

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period

Ending

January 31, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of January 31, 2020

Accrual Basis

	Jan 31, 20	Jan 31, 19	\$ Change	% Change	Jun 30, 19
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	184	277	(93)	(34%)	116
1003-00 · Cash - Operations BOTW #6712	322,912	396,457	(73,545)	(19%)	332,281
1007-00 · Cash - Payroll BOTW #7421	5,502	16,461	(10,959)	(67%)	11,572
1008-00 · Marketing Reserve - Plumas	50,288	50,213	75	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,769	100,568	201	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	104,621	135,178	(30,557)	(23%)	138,243
10950 · Cash in Drawer	203	144	59	41%	1,678
Total Checking/Savings	614,061	728,880	(114,819)	(16%)	664,366
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	47,690	9,938	37,752	380%	24,817
1290-00 · A/R - TOT	486,921	278,441	208,480	75%	57,504
Total Accounts Receivable	534,611	288,379	246,232	85%	82,321
Other Current Assets					
1200-99 · AR Other	726	0	726	100%	10
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	84,295	49,900	34,395	69%	2,720
1201-03 · Member AR - Other	4,125	0	4,125	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	2,693	(2,693)	(100%)	0
Total 1201-00 · Member Accounts Receivable	88,420	52,593	35,827	68%	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	24,316	23,415	901	4%	22,015
Total 12100 · Inventory Asset	24,334	23,415	919	4%	22,030
1299 · Receivable from NLTMC	5,345	6,875	(1,530)	(22%)	15,703
1490-00 · Security Deposits	1,150	1,610	(460)	(29%)	1,250
Total Other Current Assets	117,200	81,718	35,482	43%	43,871
Total Current Assets	1,265,872	1,098,977	166,895	15%	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	(19,911)	(19,524)	(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	583	1,997	(1,414)	(71%)	1,409
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	12,484	16,871	(4,387)	(26%)	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100
1400-00 · Prepaid Expenses - Other	5,438	7,071	(1,633)	(23%)	3,964

North Lake Tahoe Resort Association

Balance Sheet

As of January 31, 2020

Accrual Basis

	<u>Jan 31, 20</u>	<u>Jan 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
Total 1400-00 · Prepaid Expenses	18,022	24,942	(6,920)	(28%)	18,376
Total Other Assets	18,022	24,942	(6,920)	(28%)	18,376
TOTAL ASSETS	<u>1,284,477</u>	<u>1,125,916</u>	<u>158,561</u>	<u>14%</u>	<u>810,343</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	59,802	52,937	6,865	13%	73,556
Total Accounts Payable	59,802	52,937	6,865	13%	73,556
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	11,059	8,639	2,420	28%	20,922
2101-00 · Incentive Payable	34,359	52,290	(17,931)	(34%)	58,630
2102-00 · Commissions Payable	9,734	1,576	8,158	518%	7,132
2120-00 · Empl. Federal Tax Payable	5,426	5,038	388	8%	9,775
2175-00 · 401 (k) Plan	1,894	1,958	(64)	(3%)	4,369
2180-00 · Estimated PTO Liability	36,333	49,004	(12,671)	(26%)	52,993
Total 21000 · Salaries/Wages/Payroll Liabilit	98,805	118,505	(19,700)	(17%)	153,821
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	10	0	10	100%	827
25500 · *Sales Tax Payable	367	259	108	42%	2,307
Total 2190-00 · Sales and Use Tax Payable	377	259	118	46%	3,134
2250-00 · Accrued Expenses	0	339	(339)	(100%)	59,690
2300-00 · Marketing Cooperative Liabili	2,050	0	2,050	100%	0
2400-11 · Deferred Revenue - Marketing	37,000	0	37,000	100%	0
2400-42 · Marketing Co-op	0	(166)	166	100%	0
2400-60 · Deferred Revenue- Member Dues	92,631	96,219	(3,588)	(4%)	57,969
2500-00 · Deferred Revenue - TMBC	1,680	930	750	81%	840
2651-00 · Deferred Rev - Conference	0	1,833	(1,833)	(100%)	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	0	4,137	(4,137)	(100%)	0
2900-00 · Due To/From County of Placer	19,871	0	19,871	100%	19,871
Total Other Current Liabilities	602,719	572,361	30,358	5%	295,325
Total Current Liabilities	662,521	625,298	37,223	6%	368,881
Total Liabilities	662,521	625,298	37,223	6%	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	180,492	86,266	94,226	109%	(5,338)
Total Equity	621,953	500,618	121,335	24%	441,461
TOTAL LIABILITIES & EQUITY	<u>1,284,477</u>	<u>1,125,916</u>	<u>158,561</u>	<u>14%</u>	<u>810,343</u>

