

North Lake Tahoe Resort Association

Balance Sheet

08/28/18

As of July 31, 2018

Accrual Basis

	Jul 31, 18	Jul 31, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
ADP P/R Clearing	0	2,468	(2,468)	(100)%
1001-00 · Petty Cash	189	203	(14)	(7)%
1003-00 · Cash - Operations BOTW #6712	701,932	923,445	(221,513)	(24)%
1007-00 · Cash - Payroll BOTW #7421	10,813	3,760	7,053	188%
1008-00 · Marketing Reserve - Plumas	50,175	50,100	75	0%
1009-00 · Cash Flow Reserve - Plumas	100,466	100,266	201	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	83,406	99,269	(15,862)	(16)%
10950 · Cash in Drawer	302	507	(205)	(41)%
Total Checking/Savings	976,864	1,209,598	(232,734)	(19)%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	22,823	47,023	(24,200)	(52)%
1290-00 · A/R - TOT	285,445	0	285,445	100%
Total Accounts Receivable	308,268	47,023	261,245	556%
Other Current Assets				
1200-99 · AR Other	(41)	1,614	(1,655)	(103)%
12000 · Undeposited Funds	0	26	(26)	(100)%
1201-00 · WebLink Accounts Receivable				
1201-01 · WebLink AR - Member Dues	15,745	0	15,745	100%
1201-00 · WebLink Accounts Receivable - Other	2,390	7,872	(5,482)	(70)%
Total 1201-00 · WebLink Accounts Receivable	18,135	7,872	10,263	130%
1201-02 · Allowance for Doubtful Accounts	(2,500)	(3,246)	746	23%
12100 · Inventory Asset	26,265	29,306	(3,041)	(10)%
1299 · Receivable from NLTMC	5,649	0	5,649	100%
1490-00 · Security Deposits	1,250	50	1,200	2,400%
Total Other Current Assets	48,758	35,622	13,136	37%
Total Current Assets	1,333,891	1,292,243	41,648	3%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%
1740-00 · Computer Equipment	8,436	8,436	0	0%
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(7,762)	(673)	(9)%
1750-00 · Computer Software	21,520	21,520	0	0%
1751-00 · Accum. Amort. - Software	(18,629)	(16,840)	(1,789)	(11)%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%
Total Fixed Assets	2,892	5,353	(2,462)	(46)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	8,666	2,380	6,287	264%
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%
1400-00 · Prepaid Expenses - Other	16,402	18,609	(2,207)	(12)%
Total 1400-00 · Prepaid Expenses	26,069	21,989	4,080	19%
Total Other Assets	26,069	21,989	4,080	19%
TOTAL ASSETS	1,362,851	1,319,585	43,266	3%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				

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	Jul 31, 18	Jul 31, 17	\$ Change	% Change
2000-00 · Accounts Payable	12,747	438,280	(425,533)	(97)%
Total Accounts Payable	12,747	438,280	(425,533)	(97)%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-02 · MC_6765_Jason	15	823	(808)	(98)%
2080-06 · MC_5288_Emily	0	749	(749)	(100)%
2080-09 · MC_0319_Sarah	0	969	(969)	(100)%
2080-10 · MC_9495_AI	555	3,605	(3,050)	(85)%
2080-11 · MC_3978_Amber	1,506	1,765	(259)	(15)%
2080-12 · MC_3960_Natalie	0	465	(465)	(100)%
2080-13 · MC_6903_Cindy	1,568	0	1,568	100%
2080-14 · MC_6193_Daphne	761	0	761	100%
Total 2080-00 · Bank of the West - Master Cards	4,405	8,376	(3,971)	(47)%
Total Credit Cards	4,405	8,376	(3,971)	(47)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	45,965	38,973	6,992	18%
2101-00 · Incentive Payable	53,443	23,273	30,170	130%
2102-00 · Commissions Payable	5,644	9,530	(3,886)	(41)%
2120-00 · Empl. Federal Tax Payable	5,421	3,118	2,303	74%
2175-00 · 401 (k) Plan	1,420	1,559	(139)	(9)%
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34)%
Total 21000 · Salaries/Wages/Payroll Liabilit	160,898	151,178	9,719	6%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	943	0	943	100%
25500 · *Sales Tax Payable	3,217	842	2,375	282%
Total 2190-00 · Sales and Use Tax Payable	4,159	842	3,318	394%
2250-00 · Accrued Expenses	49,521	19,040	30,481	160%
2400-42 · Marketing Co-op	1,000	0	1,000	100%
2400-60 · Deferred Revenue- Member Dues	65,935	51,090	14,844	29%
2500-00 · Deferred Revenue - TMBC	535	0	535	100%
2651-00 · Deferred Rev - Conference	8,525	10,083	(1,558)	(16)%
2700-00 · Deferred Rev. County	350,305	0	350,305	100%
2800-00 · Suspense	4,202	248	3,954	1,594%
2900-00 · Due To/From County of Placer	9,215	231,039	(221,824)	(96)%
Total Other Current Liabilities	654,295	463,521	190,774	41%
Total Current Liabilities	671,447	910,177	(238,730)	(26)%
Total Liabilities	671,447	910,177	(238,730)	(26)%
Equity				
32000 · Unrestricted Net Assets	228,808	(8,754)	237,562	2,714%
3300-11 · Designated Marketing Reserve	256,830	256,830	0	0%
3301 · Cash Flow Reserve	100,048	100,065	(17)	0%
3302 · Marketing Cash Reserve	50,018	50,024	(6)	0%
Net Income	55,700	11,242	44,458	396%
Total Equity	691,404	409,408	281,996	69%
TOTAL LIABILITIES & EQUITY	1,362,851	1,319,585	43,266	3%

