

# **North Lake Tahoe Resort Association**

Preliminary

Financial Statements for the Period

Ending

June 30, 2019

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of June 30, 2019

Accrual Basis

	<u>Jun 30, 19</u>	<u>Jun 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	116	289	(173)	(60%)	289
1003-00 · Cash - Operations BOTW #6712	331,812	619,232	(287,420)	(46%)	619,232
1007-00 · Cash - Payroll BOTW #7421	11,572	6,195	5,377	87%	6,195
1008-00 · Marketing Reserve - Plumas	50,244	50,168	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,650	100,449	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	138,243	88,355	49,888	56%	88,355
10950 · Cash in Drawer	1,678	597	1,081	181%	597
<b>Total Checking/Savings</b>	<u>663,897</u>	<u>894,867</u>	<u>(230,970)</u>	<u>(26%)</u>	<u>894,867</u>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	31,420	24,331	7,089	29%	24,331
1290-00 · A/R - TOT	342,133	0	342,133	100%	0
<b>Total Accounts Receivable</b>	<u>373,553</u>	<u>24,331</u>	<u>349,222</u>	<u>1,435%</u>	<u>24,331</u>
<b>Other Current Assets</b>					
1200-99 · AR Other	10	(41)	51	124%	(41)
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	2,696	3,417	(721)	(21%)	3,417
1201-03 · Member AR - Other	4,035	0	4,035	100%	0
1201-00 · Member Accounts Receivable - Other	0	2,870	(2,870)	(100%)	2,870
<b>Total 1201-00 · Member Accounts Receivable</b>	<u>6,731</u>	<u>6,287</u>	<u>444</u>	<u>7%</u>	<u>6,287</u>
1201-02 · Allowance for Doubtful Accounts	(1,587)	(2,500)	913	37%	(2,500)
<b>12100 · Inventory Asset</b>					
25300 · Gift Cards Outstanding	15	0	15	100%	0
12100 · Inventory Asset - Other	22,838	28,203	(5,365)	(19%)	28,203
<b>Total 12100 · Inventory Asset</b>	<u>22,853</u>	<u>28,203</u>	<u>(5,350)</u>	<u>(19%)</u>	<u>28,954</u>
1299 · Receivable from NLTMC	15,703	28,954	(13,251)	(46%)	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
<b>Total Other Current Assets</b>	<u>45,320</u>	<u>61,553</u>	<u>(16,233)</u>	<u>(26%)</u>	<u>61,553</u>
<b>Total Current Assets</b>	<u>1,082,770</u>	<u>980,751</u>	<u>102,019</u>	<u>10%</u>	<u>980,751</u>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,435)	0	0%	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(20,113)	(18,480)	(1,633)	(9%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
<b>Total Fixed Assets</b>	<u>1,408</u>	<u>3,041</u>	<u>(1,633)</u>	<u>(54%)</u>	<u>3,041</u>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	14,312	9,151	5,161	56%	9,151
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	1,000
1400-00 · Prepaid Expenses - Other	5,502	17,116	(11,614)	(68%)	17,116