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through January 2020

	Jul '19 - Jan 20	Jul '18 - Jan 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,306,693	2,165,349	141,343	7%
4200-00 · Membership Dues Revenue	78,445	77,813	632	1%
4205-00 · Conference Dues	0	4,996	-4,996	-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	3,480	3,641	-161	-4%
Total 4251-00 · Tues AM Breakfast Club	6,805	5,641	1,164	21%
4250-00 · Revenues-Membership Activities - Other	5,936	3,733	2,203	59%
Total 4250-00 · Revenues-Membership Activities	12,741	13,680	-939	-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	6,836	2,959	3,876	131%
46000 · Merchandise Sales - Other	67,575	69,232	-1,656	-2%
Total 46000 · Merchandise Sales	74,411	72,191	2,220	3%
Total Income	2,517,973	2,373,589	144,383	6%
Gross Profit	2,517,973	2,373,589	144,383	6%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	15,302	12,841	2,462	19%
5020-00 · P/R - Tax Expense	43,938	51,178	-7,240	-14%
5030-00 · P/R - Health Insurance Expense	75,788	70,404	5,384	8%
5040-00 · P/R - Workmans Comp	5,829	5,087	743	15%
5060-00 · 401 (k)	20,304	22,071	-1,768	-8%
5070-00 · Other Benefits and Expenses	2,109	2,608	-499	-19%
5000-00 · Salaries & Wages - Other	484,742	620,938	-136,197	-22%
Total 5000-00 · Salaries & Wages	648,012	785,127	-137,115	-18%
5100-00 · Rent				
5110-00 · Utilities	6,113	6,559	-446	-7%
5140-00 · Repairs & Maintenance	4,423	3,588	835	23%
5150-00 · Office - Cleaning	5,000	3,540	1,460	41%
5100-00 · Rent - Other	91,427	89,386	2,041	2%
Total 5100-00 · Rent	106,963	103,072	3,890	4%
5310-00 · Telephone				
5320-00 · Telephone	13,305	16,476	-3,170	-19%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	13,305	16,501	-3,195	-19%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	84	-84	-100%
5420-00 · Mail - USPS - Other	1,017	1,425	-408	-29%
Total 5420-00 · Mail - USPS	1,017	1,509	-492	-33%
5510-00 · Insurance/Bonding	9,135	4,124	5,011	122%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	595	4,144	-3,549	-86%
5520-00 · Supplies - Other	10,844	8,662	2,181	25%
Total 5520-00 · Supplies	11,439	12,806	-1,368	-11%
5610-00 · Depreciation	826	1,043	-218	-21%
5700-00 · Equipment Support & Maintenance	11,720	2,104	9,616	457%
5710-00 · Taxes, Licenses & Fees	7,728	6,291	1,437	23%
5740-00 · Equipment Rental/Leasing	8,078	8,768	-691	-8%
5800-00 · Training Seminars	2,207	5,079	-2,872	-57%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through January 2020

	Jul '19 - Jan 20	Jul '18 - Jan 19	\$ Change	% Change
5850-00 · Artist of Month - Commissions	9,287	1,894	7,392	390%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,660	960	2,700	281%
5920-00 · Professional Fees - Accountant	18,800	21,000	-2,200	-11%
5921-00 · Professional Fees - Other	69,098	0	69,098	100%
Total 5900-00 · Professional Fees	91,558	21,960	69,598	317%
5941-00 · Research & Planning	0	18,720	-18,720	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	2,500	5,500	-3,000	-55%
Total 6020-00 · Programs	2,500	5,500	-3,000	-55%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,668	34,278	391	1%
6421-04 · Broken Arrow Skyrace	0	20,000	-20,000	-100%
6421-06 · Spartan	254,019	254,000	19	0%
6421-08 · Tough Mudder	0	13,000	-13,000	-100%
6421-10 · WinterWonderGrass - Tahoe	17,680	47	17,633	37,145%
6421-16 · Mountain Travel Symposium	5,525	0	5,525	100%
Total 6420-01 · Sponsorships	311,892	321,325	-9,433	-3%
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	313,729	324,639	-10,910	-3%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	6,140	0	6,140	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,469	-2,836	-82%
6437-00 · Tuesday Morning Breakfast Club	2,211	2,550	-339	-13%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	3,464	7,340	-3,876	-53%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,129	5,492	-4,363	-79%
Total 6423-00 · Membership Activities	13,577	18,911	-5,334	-28%
6730-00 · Marketing Cooperative/Media	990,140	851,567	138,573	16%
6740-00 · Media/Collateral/Production	384	1,278	-894	-70%
6742-00 · Non-NLT Co-Op Marketing Program	8,779	22,201	-13,422	-61%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	7,900	7,132	768	11%
6743-03 · Touch Lake Tahoe	10,334	0	10,334	100%
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	18,234	8,132	10,102	124%
7500-00 · Trade Shows/Travel	593	383	210	55%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	754	877	-124	-14%
52500 · Purchase Discounts	-1	-40	40	99%
59900 · POS Inventory Adjustments	351	36	315	871%
8100-00 · Cost of Goods Sold - Other	34,884	37,236	-2,352	-6%
Total 8100-00 · Cost of Goods Sold	35,988	38,110	-2,122	-6%
8200-00 · Associate Relations	993	2,043	-1,050	-51%
8300-00 · Board Functions	17,058	6,018	11,041	184%
8500-00 · Credit Card Fees	4,062	4,049	13	0%
8700-00 · Automobile Expenses	1,741	3,295	-1,555	-47%
8750-00 · Meals/Meetings	1,145	2,296	-1,151	-50%
8810-00 · Dues & Subscriptions	4,714	4,778	-64	-1%
8910-00 · Travel	0	704	-704	-100%
8920-00 · Bad Debt	2,735	4,583	-1,848	-40%
Total Expense	2,337,644	2,287,486	50,158	2%
Net Ordinary Income	180,329	86,103	94,225	109%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	163	163	0	0%