North Lake Tahoe Resort Association

08/28/18

Profit & Loss

Accrual Basis

July 2018

	Jul 18	Jul 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	535,445	462,199	73,246	16%
4200-00 · Membership Dues	11,008	12,149	(1,141)	(9)%
4205-00 · Conference Dues	825	917	(92)	(10)%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	75	0	75	100%
4250-00 · Revenues-Membership Activities - Other	160	0	160	100%
Total 4250-00 · Revenues-Membership Activities	235	0	235	100%
4600-00 · Commissions	2,805	21,396	(18,591)	(87)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	425	3,798	(3,373)	(89)%
46000 · Merchandise Sales - Other	17,178	13,395	3,784	28%
Total 46000 · Merchandise Sales	17,603	17,193	411	2%
Total Income	567,921	513,853	54,068	11%
Gross Profit	567,921	513,853	54,068	11%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	4,609	1,706	2,903	170%
5020-00 · P/R - Tax Expense	7,383	9,686	(2,303)	(24)%
5030-00 · P/R - Health Insurance Expense	4,605	8,592	(3,987)	(46)%
5060-00 · 401 (k)	2,750	4,468	(1,718)	(39)%
5070-00 · Other Benefits and Expenses	516	240	276	115%
5000-00 · Salaries & Wages - Other	89,324	72,503	16,821	23%
Total 5000-00 · Salaries & Wages	109,187	97,194	11,993	12%
5100-00 · Rent				
5110-00 · Utilities	1,020	980	41	4%
5140-00 · Repairs & Maintenance	510	145	366	253%
5150-00 · Office - Cleaning	0	675	(675)	(100)%
5100-00 · Rent - Other	12,780	12,433	347	3%
Total 5100-00 · Rent	14,311	14,232	78	1%
5310-00 · Telephone				
5320-00 · Telephone	3,952	2,262	1,690	75%
5350-00 · Internet	25	25	0	0%
Total 5310-00 · Telephone	3,977	2,287	1,690	74%
5420-00 · Mail - USPS	21	9	12	131%
5510-00 · Insurance/Bonding	264	264	0	0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	260	73	187	256%
5520-00 · Supplies - Other	1,143	535	608	114%
Total 5520-00 · Supplies	1,403	608	795	131%
5610-00 · Depreciation	149	233	(84)	(36)%
5700-00 · Equipment Support & Maintenance	10	3,698	(3,688)	(100)%
5710-00 · Taxes, Licenses & Fees	522	899	(377)	(42)%
5740-00 · Equipment Rental/Leasing	170	1,128	(957)	(85)%
5830-00 · Commission Due to Third Party	0	765	(765)	(100)%
5850-00 · Artist of Month - Commissions	180	186	(6)	(3)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	840	140	700	500%
5921-00 · Professional Fees - Other	5,363	5,938	(575)	(10)%
Total 5900-00 · Professional Fees	6,203	6,078	125	2%
5940-00 · Research & Planning Membership	0	3,000	(3,000)	(100)%