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of June 30, 2019

Accrual Basis

	<u>Jun 30, 19</u>	<u>Jun 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
Total 1400-00 · Prepaid Expenses	19,914	27,267	(7,353)	(27%)	27,267
Total Other Assets	19,914	27,267	(7,353)	(27%)	27,267
<b>TOTAL ASSETS</b>	<b><u>1,104,092</u></b>	<b><u>1,011,059</u></b>	<b><u>93,033</u></b>	<b><u>9%</u></b>	<b><u>1,011,059</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	73,605	42,156	31,449	75%	42,156
<b>Total Accounts Payable</b>	<b>73,605</b>	<b>42,156</b>	<b>31,449</b>	<b>75%</b>	<b>42,156</b>
<b>Credit Cards</b>					
<b>2080-00 · Bank of the West - Master Cards</b>					
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	15
2080-04 · MC_5968_Ronald	0	126	(126)	(100%)	126
2080-10 · MC_9495_AI	0	180	(180)	(100%)	180
2080-11 · MC_3978_Amber	0	3,070	(3,070)	(100%)	3,070
2080-13 · MC_6903_Cindy	0	2,430	(2,430)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	83	(83)	(100%)	83
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<b>0</b>	<b>5,904</b>	<b>(5,904)</b>	<b>(100%)</b>	<b>5,904</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>5,904</b>	<b>(5,904)</b>	<b>(100%)</b>	<b>5,904</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	20,922	36,870	(15,948)	(43%)	36,870
2101-00 · Incentive Payable	58,630	43,384	15,246	35%	43,384
2102-00 · Commissions Payable	8,373	4,698	3,675	78%	4,698
2120-00 · Empl. Federal Tax Payable	9,775	3,072	6,703	218%	3,072
2175-00 · 401 (k) Plan	4,369	1,157	3,212	278%	1,157
2180-00 · Estimated PTO Liability	52,993	49,004	3,989	8%	49,004
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>155,062</b>	<b>138,185</b>	<b>16,877</b>	<b>12%</b>	<b>138,185</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	827	853	(26)	(3%)	853
25500 · *Sales Tax Payable	2,307	1,941	366	19%	1,941
2190-00 · Sales and Use Tax Payable - Other	3	0	3	100%	0
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>3,137</b>	<b>2,794</b>	<b>343</b>	<b>12%</b>	<b>2,794</b>
2250-00 · Accrued Expenses	57,490	49,521	7,969	16%	49,521
2400-42 · Marketing Co-op	0	67,000	(67,000)	(100%)	67,000
2400-60 · Deferred Revenue- Member Dues	57,969	56,979	990	2%	56,979
2500-00 · Deferred Revenue - TMBC	840	535	305	57%	535
2651-00 · Deferred Rev - Conference	0	0	0	0%	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	0	4,202	(4,202)	(100%)	4,202
2900-00 · Due To/From County of Placer	(5,638)	229,432	(235,070)	(102%)	229,432
<b>Total Other Current Liabilities</b>	<b>619,165</b>	<b>548,648</b>	<b>70,517</b>	<b>13%</b>	<b>548,648</b>
<b>Total Current Liabilities</b>	<b>692,770</b>	<b>596,708</b>	<b>96,062</b>	<b>16%</b>	<b>596,708</b>
<b>Total Liabilities</b>	<b>692,770</b>	<b>596,708</b>	<b>96,062</b>	<b>16%</b>	<b>596,708</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(11,669)	(6,430)	(5,239)	(81%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	275,755	0	0%	275,755

North Lake Tahoe Resort Association

**Balance Sheet**

As of June 30, 2019

Accrual Basis

	<u>Jun 30, 19</u>	<u>Jun 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
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	(3,029)	(5,239)	2,210	42%	(5,239)
Total Equity	<u>411,323</u>	<u>414,352</u>	<u>(3,029)</u>	<u>(1%)</u>	<u>414,352</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>1,104,093</b></u>	<u><b>1,011,060</b></u>	<u><b>93,033</b></u>	<u><b>9%</b></u>	<u><b>1,011,060</b></u>