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

Accrual Basis

July 2019 through January 2020

	Jul '19 - Jan 20	Jul '18 - Jan 19	\$ Change	% Change
Total Other Income	163	163	0	0%
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	163	163	0	0%
Net Income	180,492	86,266	94,226	109%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 6020-00 · Programs	2,500	10,000	(7,500)	2,500	10,000	(7,500)	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	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	25,000	(25,000)	25,400
6421-06 · Spartan	0			254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	30,000	(30,000)	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	17,500	400	17,100	17,680	400	17,280	21,900
6421-16 · Mountain Travel Symposium	525	0	525	5,525	0	5,525	75,000
Total 6420-01 · Sponsorships	18,025	30,400	(12,375)	311,892	347,795	(35,903)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	220	17,500	(17,280)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	4,669	(3,052)	8,000
Total 6420-00 · Events	18,025	33,567	(15,542)	313,729	369,964	(56,235)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	6,140	0	6,140	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	545	(545)	2,211	3,273	(1,062)	6,000
6442-00 · Public Relations/Website	461	417	44	3,464	2,917	547	5,000
6423-00 · Membership Activities - Other	0	200	(200)	1,129	4,350	(3,221)	8,500
Total 6423-00 · Membership Activities	461	1,162	(701)	13,577	14,039	(463)	52,000
6730-00 · Marketing Cooperative/Media	352,164	352,164	0	990,140	990,140	0	1,503,362
6740-00 · Media/Collateral/Production	384	0	384	384	1,500	(1,116)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	2,664	2,000	664	8,779	15,910	(7,131)	27,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	2,450	0	2,450	7,900	7,132	768	20,000
6743-03 · Touch Lake Tahoe	10,334	0	10,334	10,334	0	10,334	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	12,784	0	12,784	18,234	8,132	10,102	80,000
7500-00 · Trade Shows/Travel	593	1,500	(907)	593	3,000	(2,407)	3,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	50	(50)	754	850	(96)	1,190
52500 · Purchase Discounts	0			(1)			
59900 · POS Inventory Adjustments	234			351			
8100-00 · Cost of Goods Sold - Other	(2,845)	1,750	(4,595)	34,884	33,550	1,334	54,050
Total 8100-00 · Cost of Goods Sold	(2,611)	1,800	(4,411)	35,988	34,400	1,588	55,240
8200-00 · Associate Relations	53	648	(595)	993	4,536	(3,543)	7,756
8300-00 · Board Functions	7,847	250	7,597	17,058	4,000	13,058	5,950
8500-00 · Credit Card Fees	540	319	221	4,062	3,721	341	7,454
8600-00 · Additional Opportunites	0	3,500	(3,500)	0	14,591	(14,591)	32,091
8700-00 · Automobile Expenses	378	493	(115)	1,741	3,773	(2,032)	6,285
8750-00 · Meals/Meetings	101	461	(359)	1,145	3,230	(2,085)	5,534
8810-00 · Dues & Subscriptions	521	616	(95)	4,714	4,411	303	7,490
8910-00 · Travel	0	500	(500)	0	2,800	(2,800)	7,800
8920-00 · Bad Debt	597	0	597	2,735	0	2,735	0
Total Expense	539,324	554,337	(15,013)	2,337,644	2,586,061	(248,417)	4,234,808
Net Ordinary Income	(19,998)	3,000	(22,998)	180,329	2,222	178,107	19,998
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24			163			
Total Other Income	24			163			
Other Expense							
8990-00 · Allocated	0	(1)	1	0	(2)	2	0
Total Other Expense	0	(1)	1	0	(2)	2	0
Net Other Income	24	1	23	163	2	161	0
Net Income	(19,975)	3,001	(22,975)	180,492	2,224	178,268	19,998