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Profit & Loss

Accrual Basis

July 2018

	Jul 18	Jul 17	\$ Change	% Change
5941-00 · Research & Planning	0	750	(750)	(100)%
6020-00 · Programs				
6018-00 · Business Assoc. Grants	0	10,000	(10,000)	(100)%
Total 6020-00 · Programs	0	10,000	(10,000)	(100)%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	(100)%
6421-06 · Spartan	250,000	250,000	0	0%
6421-09 · Wanderlust	0	43	(43)	(100)%
6421-14 · Tahoe Trail 100	0	5,000	(5,000)	(100)%
Total 6420-01 · Sponsorships	250,000	285,043	(35,043)	(12)%
6424-00 · Event Operation Expenses	1,374	0	1,374	100%
Total 6420-00 · Events	251,374	285,043	(33,668)	(12)%
6423-00 · Membership Activities				
6436-00 · Membership - Wnt/Sum Rec Lunch	0	10	(10)	(100)%
6442-00 · Public Relations/Website	580	277	304	110%
Total 6423-00 · Membership Activities	580	287	294	102%
6730-00 · Marketing Cooperative/Media	111,384	63,250	48,134	76%
6742-00 · Non-NLT Co-Op Marketing Program	1,282	1,600	(318)	(20)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	212	220	(8)	(4)%
52500 · Purchase Discounts	(15)	0	(15)	(100)%
59900 · POS Inventory Adjustments	(48)	69	(116)	(169)%
8100-00 · Cost of Goods Sold - Other	8,797	6,971	1,826	26%
Total 8100-00 · Cost of Goods Sold	8,946	7,259	1,687	23%
8200-00 · Associate Relations	627	0	627	100%
8300-00 · Board Functions	96	53	43	81%
8500-00 · Credit Card Fees	529	550	(21)	(4)%
8700-00 · Automobile Expenses	331	325	6	2%
8750-00 · Meals/Meetings	77	62	15	24%
8810-00 · Dues & Subscriptions	623	1,489	(866)	(58)%
8920-00 · Bad Debt	0	1,363	(1,363)	(100)%
Total Expense	512,245	502,611	9,634	2%
Net Ordinary Income	55,676	11,242	44,435	395%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	23	0	23	100%
Total Other Income	23	0	23	100%
Net Other Income	23	0	23	100%
Net Income	55,700	11,242	44,458	396%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	535,445	555,570	(20,125)	535,445	555,570	(20,125)	3,793,727
4200-00 · Membership Dues	11,008	10,600	408	11,008	10,600	408	128,000
4205-00 · Conference Dues	825	825	0	825	825	0	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	212	(212)	0	212	(212)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	350	(350)	3,050
4251-00 · Tues AM Breakfast Club - Other	75	580	(505)	75	580	(505)	6,960
Total 4251-00 · Tues AM Breakfast Club	75	930	(855)	75	930	(855)	10,010
4250-00 · Revenues-Membership Activities - Other	160	0	160	160	0	160	0
Total 4250-00 · Revenues-Membership Activities	235	1,142	(907)	235	1,142	(907)	70,510
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,663	(1,663)	0	1,663	(1,663)	20,000
4600-00 · Commissions - Other	2,805	2,500	305	2,805	2,500	305	30,000
Total 4600-00 · Commissions	2,805	4,163	(1,358)	2,805	4,163	(1,358)	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	425	3,500	(3,075)	425	3,500	(3,075)	9,500
46000 · Merchandise Sales - Other	17,178	13,000	4,178	17,178	13,000	4,178	95,000
Total 46000 · Merchandise Sales	17,603	16,500	1,103	17,603	16,500	1,103	104,500
Total Income	567,921	588,800	(20,879)	567,921	588,800	(20,879)	4,156,637
Gross Profit	567,921	588,800	(20,879)	567,921	588,800	(20,879)	4,156,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,609	637	3,972	4,609	637	3,972	7,600
5020-00 · P/R - Tax Expense	7,383	7,897	(514)	7,383	7,897	(514)	86,761
5030-00 · P/R - Health Insurance Expense	4,605	11,052	(6,447)	4,605	11,052	(6,447)	132,690
5040-00 · P/R - Workmans Comp	0	1,083	(1,083)	0	1,083	(1,083)	11,845
5060-00 · 401 (k)	2,750	3,724	(974)	2,750	3,724	(974)	43,048
5070-00 · Other Benefits and Expenses	516	583	(67)	516	583	(67)	7,029
5000-00 · Salaries & Wages - Other	89,324	92,521	(3,197)	89,324	92,521	(3,197)	1,068,067
Total 5000-00 · Salaries & Wages	109,187	117,497	(8,310)	109,187	117,497	(8,310)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,020	880	140	1,020	880	140	12,191
5140-00 · Repairs & Maintenance	510	3,901	(3,391)	510	3,901	(3,391)	46,850
5150-00 · Office - Cleaning	0	798	(798)	0	798	(798)	10,444
