	150	(21)	929	1,200	(272)	1,800
Total 5310-00 · Telephone	129	150	(21)	929	1,200	(272)	1,800
5420-00 · Mail - USPS	32	8	23	79	67	13	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	333	(333)	500
5520-00 · Supplies - Other	23	83	(60)	211	667	(456)	1,000
Total 5520-00 · Supplies	23	125	(102)	211	1,000	(789)	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	17	(17)	14	133	(120)	200
5740-00 · Equipment Rental/Leasing	55	225	(170)	915	1,800	(885)	2,700
5800-00 · Training Seminars	0	21	(21)	0	167	(167)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	667	(667)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	667	(667)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	15,000	0	15,000	21,140	0	21,140	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	513	545	(32)	2,724	3,818	(1,095)	6,000
6442-00 · Public Relations/Website	334	417	(83)	3,798	3,333	464	5,000
6423-00 · Membership Activities - Other	650	100	550	1,779	4,450	(2,671)	8,500
Total 6423-00 · Membership Activities	16,497	1,062	15,435	30,074	15,101	14,972	52,000
6742-00 · Non-NLT Co-Op Marketing Program	0			2,350			
8200-00 · Associate Relations	0	25	(25)	190	200	(10)	300
8500-00 · Credit Card Fees	75	182	(106)	1,187	1,455	(268)	3,500
8700-00 · Automobile Expenses	34	63	(29)	253	500	(247)	750
8750-00 · Meals/Meetings	73	83	(10)	345	667	(321)	1,000
8810-00 · Dues & Subscriptions	4	46	(42)	74	367	(293)	550
8920-00 · Bad Debt	164	0	164	2,899	0	2,899	0
Total Expense	22,071	9,377	12,694	80,477	81,617	(1,140)	153,092
Net Ordinary Income	(8,757)	2,193	(10,950)	24,022	19,704	4,319	46,108
Other Income/Expense							
Other Expense							

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

Accrual Basis

60 - Membership

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	4,322	2,153	2,169	13,964	17,422	(3,458)	26,107
Total Other Expense	4,322	2,153	2,169	13,964	17,422	(3,458)	26,107
Net Other Income	(4,322)	(2,153)	(2,169)	(13,964)	(17,422)	3,458	(26,107)
Net Income	(13,079)	40	(13,119)	10,058	2,282	7,776	20,001

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

70 - Administration

Accrual Basis

	Feb 20	Budget	\$ Over Budget	Jul '19 - Feb 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,577	2,341	236	13,981	17,528	(3,547)	26,892
5030-00 · P/R - Health Insurance Expense	1,849	3,369	(1,520)	14,621	26,952	(12,331)	40,428
5040-00 · P/R - Workmans Comp	156	205	(49)	557	1,535	(978)	2,355
5060-00 · 401 (k)	665	1,171	(506)	6,662	8,768	(2,106)	13,452
5070-00 · Other Benefits and Expenses	17	160	(143)	847	1,280	(433)	2,000
5000-00 · Salaries & Wages - Other	32,046	29,265	2,781	171,836	219,120	(47,284)	336,180
Total 5000-00 · Salaries & Wages	37,309	36,511	798	208,504	275,183	(66,679)	421,307
5100-00 · Rent							
5110-00 · Utilities	127	250	(123)	1,124	1,340	(216)	2,040
5140-00 · Repairs & Maintenance	603	375	228	2,968	3,000	(32)	4,500
5150-00 · Office - Cleaning	226	250	(24)	1,833	1,900	(67)	2,650
5100-00 · Rent - Other	2,372	2,370	2	18,775	18,960	(185)	29,760
Total 5100-00 · Rent	3,329	3,245	84	24,700	25,200	(500)	38,950
5310-00 · Telephone							
5320-00 · Telephone	860	750	110	6,208	6,000	208	9,000
Total 5310-00 · Telephone	860	750	110	6,208	6,000	208	9,000
5420-00 · Mail - USPS	118	90	28	596	720	(124)	1,080
5510-00 · Insurance/Bonding	269	795	(526)	9,404	6,360	3,044	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	200	250	(50)	794	2,000	(1,206)	3,000
5520-00 · Supplies - Other	1,058	625	433	4,022	5,000	(978)	7,500
Total 5520-00 · Supplies	1,258	875	383	4,817	7,000	(2,183)	10,500
5610-00 · Depreciation	0	32	(32)	0	252	(252)	380
5700-00 · Equipment Support & Maintenance	134	2,200	(2,066)	11,854	17,600	(5,746)	26,400
5710-00 · Taxes, Licenses & Fees	922	1,045	(123)	8,524	8,360	164	12,540
5740-00 · Equipment Rental/Leasing	2,357	341	2,016	6,305	2,728	3,577	4,092
5800-00 · Training Seminars	0	400	(400)	89	3,200	(3,111)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	2,040	5,000	(2,960)	7,500
5920-00 · Professional Fees - Accountant	3,025	0	3,025	21,825	22,400	(575)	24,900
5921-00 · Professional Fees - Other	0	1,500	(1,500)	1	12,000	(11,999)	21,000
Total 5900-00 · Professional Fees	3,025	2,125	900	23,866	39,400	(15,534)	53,400
5941-00 · Research & Planning	0	300	(300)	0	2,400	(2,400)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	371	0	371	0
7500-00 · Trade Shows/Travel	1,309	0	1,309	1,901	3,000	(1,099)	3,000
8200-00 · Associate Relations	49	345	(296)	432	2,760	(2,328)	4,140
8300-00 · Board Functions	2,941	1,000	1,941	19,999	5,000	14,999	5,950
8500-00 · Credit Card Fees	0	0	0	175	0	175	0
8600-00 · Additional Opportunites	0	500	(500)	0	4,000	(4,000)	6,000
8700-00 · Automobile Expenses	0	250	(250)	201	2,000	(1,799)	3,000
8750-00 · Meals/Meetings	302	150	152	515	1,200	(685)	1,800
8810-00 · Dues & Subscriptions	623	300	323	3,992	2,400	1,592	3,600
Total Expense	54,804	51,254	3,550	332,453	414,763	(82,310)	623,079
Net Ordinary Income	(54,804)	(51,254)	(3,550)	(332,453)	(414,763)	82,310	(623,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(102,908)	(51,254)	(51,654)	(332,483)	(414,763)	82,280	(623,078)
Total Other Expense	(102,908)	(51,254)	(51,654)	(332,483)	(414,763)	82,280	(623,078)
Net Other Income	102,908	51,254	51,654	332,483	414,763	(82,280)	623,078
Net Income	48,104	0	48,104	30	0	30	(1)