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

Accrual Basis

11 - Marketing

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	422,058	467,125	(45,067)	1,781,860	1,875,527	(93,667)	3,044,007
4253-00 · Revenue- Other	0			1,000			
Total Income	<u>422,058</u>	<u>467,125</u>	<u>(45,067)</u>	<u>1,782,860</u>	<u>1,875,527</u>	<u>(92,667)</u>	<u>3,044,007</u>
Gross Profit	422,058	467,125	(45,067)	1,782,860	1,875,527	(92,667)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	9,625	9,625	0	16,500
5020-00 · P/R - Tax Expense	2,813	2,037	776	13,572	14,262	(689)	21,537
5030-00 · P/R - Health Insurance Expense	4,208	3,667	541	29,582	25,669	3,913	44,004
5040-00 · P/R - Workmans Comp	190	178	12	979	1,248	(269)	2,139
5060-00 · 401 (k)	926	1,019	(93)	6,095	7,131	(1,035)	12,224
5070-00 · Other Benefits and Expenses	165	160	5	765	1,120	(355)	1,920
5000-00 · Salaries & Wages - Other	26,320	25,467	853	164,281	178,269	(13,988)	305,604
Total 5000-00 · Salaries & Wages	<u>35,997</u>	<u>33,903</u>	<u>2,094</u>	<u>224,899</u>	<u>237,323</u>	<u>(12,424)</u>	<u>403,929</u>
5100-00 · Rent							
5110-00 · Utilities	210	121	89	1,158	964	194	2,001
5140-00 · Repairs & Maintenance	92	90	2	231	250	(20)	4,367
5150-00 · Office - Cleaning	205	0	205	1,867	1,192	676	2,866
5100-00 · Rent - Other	2,442	2,050	392	17,059	14,694	2,365	24,200
Total 5100-00 · Rent	<u>2,949</u>	<u>2,261</u>	<u>688</u>	<u>20,315</u>	<u>17,101</u>	<u>3,214</u>	<u>33,434</u>
5310-00 · Telephone							
5320-00 · Telephone	777	600	177	3,732	4,200	(468)	6,600
Total 5310-00 · Telephone	<u>777</u>	<u>600</u>	<u>177</u>	<u>3,732</u>	<u>4,200</u>	<u>(468)</u>	<u>6,600</u>
5420-00 · Mail - USPS	34	50	(16)	321	350	(29)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,200	(3,200)	3,700
5520-00 · Supplies - Other	67	150	(83)	981	1,050	(69)	4,750
Total 5520-00 · Supplies	<u>67</u>	<u>250</u>	<u>(183)</u>	<u>981</u>	<u>4,250</u>	<u>(3,269)</u>	<u>8,450</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	840	(840)	1,440
5710-00 · Taxes, Licenses & Fees	0			60			
5740-00 · Equipment Rental/Leasing	91	315	(224)	1,483	2,205	(722)	3,780
5800-00 · Training Seminars	952	0	952	2,118	2,206	(88)	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	700	(700)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	2,800	(2,800)	4,800
Total 5900-00 · Professional Fees	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>0</u>	<u>3,500</u>	<u>(3,500)</u>	<u>6,300</u>
5941-00 · Research & Planning	0	1,500	(1,500)	0	10,500	(10,500)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	2,500	10,000	(7,500)	2,500	10,000	(7,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	<u>2,500</u>	<u>10,000</u>	<u>(7,500)</u>	<u>2,500</u>	<u>10,000</u>	<u>(7,500)</u>	<u>80,000</u>
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	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	25,000	(25,000)	25,400
6421-06 · Spartan	0			254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	30,000	(30,000)	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	17,500	400	17,100	17,680	400	17,280	21,900
6421-16 · Mountain Travel Symposium	525	0	525	5,525	0	5,525	75,000
Total 6420-01 · Sponsorships	<u>18,025</u>	<u>30,400</u>	<u>(12,375)</u>	<u>311,892</u>	<u>347,795</u>	<u>(35,903)</u>	<u>477,695</u>
6421-00 · New Event Development	0	2,500	(2,500)	220	17,500	(17,280)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	4,669	(3,052)	8,000
Total 6420-00 · Events	<u>18,025</u>	<u>33,567</u>	<u>(15,542)</u>	<u>313,729</u>	<u>369,964</u>	<u>(56,235)</u>	<u>515,695</u>
6730-00 · Marketing Cooperative/Media	341,588	341,588	0	916,105	916,105	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	114	1,000	(886)	4,658	8,910	(4,252)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	2,450	0	2,450	7,900	7,132	768	20,000
6743-03 · Touch Lake Tahoe	10,334	0	10,334	10,334	0	10,334	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	<u>12,784</u>	<u>0</u>	<u>12,784</u>	<u>18,234</u>	<u>8,132</u>	<u>10,102</u>	<u>80,000</u>
8200-00 · Associate Relations	0	140	(140)	191	980	(790)	1,660
8500-00 · Credit Card Fees	0			50			
8600-00 · Additional Opportunit	0	3,000	(3,000)	0	11,091	(11,091)	26,091
8700-00 · Automobile Expenses	164	130	34	1,056	910	146	1,560
8750-00 · Meals/Meetings	0	163	(163)	459	1,138	(679)	1,950