5100-00 · Rent - Other	12,780	12,941	(161)	12,780	12,941	(161)	155,468
Total 5100-00 · Rent	14,311	18,520	(4,209)	14,311	18,520	(4,209)	224,953
5310-00 · Telephone							
5320-00 · Telephone	3,952	2,129	1,823	3,952	2,129	1,823	25,548
5350-00 · Internet	25	0	25	25	0	25	0
5310-00 · Telephone - Other	0	464	(464)	0	464	(464)	5,535
Total 5310-00 · Telephone	3,977	2,593	1,384	3,977	2,593	1,384	31,083
5420-00 · Mail - USPS	21	326	(305)	21	326	(305)	5,203
5510-00 · Insurance/Bonding	264	688	(424)	264	688	(424)	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	260	125	135	260	125	135	7,600
5520-00 · Supplies - Other	1,143	2,345	(1,202)	1,143	2,345	(1,202)	21,493
Total 5520-00 · Supplies	1,403	2,470	(1,067)	1,403	2,470	(1,067)	29,093
5610-00 · Depreciation	149	182	(33)	149	182	(33)	2,129
5700-00 · Equipment Support & Maintenance	10	1,118	(1,108)	10	1,118	(1,108)	13,412
5710-00 · Taxes, Licenses & Fees	522	1,046	(524)	522	1,046	(524)	12,951
5740-00 · Equipment Rental/Leasing	170	1,453	(1,283)	170	1,453	(1,283)	17,726
5800-00 · Training Seminars	0	413	(413)	0	413	(413)	16,450
5850-00 · Artist of Month - Commissions	180	462	(282)	180	462	(282)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	840	750	90	840	750	90	9,000
5920-00 · Professional Fees - Accountant	0	3,000	(3,000)	0	3,000	(3,000)	25,000
5921-00 · Professional Fees - Other	5,363	2,417	2,946	5,363	2,417	2,946	26,000
Total 5900-00 · Professional Fees	6,203	6,167	36	6,203	6,167	36	60,000
5941-00 · Research & Planning	0	0	0	0	0	0	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Bud...
6018-00 · Business Assoc. Grants	0	10,000	(10,000)	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	10,000	(10,000)	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	0	30,000	(30,000)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	250,000	250,000	0	250,000	250,000	0	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	250,000	280,000	(30,000)	250,000	280,000	(30,000)	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	2,750	(2,750)	58,000
6424-00 · Event Operation Expenses	1,374	667	707	1,374	667	707	8,000
Total 6420-00 · Events	251,374	283,417	(32,043)	251,374	283,417	(32,043)	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	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	7,150
6442-00 · Public Relations/Website	580	1,844	(1,264)	580	1,844	(1,264)	5,628
Total 6423-00 · Membership Activities	580	1,844	(1,264)	580	1,844	(1,264)	45,278
6730-00 · Marketing Cooperative/Media	111,384	121,651	(10,267)	111,384	121,651	(10,267)	1,459,823
6742-00 · Non-NLT Co-Op Marketing Program	1,282	4,318	(3,036)	1,282	4,318	(3,036)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	2,500	(2,500)	0	2,500	(2,500)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	0	2,500	(2,500)	0	2,500	(2,500)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	212	0	212	212	0	212	0
52500 · Purchase Discounts	(15)	0	(15)	(15)	0	(15)	0
59900 · POS Inventory Adjustments	(48)	0	(48)	(48)	0	(48)	0
8100-00 · Cost of Goods Sold - Other	8,797	6,823	1,974	8,797	6,823	1,974	49,875
Total 8100-00 · Cost of Goods Sold	8,946	6,823	2,123	8,946	6,823	2,123	49,875
8200-00 · Associate Relations	627	624	3	627	624	3	7,400
8300-00 · Board Functions	96	150	(54)	96	150	(54)	4,500
8500-00 · Credit Card Fees	529	825	(296)	529	825	(296)	6,658
8600-00 · Additional Opportunites	0	3,129	(3,129)	0	3,129	(3,129)	37,600
8700-00 · Automobile Expenses	331	577	(246)	331	577	(246)	6,183
8750-00 · Meals/Meetings	77	633	(556)	77	633	(556)	7,640
8810-00 · Dues & Subscriptions	623	850	(227)	623	850	(227)	10,220
8910-00 · Travel	0	0	0	0	0	0	6,600
Total Expense	512,245	590,276	(78,031)	512,245	590,276	(78,031)	4,153,480
Net Ordinary Income	55,676	(1,476)	57,152	55,676	(1,476)	57,152	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			23			
Total Other Income	23			23			
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	23	0	23	23	0	23	0
Net Income	55,700	(1,476)	57,176	55,700	(1,476)	57,176	3,157