# North Lake Tahoe Resort Association

## Profit & Loss

June 2019

Accrual Basis

	Jun 19	Jun 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	323,775	108,809	214,966	198%
4200-00 · Membership Dues Revenue	12,318	5,086	7,232	142%
4205-00 · Conference Dues	367	917	-550	-60%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards	0	85	-85	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,001	-2,001	-100%
4251-00 · Tues AM Breakfast Club	510	929	-419	-45%
4250-00 · Revenues-Membership Activities - Other	875	1,570	-695	-44%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,385</b>	<b>4,585</b>	<b>-3,200</b>	<b>-70%</b>
4252-00 · Sponsorships	0	250	-250	-100%
4350-00 · Special Events (Marketing)	82,598	0	82,598	100%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	14,442	2,358	12,084	512%
4600-00 · Commissions - Other	2,649	7,916	-5,267	-67%
<b>Total 4600-00 · Commissions</b>	<b>17,091</b>	<b>10,274</b>	<b>6,816</b>	<b>66%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	12	240	-228	-95%
46000 · Merchandise Sales - Other	13,582	11,163	2,419	22%
<b>Total 46000 · Merchandise Sales</b>	<b>13,594</b>	<b>11,403</b>	<b>2,191</b>	<b>19%</b>
<b>Total Income</b>	<b>451,127</b>	<b>141,324</b>	<b>309,803</b>	<b>219%</b>
<b>Gross Profit</b>	<b>451,127</b>	<b>141,324</b>	<b>309,803</b>	<b>219%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	5,536	-1,951	7,488	384%
5020-00 · P/R - Tax Expense	2,971	8,246	-5,275	-64%
5030-00 · P/R - Health Insurance Expense	7,678	8,524	-846	-10%
5040-00 · P/R - Workmans Comp	1,064	0	1,064	100%
5060-00 · 401 (k)	2,476	2,353	123	5%
5070-00 · Other Benefits and Expenses	155	188	-33	-17%
5000-00 · Salaries & Wages - Other	53,578	23,702	29,875	126%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>73,459</b>	<b>41,062</b>	<b>32,397</b>	<b>79%</b>
5100-00 · Rent				
5110-00 · Utilities	777	1,201	-424	-35%
5140-00 · Repairs & Maintenance	87	4,454	-4,368	-98%
5150-00 · Office - Cleaning	1,680	1,655	25	2%
5100-00 · Rent - Other	13,058	12,780	278	2%
<b>Total 5100-00 · Rent</b>	<b>15,602</b>	<b>20,090</b>	<b>-4,489</b>	<b>-22%</b>
5310-00 · Telephone				
5320-00 · Telephone	2,254	2,962	-708	-24%
<b>Total 5310-00 · Telephone</b>	<b>2,254</b>	<b>2,962</b>	<b>-708</b>	<b>-24%</b>
5420-00 · Mail - USPS	100	44	56	129%
5510-00 · Insurance/Bonding	3,814	264	3,549	1,342%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	130	4,658	-4,528	-97%
5520-00 · Supplies - Other	7,136	1,545	5,591	362%
<b>Total 5520-00 · Supplies</b>	<b>7,266</b>	<b>6,204</b>	<b>1,062</b>	<b>17%</b>
5610-00 · Depreciation	118	149	-31	-21%
5700-00 · Equipment Support & Maintenance	66	2,420	-2,354	-97%
5710-00 · Taxes, Licenses & Fees	823	2,458	-1,635	-67%
5740-00 · Equipment Rental/Leasing	1,108	1,132	-24	-2%