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

Accrual Basis

11 - Marketing

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
8810-00 · Dues & Subscriptions	246	250	(4)	1,271	1,750	(479)	3,000
8910-00 · Travel	0	500	(500)	0	2,800	(2,800)	6,300
Total Expense	416,288	429,837	(13,548)	1,512,160	1,614,253	(102,093)	2,595,931
Net Ordinary Income	5,769	37,289	(31,519)	270,700	261,274	9,426	448,076
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24			163			
Total Other Income	24			163			
Other Expense							
8990-00 · Allocated	0	37,301	(37,301)	165,065	261,361	(96,296)	448,076
Total Other Expense	0	37,301	(37,301)	165,065	261,361	(96,296)	448,076
Net Other Income	24	(37,301)	37,325	(164,902)	(261,361)	96,459	(448,076)
Net Income	5,793	(13)	5,806	105,798	(88)	105,886	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	27,577	27,577	0	211,830	211,829	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	3,575			10,138	0	10,138	0
4600-00 · Commissions - Other	6,781	6,781	0	34,545	28,276	6,269	28,276
Total 4600-00 · Commissions	<u>10,356</u>	<u>6,781</u>	<u>3,575</u>	<u>44,684</u>	<u>28,276</u>	<u>16,408</u>	<u>28,276</u>
Total Income	<u>37,933</u>	<u>34,358</u>	<u>3,575</u>	<u>256,514</u>	<u>240,105</u>	<u>16,409</u>	<u>411,528</u>
Gross Profit	37,933	34,358	3,575	256,514	240,105	16,409	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	3,290	800	2,490	15,302	5,600	9,702	9,600
5020-00 · P/R - Tax Expense	718	1,064	(346)	5,189	7,446	(2,256)	12,764
5030-00 · P/R - Health Insurance Expense	1,254	1,754	(500)	16,462	12,278	4,184	21,048
5040-00 · P/R - Workmans Comp	66	88	(22)	485	613	(128)	1,051
5060-00 · 401 (k)	265	501	(235)	2,358	3,504	(1,146)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	560	(560)	960
5070-00 · Other Benefits and Expenses	0			266	0	266	0
5000-00 · Salaries & Wages - Other	5,739	12,514	(6,775)	45,472	87,598	(42,126)	150,168
Total 5000-00 · Salaries & Wages	<u>11,332</u>	<u>16,800</u>	<u>(5,468)</u>	<u>85,535</u>	<u>117,599</u>	<u>(32,064)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	102	66	36	565	462	103	792
5140-00 · Repairs & Maintenance	45	45	0	113	315	(203)	540
5150-00 · Office - Cleaning	100	94	6	911	658	253	1,128
5100-00 · Rent - Other	1,146	1,025	121	8,004	7,175	829	12,300
Total 5100-00 · Rent	<u>1,393</u>	<u>1,230</u>	<u>163</u>	<u>9,592</u>	<u>8,610</u>	<u>982</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	378	300	78	1,841	2,100	(259)	3,600
Total 5310-00 · Telephone	<u>378</u>	<u>300</u>	<u>78</u>	<u>1,841</u>	<u>2,100</u>	<u>(259)</u>	<u>3,600</u>
5420-00 · Mail - USPS	17	15	2	100	105	(5)	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	217	(217)	372
5520-00 · Supplies - Other	27	29	(2)	273	486	(213)	594
Total 5520-00 · Supplies	<u>27</u>	<u>60</u>	<u>(33)</u>	<u>273</u>	<u>703</u>	<u>(430)</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	120	(120)	240
5710-00 · Taxes, Licenses & Fees	0			31	0	31	0
5740-00 · Equipment Rental/Leasing	40	125	(84)	657	872	(216)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	74,035	74,035	0	126,916
8200-00 · Associate Relations	0	80	(80)	54	560	(506)	960
8500-00 · Credit Card Fees	0			90			
8810-00 · Dues & Subscriptions	0	20	(20)	4	140	(136)	240
Total Expense	<u>23,763</u>	<u>29,326</u>	<u>(5,562)</u>	<u>172,211</u>	<u>204,845</u>	<u>(32,634)</u>	<u>350,956</u>
Net Ordinary Income	14,170	5,032	9,138	84,303	35,260	49,043	60,572
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	5,032	(5,032)	22,269	35,260	(12,991)	60,572
Total Other Expense	<u>0</u>	<u>5,032</u>	<u>(5,032)</u>	<u>22,269</u>	<u>35,260</u>	<u>(12,991)</u>	<u>60,572</u>
Net Other Income	<u>0</u>	<u>(5,032)</u>	<u>5,032</u>	<u>(22,269)</u>	<u>(35,260)</u>	<u>12,991</u>	<u>(60,572)</u>
Net Income	<u><u>14,170</u></u>	<u><u>0</u></u>	<u><u>14,170</u></u>	<u><u>62,034</u></u>	<u><u>0</u></u>	<u><u>62,034</u></u>	<u><u>0</u></u>