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

Accrual Basis

11 - Marketing

	<u>Jul 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	471,390	488,141	(16,751)	471,390	488,141	(16,751)	2,983,906
Total Income	<u>471,390</u>	<u>488,141</u>	<u>(16,751)</u>	<u>471,390</u>	<u>488,141</u>	<u>(16,751)</u>	<u>2,983,906</u>
Gross Profit	471,390	488,141	(16,751)	471,390	488,141	(16,751)	2,983,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	1,375	1,375	0	16,500
5020-00 · P/R - Tax Expense	1,742	1,930	(188)	1,742	1,930	(188)	22,712
5030-00 · P/R - Health Insurance Expense	2,438	4,080	(1,642)	2,438	4,080	(1,642)	48,960
5040-00 · P/R - Workmans Comp	0	194	(194)	0	194	(194)	2,268
5060-00 · 401 (k)	929	1,100	(171)	929	1,100	(171)	12,978
5070-00 · Other Benefits and Expenses	40	171	(131)	40	171	(131)	2,008
5000-00 · Salaries & Wages - Other	26,194	27,555	(1,361)	26,194	27,555	(1,361)	324,453
Total 5000-00 · Salaries & Wages	<u>32,718</u>	<u>36,405</u>	<u>(3,687)</u>	<u>32,718</u>	<u>36,405</u>	<u>(3,687)</u>	<u>429,879</u>
5100-00 · Rent							
5110-00 · Utilities	156	135	21	156	135	21	1,620
5140-00 · Repairs & Maintenance	0	1,167	(1,167)	0	1,167	(1,167)	14,033
5150-00 · Office - Cleaning	0	175	(175)	0	175	(175)	2,700
5100-00 · Rent - Other	2,133	1,981	152	2,133	1,981	152	23,805
Total 5100-00 · Rent	<u>2,289</u>	<u>3,458</u>	<u>(1,169)</u>	<u>2,289</u>	<u>3,458</u>	<u>(1,169)</u>	<u>42,158</u>
5310-00 · Telephone							
5320-00 · Telephone	943	670	273	943	670	273	8,040
Total 5310-00 · Telephone	<u>943</u>	<u>670</u>	<u>273</u>	<u>943</u>	<u>670</u>	<u>273</u>	<u>8,040</u>
5420-00 · Mail - USPS	0	0	0	0	0	0	900
5510-00 · Insurance/Bonding	50	169	(119)	50	169	(119)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	153	0	153	153	0	153	3,600
5520-00 · Supplies - Other	55	415	(360)	55	415	(360)	5,000
Total 5520-00 · Supplies	<u>209</u>	<u>415</u>	<u>(206)</u>	<u>209</u>	<u>415</u>	<u>(206)</u>	<u>8,600</u>
5610-00 · Depreciation	0	20	(20)	0	20	(20)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	0	292	(292)	3,500
5740-00 · Equipment Rental/Leasing	32	315	(283)	32	315	(283)	3,780
5800-00 · Training Seminars	0	0	0	0	0	0	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	125	(125)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	417	(417)	5,000
Total 5900-00 · Professional Fees	<u>0</u>	<u>542</u>	<u>(542)</u>	<u>0</u>	<u>542</u>	<u>(542)</u>	<u>6,500</u>
5941-00 · Research & Planning	0	0	0	0	0	0	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	10,000	(10,000)	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	<u>0</u>	<u>10,000</u>	<u>(10,000)</u>	<u>0</u>	<u>10,000</u>	<u>(10,000)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	0	30,000	(30,000)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	250,000	250,000	0	250,000	250,000	0	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	<u>250,000</u>	<u>280,000</u>	<u>(30,000)</u>	<u>250,000</u>	<u>280,000</u>	<u>(30,000)</u>	<u>447,225</u>
6421-00 · New Event Development	0	2,750	(2,750)	0	2,750	(2,750)	58,000
6424-00 · Event Operation Expenses	1,327	667	660	1,327	667	660	8,000
Total 6420-00 · Events	<u>251,327</u>	<u>283,417</u>	<u>(32,090)</u>	<u>251,327</u>	<u>283,417</u>	<u>(32,090)</u>	<u>513,225</u>
6730-00 · Marketing Cooperative/Media	111,384	111,380	4	111,384	111,380	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	1,082	834	248	1,082	834	248	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	2,500	(2,500)	0	2,500	(2,500)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	<u>0</u>	<u>2,500</u>	<u>(2,500)</u>	<u>0</u>	<u>2,500</u>	<u>(2,500)</u>	<u>80,000</u>
8200-00 · Associate Relations	0	134	(134)	0	134	(134)	1,600
8600-00 · Additional Opportunities	0	2,666	(2,666)	0	2,666	(2,666)	32,000
8700-00 · Automobile Expenses	48	125	(77)	48	125	(77)	1,500