# North Lake Tahoe Resort Association

## Profit & Loss

June 2019

Accrual Basis

	Jun 19	Jun 18	\$ Change	% Change
5800-00 · Training Seminars	1,749	781	968	124%
5850-00 · Artist of Month - Commissions	0	253	-253	-100%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,480	80	1,400	1,750%
5921-00 · Professional Fees - Other	46,120	5,363	40,758	760%
<b>Total 5900-00 · Professional Fees</b>	<b>47,600</b>	<b>5,443</b>	<b>42,158</b>	<b>775%</b>
5941-00 · Research & Planning	0	10,196	-10,196	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	22,750	85,347	-62,597	-73%
6018-00 · Business Assoc. Grants	20,000	10,000	10,000	100%
<b>Total 6020-00 · Programs</b>	<b>42,750</b>	<b>95,347</b>	<b>-52,597</b>	<b>-55%</b>
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	82,598	2,800	79,798	2,850%
6421-05 · No Barriers	5,229	0	5,229	100%
6421-08 · Tough Mudder	0	40,000	-40,000	-100%
6421-09 · Wanderlust	8,340	7,327	1,013	14%
<b>Total 6420-01 · Sponsorships</b>	<b>96,167</b>	<b>50,127</b>	<b>46,040</b>	<b>92%</b>
6421-00 · New Event Development	90,262	3,085	87,178	2,826%
6422-00 · Event Media				
6422-06 · Music Campaign	0	860	-860	-100%
<b>Total 6422-00 · Event Media</b>	<b>0</b>	<b>860</b>	<b>-860</b>	<b>-100%</b>
6424-00 · Event Operation Expenses	6,474	7,585	-1,111	-15%
<b>Total 6420-00 · Events</b>	<b>192,904</b>	<b>61,657</b>	<b>131,246</b>	<b>213%</b>
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,385	1,594	-209	-13%
6436-00 · Membership - Wnt/Sum Rec Lunch	23	15	8	54%
6437-00 · Tuesday Morning Breakfast Club	0	486	-486	-100%
6442-00 · Public Relations/Website	1	3,765	-3,764	-100%
6444-00 · Trades	-1,430	825	-2,255	-273%
6423-00 · Membership Activities - Other	2,844	0	2,844	100%
<b>Total 6423-00 · Membership Activities</b>	<b>2,822</b>	<b>6,684</b>	<b>-3,862</b>	<b>-58%</b>
6730-00 · Marketing Cooperative/Media	121,652	144,215	-22,563	-16%
6742-00 · Non-NLT Co-Op Marketing Program	4,698	11,607	-6,909	-60%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	3,425	6,735	-3,310	-49%
6743-03 · Touch Lake Tahoe	0	63	-63	-100%
6743-04 · High Notes	11,635	16,200	-4,565	-28%
6743-05 · Peak Your Adventure	16,335	20,300	-3,965	-20%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>31,395</b>	<b>43,297</b>	<b>-11,902</b>	<b>-28%</b>
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	176	137	39	29%
52500 · Purchase Discounts	-0	0	-0	-100%
59900 · POS Inventory Adjustments	68	20	48	242%
8100-00 · Cost of Goods Sold - Other	7,507	5,837	1,670	29%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>7,750</b>	<b>5,993</b>	<b>1,756</b>	<b>29%</b>
8200-00 · Associate Relations	253	1,948	-1,695	-87%
8300-00 · Board Functions	2,875	0	2,875	100%
8500-00 · Credit Card Fees	837	830	7	1%
8600-00 · Additional Opportunites	2,088	0	2,088	100%
8700-00 · Automobile Expenses	800	578	222	39%
8750-00 · Meals/Meetings	366	260	106	41%
8810-00 · Dues & Subscriptions	-535	655	-1,190	-182%

# North Lake Tahoe Resort Association Profit & Loss

June 2019

Accrual Basis

	Jun 19	Jun 18	\$ Change	% Change
8910-00 · Travel	1,166	0	1,166	100%
8920-00 · Bad Debt	2,586	4,483	-1,897	-42%
<b>Total Expense</b>	<b>568,366</b>	<b>471,013</b>	<b>97,353</b>	<b>21%</b>
<b>Net Ordinary Income</b>	<b>-117,239</b>	<b>-329,689</b>	<b>212,450</b>	<b>64%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	23	23	0	0%
<b>Total Other Income</b>	<b>23</b>	<b>23</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>23</b>	<b>23</b>	<b>0</b>	<b>0%</b>
<b>Net Income</b>	<b>-117,216</b>	<b>-329,666</b>	<b>212,450</b>	<b>64%</b>