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

42 - Visitor Center

Accrual Basis

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	35,470	35,469	1	232,737	232,736	1	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	6,452	400	6,052	6,836	2,800	4,036	4,800
46000 · Merchandise Sales - Other	(1,383)	3,500	(4,883)	67,575	67,100	475	108,100
Total 46000 · Merchandise Sales	5,069	3,900	1,169	74,411	69,900	4,511	112,900
Total Income	40,539	39,369	1,170	307,148	302,636	4,512	511,206
Gross Profit	40,539	39,369	1,170	307,148	302,636	4,512	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,501	1,470	31	10,125	10,286	(161)	17,362
5030-00 · P/R - Health Insurance Expense	1,725	2,225	(500)	11,978	15,575	(3,597)	26,700
5040-00 · P/R - Workmans Comp	511	675	(164)	3,722	4,722	(1,000)	7,856
5060-00 · 401 (k)	494	600	(106)	3,897	4,198	(301)	6,984
5070-00 · Other Benefits and Expenses	21	80	(59)	231	560	(329)	960
5000-00 · Salaries & Wages - Other	13,142	15,000	(1,858)	105,456	104,950	506	174,600
Total 5000-00 · Salaries & Wages	17,395	20,050	(2,655)	135,408	140,291	(4,883)	234,462
5100-00 · Rent							
5110-00 · Utilities	572	750	(178)	3,125	4,450	(1,325)	7,600
5140-00 · Repairs & Maintenance	257	1,000	(744)	1,661	7,000	(5,339)	12,000
5150-00 · Office - Cleaning	20	50	(30)	182	800	(618)	2,500
5100-00 · Rent - Other	6,502	6,500	2	45,508	45,500	8	78,800
Total 5100-00 · Rent	7,350	8,300	(950)	50,477	57,750	(7,273)	100,900
5310-00 · Telephone							
5320-00 · Telephone	307	242	65	1,586	1,694	(108)	2,904
Total 5310-00 · Telephone	307	242	65	1,586	1,694	(108)	2,904
5420-00 · Mail - USPS	12	50	(38)	70	350	(280)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	320	(320)	1,310
5520-00 · Supplies - Other	235	516	(281)	2,353	3,444	(1,091)	4,894
Total 5520-00 · Supplies	235	528	(293)	2,353	3,764	(1,411)	6,204
5610-00 · Depreciation	118	118	(0)	826	826	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	700	(700)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	73	235	(162)	1,130	1,645	(515)	2,820
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	6,665	360	6,305	9,287	2,520	6,767	4,320
6740-00 · Media/Collateral/Production	384	0	384	384	1,500	(1,116)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,400	7,000	(5,600)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	50	(50)	754	850	(96)	1,190
52500 · Purchase Discounts	0	0	0	(1)	0	1	0
59900 · POS Inventory Adjustments	234	0	234	351	0	351	0
8100-00 · Cost of Goods Sold - Other	(2,845)	1,750	(4,595)	34,884	33,550	1,334	54,050
Total 8100-00 · Cost of Goods Sold	(2,611)	1,800	(4,411)	35,988	34,400	1,588	55,240
8200-00 · Associate Relations	0	58	(58)	176	406	(230)	696
8500-00 · Credit Card Fees	379	137	242	2,636	2,448	188	3,954
8700-00 · Automobile Expenses	27	50	(23)	260	650	(390)	950
8750-00 · Meals/Meetings	48	65	(17)	200	455	(255)	780
8810-00 · Dues & Subscriptions	0	0	0	0	100	(100)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	30,583	33,093	(2,510)	242,202	258,654	(16,452)	435,965
Net Ordinary Income	9,956	6,276	3,680	64,946	43,982	20,964	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	6,277	(6,277)	27,779	43,984	(16,205)	75,243
Total Other Expense	0	6,277	(6,277)	27,779	43,984	(16,205)	75,243
Net Other Income	0	(6,277)	6,277	(27,779)	(43,984)	16,205	(75,243)
Net Income	9,956	(1)	9,957	37,168	(2)	37,170	(2)