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

Accrual Basis

11 - Marketing

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
8750-00 · Meals/Meetings	0	300	(300)	0	300	(300)	3,600
8810-00 · Dues & Subscriptions	378	290	88	378	290	88	3,500
8910-00 · Travel	0	0	0	0	0	0	5,500
Total Expense	400,461	453,932	(53,471)	400,461	453,932	(53,471)	2,582,654
Net Ordinary Income	70,929	34,209	36,720	70,929	34,209	36,720	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6			6			
Total Other Income	6			6			
Other Expense							
8990-00 · Allocated	31,537	34,209	(2,673)	31,537	34,209	(2,673)	401,252
Total Other Expense	31,537	34,209	(2,673)	31,537	34,209	(2,673)	401,252
Net Other Income	(31,530)	(34,209)	2,679	(31,530)	(34,209)	2,679	(401,252)
Net Income	39,399	0	39,399	39,399	0	39,399	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,441	29,441	(0)	29,441	29,441	(0)	352,299
4205-00 · Conference Dues	825	825	0	825	825	0	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,663	(1,663)	0	1,663	(1,663)	20,000
4600-00 · Commissions - Other	2,805	2,500	305	2,805	2,500	305	30,000
Total 4600-00 · Commissions	2,805	4,163	(1,358)	2,805	4,163	(1,358)	50,000
Total Income	33,071	34,429	(1,358)	33,071	34,429	(1,358)	412,199
Gross Profit	33,071	34,429	(1,358)	33,071	34,429	(1,358)	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,609	637	3,972	4,609	637	3,972	7,600
5020-00 · P/R - Tax Expense	1,049	1,162	(113)	1,049	1,162	(113)	13,977
5030-00 · P/R - Health Insurance Expense	1,129	1,627	(498)	1,129	1,627	(498)	19,590
5040-00 · P/R - Workmans Comp	0	173	(173)	0	173	(173)	2,065
5060-00 · 401 (k)	559	552	7	559	552	7	6,657
5070-00 · Other Benefits and Expenses	42	80	(38)	42	80	(38)	1,004
5000-00 · Salaries & Wages - Other	11,862	13,231	(1,369)	11,862	13,231	(1,369)	158,827
Total 5000-00 · Salaries & Wages	19,249	17,462	1,787	19,249	17,462	1,787	209,720
5100-00 · Rent							
5110-00 · Utilities	73	70	3	73	70	3	840
5140-00 · Repairs & Maintenance	0	44	(44)	0	44	(44)	517
5150-00 · Office - Cleaning	0	101	(101)	0	101	(101)	1,223
5100-00 · Rent - Other	1,025	950	75	1,025	950	75	11,433
Total 5100-00 · Rent	1,098	1,165	(67)	1,098	1,165	(67)	14,013
5310-00 · Telephone							
5320-00 · Telephone	293	206	87	293	206	87	2,472
Total 5310-00 · Telephone	293	206	87	293	206	87	2,472
5420-00 · Mail - USPS	0	38	(38)	0	38	(38)	500
5510-00 · Insurance/Bonding	17	112	(95)	17	112	(95)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	30	0	30	0
5520-00 · Supplies - Other	28	46	(18)	28	46	(18)	618
Total 5520-00 · Supplies	58	46	12	58	46	12	618
5610-00 · Depreciation	0	6	(6)	0	6	(6)	94
5700-00 · Equipment Support & Maintenance	0	145	(145)	0	145	(145)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	8	(8)	96
5740-00 · Equipment Rental/Leasing	11	151	(140)	11	151	(140)	1,856
6730-00 · Marketing Cooperative/Media	0	10,271	(10,271)	0	10,271	(10,271)	123,219
8200-00 · Associate Relations	0	25	(25)	0	25	(25)	300
8810-00 · Dues & Subscriptions	0	84	(84)	0	84	(84)	1,000
Total Expense	20,725	29,719	(8,994)	20,725	29,719	(8,994)	356,950
Net Ordinary Income	12,346	4,710	7,636	12,346	4,710	7,636	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,342	4,710	(368)	4,342	4,710	(368)	55,249
Total Other Expense	4,342	4,710	(368)	4,342	4,710	(368)	55,249
Net Other Income	(4,342)	(4,710)	368	(4,342)	(4,710)	368	(55,249)
Net Income	8,004	0	8,004	8,004	0	8,004	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	33,928	37,262	(3,334)	33,928	37,262	(3,334)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	425	3,500	(3,075)	425	3,500	(3,075)	9,500
46000 · Merchandise Sales - Other	17,178	13,000	4,178	17,178	13,000	4,178	95,000
Total 46000 · Merchandise Sales	17,603	16,500	1,103	17,603	16,500	1,103	104,500
Total Income	51,531	53,762	(2,231)	51,531	53,762	(2,231)	553,344
Gross Profit	51,531	53,762	(2,231)	51,531	53,762	(2,231)	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,978	2,093	(115)	1,978	2,093	(115)	17,550
5030-00 · P/R - Health Insurance Expense	161	1,806	(1,645)	161	1,806	(1,645)	21,672
5040-00 · P/R - Workmans Comp	0	520	(520)	0	520	(520)	5,193
5060-00 · 401 (k)	586	697	(111)	586	697	(111)	6,924
5070-00 · Other Benefits and Expenses	17	103	(86)	17	103	(86)	1,225
5000-00 · Salaries & Wages - Other	17,758	17,428	330	17,758	17,428	330	173,103
Total 5000-00 · Salaries & Wages	20,500	22,647	(2,147)	20,500	22,647	(2,147)	225,667
5100-00 · Rent							
5110-00 · Utilities	570	500	70	570	500	70	7,650
5140-00 · Repairs & Maintenance	510	2,290	(1,780)	510	2,290	(1,780)	27,500
5150-00 · Office - Cleaning	0	240	(240)	0	240	(240)	2,847
5100-00 · Rent - Other	6,663	7,022	(360)	6,663	7,022	(360)	84,297
Total 5100-00 · Rent	7,743	10,052	(2,309)	7,743	10,052	(2,309)	122,294
5310-00 · Telephone							
5320-00 · Telephone	1,101	0	1,101	1,101	0	1,101	0
5310-00 · Telephone - Other	0	464	(464)	0	464	(464)	5,535
Total 5310-00 · Telephone	1,101	464	637	1,101	464	637	5,535
5420-00 · Mail - USPS	0	149	(149)	0	149	(149)	1,744
5510-00 · Insurance/Bonding	88	147	(59)	88	147	(59)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1	125	(124)	1	125	(124)	1,500
5520-00 · Supplies - Other	350	1,172	(822)	350	1,172	(822)	7,375
Total 5520-00 · Supplies	351	1,297	(946)	351	1,297	(946)	8,875
5610-00 · Depreciation	118	92	26	118	92	26	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	0	300	(300)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	0	155
5740-00 · Equipment Rental/Leasing	57	431	(374)	57	431	(374)	5,150
5800-00 · Training Seminars	0	0	0	0	0	0	5,000
5850-00 · Artist of Month - Commissions	180	462	(282)	180	462	(282)	5,500
6742-00 · Non-NLT Co-Op Marketing Program	200	3,484	(3,284)	200	3,484	(3,284)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	212	0	212	212	0	212	0
52500 · Purchase Discounts	(15)	0	(15)	(15)	0	(15)	0
59900 · POS Inventory Adjustments	(48)	0	(48)	(48)	0	(48)	0
8100-00 · Cost of Goods Sold - Other	8,797	6,823	1,974	8,797	6,823	1,974	49,875
Total 8100-00 · Cost of Goods Sold	8,946	6,823	2,123	8,946	6,823	2,123	49,875
8200-00 · Associate Relations	0	62	(62)	0	62	(62)	700
8500-00 · Credit Card Fees	288	575	(287)	288	575	(287)	3,658
8700-00 · Automobile Expenses	18	125	(107)	18	125	(107)	750
8750-00 · Meals/Meetings	0	63	(63)	0	63	(63)	800
8810-00 · Dues & Subscriptions	0	166	(166)	0	166	(166)	2,000
8910-00 · Travel	0	0	0	0	0	0	1,100
Total Expense	39,589	47,339	(7,750)	39,589	47,339	(7,750)	487,005
Net Ordinary Income	11,943	6,423	5,519	11,943	6,423	5,519	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,921	6,423	(502)	5,921	6,423	(502)	75,339
Total Other Expense	5,921	6,423	(502)	5,921	6,423	(502)	75,339
Net Other Income	(5,921)	(6,423)	502	(5,921)	(6,423)	502	(75,339)
Net Income	6,021	0	6,021	6,021	0	6,021	(9,000)