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

Accrual Basis

All Departments

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	323,775	321,077	2,698	3,673,546	3,811,191	(137,645)	3,811,191
4200-00 · Membership Dues Revenue	12,318	10,700	1,618	138,397	128,000	10,397	128,000
4205-00 · Conference Dues	367	825	(458)	6,829	9,900	(3,071)	9,900
<b>4250-00 · Revenues-Membership Activities</b>							
<b>4250-01 · Community Awards</b>							
4250-04 · Silent Auction	0	0	0	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	0	0	0	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	0	0	0	14,646	18,000	(3,354)	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>44,687</b>	<b>50,000</b>	<b>(5,314)</b>	<b>50,000</b>
4250-02 · Chamber Events	0	208	(208)	2,892	2,500	392	2,500
4250-03 · Summer/Winter Rec Luncheon	0	4,000	(4,000)	2,622	8,000	(5,378)	8,000
<b>4251-00 · Tues AM Breakfast Club</b>							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	2,500	3,050	(550)	3,050
4251-00 · Tues AM Breakfast Club - Other	510	580	(70)	6,087	6,960	(873)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>510</b>	<b>880</b>	<b>(370)</b>	<b>8,587</b>	<b>10,010</b>	<b>(1,423)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	875			4,793	0	4,793	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,385</b>	<b>5,088</b>	<b>(3,703)</b>	<b>63,582</b>	<b>70,510</b>	<b>(6,928)</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	6	0
4350-00 · Special Events (Marketing)	82,598	0	82,598	82,598	0	82,598	0
<b>4600-00 · Commissions</b>							
4601-00 · Commissions - South Shore	14,442	1,671	12,771	22,859	20,004	2,855	20,004
4600-00 · Commissions - Other	2,649	2,500	149	49,615	30,000	19,615	30,000
<b>Total 4600-00 · Commissions</b>	<b>17,091</b>	<b>4,171</b>	<b>12,920</b>	<b>72,474</b>	<b>50,004</b>	<b>22,470</b>	<b>50,004</b>
<b>46000 · Merchandise Sales</b>							
4502-00 · Non-Retail VIC income	12	500	(488)	3,212	9,500	(6,288)	9,500
46000 · Merchandise Sales - Other	13,582	12,000	1,582	107,672	95,000	12,672	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>13,594</b>	<b>12,500</b>	<b>1,094</b>	<b>110,884</b>	<b>104,500</b>	<b>6,384</b>	<b>104,500</b>
<b>Total Income</b>	<b>451,127</b>	<b>354,361</b>	<b>96,766</b>	<b>4,148,915</b>	<b>4,174,105</b>	<b>(25,190)</b>	<b>4,174,105</b>
<b>Gross Profit</b>	<b>451,127</b>	<b>354,361</b>	<b>96,766</b>	<b>4,148,915</b>	<b>4,174,105</b>	<b>(25,190)</b>	<b>4,174,105</b>
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5010-00 · Sales Commissions	5,536	633	4,903	21,119	7,600	13,519	7,600