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

Accrual Basis

51 - TMPI

	Jan 20	Budget	\$ Over Bu...	Jul '19 - Ja...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	1,815	1,815	0	80,265	80,264	1	88,866
Total Income	1,815	1,815	0	80,265	80,264	1	88,866
Gross Profit	1,815	1,815	0	80,265	80,264	1	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	22	33	(11)	22	231	(209)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	28	(28)	48
5040-00 · P/R - Workmans Comp	1	4	(3)	1	28	(27)	48
5060-00 · 401 (k)	0	23	(23)	0	161	(161)	276
5000-00 · Salaries & Wages - Other	186	567	(381)	186	3,969	(3,783)	6,804
Total 5000-00 · Salaries & Wages	209	631	(422)	209	4,417	(4,208)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	3	(3)	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	(2,177)	72	(2,249)	0	432	(432)	504
Total 5100-00 · Rent	(2,177)	75	(2,252)	0	515	(515)	587
5310-00 · Telephone							
5320-00 · Telephone	0	(15)	15	0	230	(230)	230
Total 5310-00 · Telephone	0	(15)	15	0	230	(230)	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	1	1	0	4,085	10,510	(6,425)	10,510
Total 5520-00 · Supplies	1	1	0	4,085	12,070	(7,985)	12,070
5740-00 · Equipment Rental/Leasing	0	34	(34)	0	216	(216)	216
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	940			1,620			
5921-00 · Professional Fees - Other	10,200			69,097	55,000	14,097	55,000
Total 5900-00 · Professional Fees	11,140			70,717	55,000	15,717	55,000
8700-00 · Automobile Expenses	4			4	25	(21)	25
8750-00 · Meals/Meetings	1			1	4	(3)	4
Total Expense	9,178	726	8,452	75,015	72,559	2,456	75,786
Net Ordinary Income	(7,362)	1,089	(8,451)	5,250	7,705	(2,455)	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	1,089	(1,089)	4,821	7,633	(2,812)	13,080
Total Other Expense	0	1,089	(1,089)	4,821	7,633	(2,812)	13,080
Net Other Income	0	(1,089)	1,089	(4,821)	(7,633)	2,812	(13,080)
Net Income	(7,362)	0	(7,362)	429	72	357	0

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

Accrual Basis

60 - Membership

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,290	10,833	457	78,445	75,833	2,611	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	3,325	3,000	325	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	525	636	(111)	3,480	3,818	(338)	7,000
Total 4251-00 · Tues AM Breakfast Club	3,850	3,636	214	6,805	6,818	(13)	10,000
4250-00 · Revenues-Membership Activities - Other	1,840	200	1,640	5,936	3,200	2,736	4,000
Total 4250-00 · Revenues-Membership Activities	5,690	3,836	1,854	12,741	13,918	(1,177)	69,200
Total Income	16,980	14,670	2,311	91,186	89,751	1,434	199,200
Gross Profit	16,980	14,670	2,311	91,186	89,751	1,434	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(9,625)	(9,625)	0	(16,500)
5020-00 · P/R - Tax Expense	375	434	(59)	3,625	3,040	585	5,211
5030-00 · P/R - Health Insurance Expense	823	849	(26)	4,995	5,943	(948)	10,188
5040-00 · P/R - Workmans Comp	35	44	(9)	242	310	(69)	532
5060-00 · 401 (k)	160	253	(94)	1,956	1,772	184	3,038
5070-00 · Other Benefits and Expenses	(5)	13	(18)	16	93	(78)	160
5000-00 · Salaries & Wages - Other	4,588	6,329	(1,741)	29,557	44,303	(14,746)	75,948
Total 5000-00 · Salaries & Wages	4,600	6,548	(1,948)	30,765	45,837	(15,071)	78,577
5100-00 · Rent							
5110-00 · Utilities	49	36	13	268	251	17	430
5140-00 · Repairs & Maintenance	21	44	(22)	53	306	(253)	525
5150-00 · Office - Cleaning	48	98	(51)	433	687	(254)	1,177
5100-00 · Rent - Other	2,814	497	2,317	4,453	3,480	973	5,965
Total 5100-00 · Rent	2,931	675	2,257	5,207	4,723	484	8,097
5310-00 · Telephone							
5320-00 · Telephone	169	150	19	800	1,050	(250)	1,800
Total 5310-00 · Telephone	169	150	19	800	1,050	(250)	1,800
5420-00 · Mail - USPS	8	8	(0)	48	58	(11)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	292	(292)	500
5520-00 · Supplies - Other	71	83	(12)	188	583	(396)	1,000
Total 5520-00 · Supplies	71	125	(54)	188	875	(687)	1,500
5610-00 · Depreciation	0	8	(8)	0	56	(56)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	392	(392)	672
5710-00 · Taxes, Licenses & Fees	0	17	(17)	14	117	(103)	200
5740-00 · Equipment Rental/Leasing	55	225	(170)	860	1,575	(715)	2,700
5800-00 · Training Seminars	0	21	(21)	0	146	(146)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	583	(583)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	583	(583)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	6,140	0	6,140	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	545	(545)	2,211	3,273	(1,062)	6,000
6442-00 · Public Relations/Website	461	417	44	3,464	2,917	547	5,000
6423-00 · Membership Activities - Other	0	200	(200)	1,129	4,350	(3,221)	8,500
Total 6423-00 · Membership Activities	461	1,162	(701)	13,577	14,039	(463)	52,000
6742-00 · Non-NLT Co-Op Marketing Program	2,350			2,350			
8200-00 · Associate Relations	0	25	(25)	190	175	15	300
8500-00 · Credit Card Fees	161	182	(21)	1,111	1,273	(161)	3,500
8700-00 · Automobile Expenses	4	63	(59)	220	438	(218)	750
8750-00 · Meals/Meetings	1	83	(83)	272	583	(311)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	70	321	(251)	550
8920-00 · Bad Debt	597	0	597	2,735	0	2,735	0
Total Expense	11,408	9,477	1,931	58,407	72,241	(13,834)	153,092
Net Ordinary Income	5,572	5,193	379	32,779	17,511	15,268	46,108
Other Income/Expense							
Other Expense							