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

Accrual Basis

60 - Membership

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	11,008	10,600	408	11,008	10,600	408	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	212	(212)	0	212	(212)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	350	(350)	3,050
4251-00 · Tues AM Breakfast Club - Other	75	580	(505)	75	580	(505)	6,960
Total 4251-00 · Tues AM Breakfast Club	75	930	(855)	75	930	(855)	10,010
4250-00 · Revenues-Membership Activities - Other	160	0	160	160	0	160	0
Total 4250-00 · Revenues-Membership Activities	235	1,142	(907)	235	1,142	(907)	70,510
Total Income	11,243	11,742	(500)	11,243	11,742	(500)	198,510
Gross Profit	11,243	11,742	(500)	11,243	11,742	(500)	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(1,375)	(1,375)	0	(16,500)
5020-00 · P/R - Tax Expense	313	549	(236)	313	549	(236)	6,566
5030-00 · P/R - Health Insurance Expense	258	888	(630)	258	888	(630)	10,656
5040-00 · P/R - Workmans Comp	0	10	(10)	0	10	(10)	87
5060-00 · 401 (k)	175	263	(88)	175	263	(88)	3,145
5070-00 · Other Benefits and Expenses	3	66	(63)	3	66	(63)	792
5000-00 · Salaries & Wages - Other	5,912	6,553	(641)	5,912	6,553	(641)	78,636
Total 5000-00 · Salaries & Wages	5,286	6,954	(1,668)	5,286	6,954	(1,668)	83,382
5100-00 · Rent							
5110-00 · Utilities	28	52	(24)	28	52	(24)	605
5140-00 · Repairs & Maintenance	0	25	(25)	0	25	(25)	300
5150-00 · Office - Cleaning	0	73	(73)	0	73	(73)	1,177
5100-00 · Rent - Other	365	817	(452)	365	817	(452)	9,826
Total 5100-00 · Rent	393	967	(574)	393	967	(574)	11,908
5310-00 · Telephone							
5320-00 · Telephone	258	253	5	258	253	5	3,036
Total 5310-00 · Telephone	258	253	5	258	253	5	3,036
5420-00 · Mail - USPS	0	50	(50)	0	50	(50)	1,000
5510-00 · Insurance/Bonding	19	55	(36)	19	55	(36)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	64	0	64	64	0	64	500
5520-00 · Supplies - Other	8	87	(79)	8	87	(79)	1,000
Total 5520-00 · Supplies	71	87	(16)	71	87	(16)	1,500
5610-00 · Depreciation	0	8	(8)	0	8	(8)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	56	(56)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	0	200
5740-00 · Equipment Rental/Leasing	12	225	(213)	12	225	(213)	2,990
5800-00 · Training Seminars	0	0	0	0	0	0	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	1,500
Total 5900-00 · Professional Fees	0	0	0	0	0	0	1,500
6420-00 · Events							
6424-00 · Event Operation Expenses	48			48			
Total 6420-00 · Events	48			48			
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	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	7,150
6442-00 · Public Relations/Website	580	1,844	(1,264)	580	1,844	(1,264)	5,628
Total 6423-00 · Membership Activities	580	1,844	(1,264)	580	1,844	(1,264)	45,278
8200-00 · Associate Relations	0	66	(66)	0	66	(66)	800
8500-00 · Credit Card Fees	242	250	(8)	242	250	(8)	3,000
8700-00 · Automobile Expenses	23	77	(54)	23	77	(54)	933
8750-00 · Meals/Meetings	0	150	(150)	0	150	(150)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	0	35	(35)	420
Total Expense	6,931	11,077	(4,146)	6,931	11,077	(4,146)	161,240
Net Ordinary Income	4,311	665	3,646	4,311	665	3,646	37,270