5020-00 · P/R - Tax Expense	2,971	7,656	(4,685)	76,828	86,783	(9,955)	86,783
5030-00 · P/R - Health Insurance Expense	7,678	11,058	(3,380)	120,087	132,690	(12,603)	132,690
5040-00 · P/R - Workmans Comp	1,064	1,093	(29)	7,908	11,912	(4,004)	11,912
5060-00 · 401 (k)	2,476	3,600	(1,124)	34,677	43,026	(8,349)	43,026
5070-00 · Other Benefits and Expenses	155	586	(431)	3,864	7,029	(3,165)	7,029
5000-00 · Salaries & Wages - Other	53,578	89,873	(36,295)	1,009,329	1,068,071	(58,742)	1,068,071
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>73,459</b>	<b>114,499</b>	<b>(41,040)</b>	<b>1,273,811</b>	<b>1,357,111</b>	<b>(83,300)</b>	<b>1,357,111</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	777	928	(151)	11,649	12,191	(542)	12,191
5140-00 · Repairs & Maintenance	87	(10,492)	10,579	14,222	32,456	(18,234)	32,456
5150-00 · Office - Cleaning	1,680	800	880	7,570	10,444	(2,874)	10,444
5100-00 · Rent - Other	13,058	12,957	101	153,525	155,468	(1,943)	155,468
<b>Total 5100-00 · Rent</b>	<b>15,602</b>	<b>4,193</b>	<b>11,409</b>	<b>186,966</b>	<b>210,559</b>	<b>(23,593)</b>	<b>210,559</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	2,254	2,129	125	26,595	25,548	1,047	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	5,535	(5,535)	5,535
<b>Total 5310-00 · Telephone</b>	<b>2,254</b>	<b>2,590</b>	<b>(336)</b>	<b>26,620</b>	<b>31,083</b>	<b>(4,463)</b>	<b>31,083</b>
<b>5420-00 · Mail - USPS</b>							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	100	479	(379)	(3,462)	5,207	(8,669)	5,207
<b>Total 5420-00 · Mail - USPS</b>	<b>100</b>	<b>479</b>	<b>(379)</b>	<b>(3,378)</b>	<b>5,207</b>	<b>(8,586)</b>	<b>5,207</b>
5510-00 · Insurance/Bonding	3,814	485	3,329	10,838	6,138	4,700	6,138
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	130	125	5	7,013	7,600	(587)	7,600
5520-00 · Supplies - Other	7,136	1,650	5,486	20,940	21,493	(553)	21,493
<b>Total 5520-00 · Supplies</b>	<b>7,266</b>	<b>1,775</b>	<b>5,491</b>	<b>27,953</b>	<b>29,093</b>	<b>(1,140)</b>	<b>29,093</b>
5610-00 · Depreciation	118	177	(59)	1,633	2,129	(496)	2,129
5700-00 · Equipment Support & Maintenance	66	1,118	(1,052)	3,471	13,412	(9,941)	13,412
5710-00 · Taxes, Licenses & Fees	823	1,100	(277)	10,850	12,951	(2,101)	12,951
5740-00 · Equipment Rental/Leasing	1,108	1,478	(370)	15,118	17,726	(2,608)	17,726
5800-00 · Training Seminars	1,749	417	1,332	9,748	16,450	(6,702)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	2,769	5,500	(2,731)	5,500
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	1,480	750	730	2,600	9,000	(6,400)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	24,250	25,000	(750)	25,000