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

Accrual Basis

60 - Membership

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	0	2,179	(2,179)	9,642	15,269	(5,627)	26,107
Total Other Expense	0	2,179	(2,179)	9,642	15,269	(5,627)	26,107
Net Other Income	0	(2,179)	2,179	(9,642)	(15,269)	5,627	(26,107)
Net Income	5,572	3,014	2,558	23,137	2,242	20,895	20,001

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

70 - Administration

Accrual Basis

	Jan 20	Budget	\$ Over Budget	Jul '19 - Jan 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,099	2,341	(242)	11,404	15,187	(3,783)	26,892
5030-00 · P/R - Health Insurance Expense	1,796	3,369	(1,573)	12,772	23,583	(10,811)	40,428
5040-00 · P/R - Workmans Comp	149	205	(56)	401	1,330	(929)	2,355
5060-00 · 401 (k)	755	1,171	(416)	5,997	7,597	(1,600)	13,452
5070-00 · Other Benefits and Expenses	0	160	(160)	830	1,120	(290)	2,000
5000-00 · Salaries & Wages - Other	23,910	29,265	(5,355)	139,791	189,855	(50,064)	336,180
Total 5000-00 · Salaries & Wages	28,708	36,511	(7,803)	171,195	238,672	(67,477)	421,307
5100-00 · Rent							
5110-00 · Utilities	182	125	57	996	1,090	(94)	2,040
5140-00 · Repairs & Maintenance	603	375	228	2,365	2,625	(260)	4,500
5150-00 · Office - Cleaning	178	250	(73)	1,607	1,650	(43)	2,650
5100-00 · Rent - Other	2,353	2,370	(17)	16,403	16,590	(187)	29,760
Total 5100-00 · Rent	3,315	3,120	195	21,371	21,955	(584)	38,950
5310-00 · Telephone							
5320-00 · Telephone	977	750	227	5,347	5,250	97	9,000
Total 5310-00 · Telephone	977	750	227	5,347	5,250	97	9,000
5420-00 · Mail - USPS	29	90	(61)	477	630	(153)	1,080
5510-00 · Insurance/Bonding	1,123	795	328	9,135	5,565	3,570	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10	250	(240)	595	1,750	(1,155)	3,000
5520-00 · Supplies - Other	452	625	(173)	2,964	4,375	(1,411)	7,500
Total 5520-00 · Supplies	462	875	(413)	3,559	6,125	(2,566)	10,500
5610-00 · Depreciation	0	32	(32)	0	220	(220)	380
5700-00 · Equipment Support & Maintenance	152	2,200	(2,048)	11,720	15,400	(3,680)	26,400
5710-00 · Taxes, Licenses & Fees	1,982	1,045	937	7,603	7,315	288	12,540
5740-00 · Equipment Rental/Leasing	2,357	341	2,016	3,948	2,387	1,561	4,092
5800-00 · Training Seminars	0	400	(400)	89	2,800	(2,711)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	2,040	4,375	(2,335)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	18,800	22,400	(3,600)	24,900
5921-00 · Professional Fees - Other	0	1,500	(1,500)	1	10,500	(10,499)	21,000
Total 5900-00 · Professional Fees	0	2,125	(2,125)	20,841	37,275	(16,434)	53,400
5941-00 · Research & Planning	0	300	(300)	0	2,100	(2,100)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0			371	0	371	0
7500-00 · Trade Shows/Travel	593	1,500	(907)	593	3,000	(2,407)	3,000
8200-00 · Associate Relations	53	345	(292)	383	2,415	(2,032)	4,140
8300-00 · Board Functions	7,847	250	7,597	17,058	4,000	13,058	5,950
8500-00 · Credit Card Fees	0			175			
8600-00 · Additional Opportunites	0	500	(500)	0	3,500	(3,500)	6,000
8700-00 · Automobile Expenses	179	250	(71)	201	1,750	(1,549)	3,000
8750-00 · Meals/Meetings	52	150	(98)	213	1,050	(837)	1,800
8810-00 · Dues & Subscriptions	275	300	(25)	3,368	2,100	1,268	3,600
Total Expense	48,104	51,879	(3,776)	277,649	363,509	(85,860)	623,079
Net Ordinary Income	(48,104)	(51,879)	3,776	(277,649)	(363,509)	85,860	(623,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	(51,879)	51,879	(229,575)	(363,509)	133,934	(623,078)
Total Other Expense	0	(51,879)	51,879	(229,575)	(363,509)	133,934	(623,078)
Net Other Income	0	51,879	(51,879)	229,575	363,509	(133,934)	623,078
Net Income	(48,104)	0	(48,104)	(48,074)	0	(48,074)	(1)