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

Accrual Basis

60 - Membership

	<u>Jul 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Other Income/Expense							
Other Expense							
8990-00 - Allocated	1,974	2,141	(167)	1,974	2,141	(167)	25,113
Total Other Expense	1,974	2,141	(167)	1,974	2,141	(167)	25,113
Net Other Income	(1,974)	(2,141)	167	(1,974)	(2,141)	167	(25,113)
Net Income	<u>2,338</u>	<u>(1,476)</u>	<u>3,814</u>	<u>2,338</u>	<u>(1,476)</u>	<u>3,814</u>	<u>12,157</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

70 - Administration

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,396	2,130	266	2,396	2,130	266	25,555
5030-00 · P/R - Health Insurance Expense	757	2,648	(1,890)	757	2,648	(1,890)	31,770
5040-00 · P/R - Workmans Comp	0	182	(182)	0	182	(182)	2,184
5060-00 · 401 (k)	480	1,089	(610)	480	1,089	(610)	13,072
5070-00 · Other Benefits and Expenses	414	163	251	414	163	251	2,000
5000-00 · Salaries & Wages - Other	26,874	27,188	(313)	26,874	27,188	(313)	326,250
Total 5000-00 · Salaries & Wages	30,921	33,399	(2,478)	30,921	33,399	(2,478)	400,831
5100-00 · Rent							
5110-00 · Utilities	186	123	63	186	123	63	1,476
5140-00 · Repairs & Maintenance	0	375	(375)	0	375	(375)	4,500
5150-00 · Office - Cleaning	0	209	(209)	0	209	(209)	2,497
5100-00 · Rent - Other	2,523	2,171	352	2,523	2,171	352	26,107
Total 5100-00 · Rent	2,709	2,878	(169)	2,709	2,878	(169)	34,580
5310-00 · Telephone							
5320-00 · Telephone	1,294	1,000	294	1,294	1,000	294	12,000
5350-00 · Internet	25			25			
Total 5310-00 · Telephone	1,319	1,000	319	1,319	1,000	319	12,000
5420-00 · Mail - USPS	21	89	(68)	21	89	(68)	1,059
5510-00 · Insurance/Bonding	86	205	(119)	86	205	(119)	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	0	0	0	2,000
5520-00 · Supplies - Other	700	625	75	700	625	75	7,500
Total 5520-00 · Supplies	700	625	75	700	625	75	9,500
5610-00 · Depreciation	31	56	(25)	31	56	(25)	650
5700-00 · Equipment Support & Maintenance	10	325	(315)	10	325	(315)	3,955
5710-00 · Taxes, Licenses & Fees	522	1,038	(516)	522	1,038	(516)	12,500
5740-00 · Equipment Rental/Leasing	55	331	(276)	55	331	(276)	3,950
5800-00 · Training Seminars	0	413	(413)	0	413	(413)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	840	625	215	840	625	215	7,500
5920-00 · Professional Fees - Accountant	0	3,000	(3,000)	0	3,000	(3,000)	25,000
5921-00 · Professional Fees - Other	5,363	2,000	3,363	5,363	2,000	3,363	19,500
Total 5900-00 · Professional Fees	6,203	5,625	578	6,203	5,625	578	52,000
8200-00 · Associate Relations	627	337	290	627	337	290	4,000
8300-00 · Board Functions	96	150	(54)	96	150	(54)	4,500
8600-00 · Additional Opportunites	0	463	(463)	0	463	(463)	5,600
8700-00 · Automobile Expenses	242	250	(8)	242	250	(8)	3,000
8750-00 · Meals/Meetings	77	120	(43)	77	120	(43)	1,440
8810-00 · Dues & Subscriptions	245	275	(30)	245	275	(30)	3,300
Total Expense	43,862	47,579	(3,717)	43,862	47,579	(3,717)	558,070
Net Ordinary Income	(43,862)	(47,579)	3,717	(43,862)	(47,579)	3,717	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17			17			
Total Other Income	17			17			
Other Expense							
8990-00 · Allocated	(43,862)	(47,579)	3,717	(43,862)	(47,579)	3,717	(558,070)
Total Other Expense	(43,862)	(47,579)	3,717	(43,862)	(47,579)	3,717	(558,070)
Net Other Income	43,879	47,579	(3,700)	43,879	47,579	(3,700)	558,070
Net Income	17	0	17	17	0	17	0