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

Accrual Basis

All Departments

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
5921-00 · Professional Fees - Other	46,120	51,292	(5,172)	57,930	75,000	(17,070)	75,000
<b>Total 5900-00 · Professional Fees</b>	<b>47,600</b>	<b>52,042</b>	<b>(4,442)</b>	<b>84,780</b>	<b>109,000</b>	<b>(24,220)</b>	<b>109,000</b>
5941-00 · Research & Planning	0	0	0	28,820	18,000	10,820	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	22,750	25,000	(2,250)	50,500	50,000	500	50,000
6018-00 · Business Assoc. Grants	20,000	10,000	10,000	30,000	30,000	0	30,000
<b>Total 6020-00 · Programs</b>	<b>42,750</b>	<b>35,000</b>	<b>7,750</b>	<b>80,500</b>	<b>80,000</b>	<b>500</b>	<b>80,000</b>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	82,598	0	82,598	116,875	37,375	79,500	37,375
6421-01 · 4th of July Fireworks	0	300	(300)	20,085	20,300	(215)	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	27,500	20,000	7,500	20,000
6421-05 · No Barriers	5,229	4,000	1,229	13,779	12,400	1,379	12,400
6421-06 · Spartan	0	0	0	254,353	254,500	(147)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	18,050	(18,050)	0	35,550	(35,550)	35,550
6421-09 · Wanderlust	8,340	0	8,340	38,816	37,700	1,116	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	5,625	5,000	625	5,000
<b>Total 6420-01 · Sponsorships</b>	<b>96,167</b>	<b>22,350</b>	<b>73,817</b>	<b>501,482</b>	<b>447,225</b>	<b>54,257</b>	<b>447,225</b>
6421-00 · New Event Development	90,262	2,750	87,512	123,253	58,000	65,253	58,000
6424-00 · Event Operation Expenses	6,474	667	5,807	8,530	8,000	530	8,000
<b>Total 6420-00 · Events</b>	<b>192,904</b>	<b>25,767</b>	<b>167,137</b>	<b>633,266</b>	<b>513,225</b>	<b>120,041</b>	<b>513,225</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	1,385	0	1,385	27,155	27,500	(345)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	23	2,500	(2,477)	3,492	5,000	(1,508)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	650	(650)	5,436	7,150	(1,714)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	0	0
6442-00 · Public Relations/Website	1	344	(343)	14,269	5,628	8,641	5,628
6444-00 · Trades	(1,430)	0	0	0	0	0	0
6423-00 · Membership Activities - Other	2,844	0	2,844	16,266	0	16,266	0
<b>Total 6423-00 · Membership Activities</b>	<b>2,822</b>	<b>3,494</b>	<b>(672)</b>	<b>66,679</b>	<b>45,278</b>	<b>21,401</b>	<b>45,278</b>
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	1,459,827	1,459,823	4	1,459,823
6740-00 · Media/Collateral/Production	0	0	0	1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	4,698	(32,484)	37,182	32,272	15,000	17,272	15,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	3,425	0	3,425	11,308	20,000	(8,692)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	17,000	20,000	(3,000)	20,000
6743-04 · High Notes	11,635	0	11,635	20,545	20,000	545	20,000
6743-05 · Peak Your Adventure	16,335	0	16,335	20,970	20,000	970	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>31,395</b>	<b>0</b>	<b>31,395</b>	<b>69,823</b>	<b>80,000</b>	<b>(10,177)</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0	0	0	372	0	372	0
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	176	0	176	1,316	0	1,316	0
52500 · Purchase Discounts	(0)	0	0	(40)	0	(40)	0
59900 · POS Inventory Adjustments	68	0	68	12	0	12	0
8100-00 · Cost of Goods Sold - Other	7,507	6,300	1,207	59,630	49,875	9,755	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>7,750</b>	<b>6,300</b>	<b>1,450</b>	<b>60,916</b>	<b>49,875</b>	<b>11,041</b>	<b>49,875</b>
8200-00 · Associate Relations	253	616	(363)	3,880	7,400	(3,520)	7,400
8300-00 · Board Functions	2,875	150	2,725	11,233	4,500	6,733	4,500
8500-00 · Credit Card Fees	837	688	149	7,877	6,658	1,219	6,658
8600-00 · Additional Opportunitites	2,088	3,134	(1,047)	13,837	37,600	(23,763)	37,600
8700-00 · Automobile Expenses	800	518	282	5,446	6,183	(737)	6,183
8750-00 · Meals/Meetings	366	637	(271)	4,372	7,640	(3,268)	7,640
8810-00 · Dues & Subscriptions	(535)	852	(1,387)	7,406	10,220	(2,814)	10,220
8910-00 · Travel	1,166	0	1,166	4,820	6,600	(1,780)	6,600
8920-00 · Bad Debt	2,586	0	2,586	8,419	0	8,419	0
<b>Total Expense</b>	<b>568,366</b>	<b>347,135</b>	<b>221,231</b>	<b>4,152,221</b>	<b>4,164,361</b>	<b>(12,140)</b>	<b>4,164,361</b>
<b>Net Ordinary Income</b>	<b>(117,239)</b>	<b>7,226</b>	<b>(124,465)</b>	<b>(3,306)</b>	<b>9,744</b>	<b>(13,050)</b>	<b>9,744</b>
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	23	276	0	276	0
<b>Total Other Income</b>	<b>23</b>	<b>0</b>	<b>23</b>	<b>276</b>	<b>0</b>	<b>276</b>	<b>0</b>
Other Expense							
8990-00 · Allocated	0	0	(0)	0	0	0	0
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net Other Income</b>	<b>23</b>	<b>(0)</b>	<b>23</b>	<b>276</b>	<b>0</b>	<b>276</b>	<b>0</b>
<b>Net Income</b>	<b>(117,216)</b>	<b>7,226</b>	<b>(124,442)</b>	<b>(3,029)</b>	<b>9,744</b>	<b>(12,773)</b>	<b>9,744</b>

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

Accrual Basis

**11 - Marketing**

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	324,794	290,503	34,290	2,959,839	3,038,206	(78,367)	3,038,206
4350-00 · Special Events (Marketing)	82,598	0	82,598	82,598	0	82,598	0
<b>Total Income</b>	<b>407,391</b>	<b>290,503</b>	<b>116,888</b>	<b>3,042,437</b>	<b>3,038,206</b>	<b>4,231</b>	<b>3,038,206</b>
<b>Gross Profit</b>	<b>407,391</b>	<b>290,503</b>	<b>116,888</b>	<b>3,042,437</b>	<b>3,038,206</b>	<b>4,231</b>	<b>3,038,206</b>
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5000-01 · In-Market Administration	1,375	1,375	0	16,500	16,500	0	16,500
5020-00 · P/R - Tax Expense	1,126	1,848	(722)	21,472	22,712	(1,240)	22,712
5030-00 · P/R - Health Insurance Expense	2,700	4,080	(1,380)	48,569	48,960	(391)	48,960
5040-00 · P/R - Workmans Comp	94	183	(89)	1,216	2,268	(1,052)	2,268
5060-00 · 401 (k)	674	1,056	(382)	10,977	12,978	(2,001)	12,978
5070-00 · Other Benefits and Expenses	72	167	(95)	1,696	2,008	(312)	2,008
5000-00 · Salaries & Wages - Other	17,780	26,405	(8,625)	290,141	324,457	(34,316)	324,457
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>23,821</b>	<b>35,114</b>	<b>(11,293)</b>	<b>390,571</b>	<b>429,883</b>	<b>(39,312)</b>	<b>429,883</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	103	135	(32)	1,854	1,620	234	1,620
5140-00 · Repairs & Maintenance	0	773	(773)	2,367	13,639	(11,272)	13,639
5150-00 · Office - Cleaning	332	175	157	2,404	2,700	(296)	2,700
5100-00 · Rent - Other	2,442	1,984	458	26,641	23,805	2,836	23,805
<b>Total 5100-00 · Rent</b>	<b>2,877</b>	<b>3,067</b>	<b>(190)</b>	<b>33,266</b>	<b>41,764</b>	<b>(8,498)</b>	<b>41,764</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	544	670	(126)	6,597	8,040	(1,443)	8,040
<b>Total 5310-00 · Telephone</b>	<b>544</b>	<b>670</b>	<b>(126)</b>	<b>6,597</b>	<b>8,040</b>	<b>(1,443)</b>	<b>8,040</b>
<b>5420-00 · Mail - USPS</b>	<b>34</b>	<b>150</b>	<b>(116)</b>	<b>296</b>	<b>900</b>	<b>(604)</b>	<b>900</b>
<b>5510-00 · Insurance/Bonding</b>	<b>0</b>	<b>169</b>	<b>(169)</b>	<b>646</b>	<b>2,028</b>	<b>(1,382)</b>	<b>2,028</b>
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	0	0	0	1,153	3,600	(2,447)	3,600
5520-00 · Supplies - Other	216	417	(201)	1,619	5,000	(3,381)	5,000
<b>Total 5520-00 · Supplies</b>	<b>216</b>	<b>417</b>	<b>(201)</b>	<b>2,772</b>	<b>8,600</b>	<b>(5,828)</b>	<b>8,600</b>
<b>5610-00 · Depreciation</b>	<b>0</b>	<b>20</b>	<b>(20)</b>	<b>0</b>	<b>240</b>	<b>(240)</b>	<b>240</b>
<b>5700-00 · Equipment Support &amp; Maintenance</b>	<b>0</b>	<b>292</b>	<b>(292)</b>	<b>240</b>	<b>3,500</b>	<b>(3,260)</b>	<b>3,500</b>
<b>5740-00 · Equipment Rental/Leasing</b>	<b>277</b>	<b>315</b>	<b>(38)</b>	<b>3,626</b>	<b>3,780</b>	<b>(154)</b>	<b>3,780</b>
<b>5800-00 · Training Seminars</b>	<b>13</b>	<b>0</b>	<b>13</b>	<b>3,358</b>	<b>4,500</b>	<b>(1,142)</b>	<b>4,500</b>
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	580	125	455	580	1,500	(920)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	5,000	(5,000)	5,000
<b>Total 5900-00 · Professional Fees</b>	<b>580</b>	<b>542</b>	<b>38</b>	<b>580</b>	<b>6,500</b>	<b>(5,920)</b>	<b>6,500</b>
<b>5941-00 · Research &amp; Planning</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>18,720</b>	<b>18,000</b>	<b>720</b>	<b>18,000</b>
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	22,750	25,000	(2,250)	50,500	50,000	500	50,000
6018-00 · Business Assoc. Grants	20,000	10,000	10,000	30,000	30,000	0	30,000
<b>Total 6020-00 · Programs</b>	<b>42,750</b>	<b>35,000</b>	<b>7,750</b>	<b>80,500</b>	<b>80,000</b>	<b>500</b>	<b>80,000</b>
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6023-00 · Autumn Food & Wine	82,598	0	82,598	116,875	37,375	79,500	37,375
6421-01 · 4th of July Fireworks	0	300	(300)	20,085	20,300	(215)	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	27,500	20,000	7,500	20,000
6421-05 · No Barriers	5,229	4,000	1,229	13,779	12,400	1,379	12,400
6421-06 · Spartan	0	0	0	254,353	254,500	(147)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	18,050	(18,050)	0	35,550	(35,550)	35,550
6421-09 · Wanderlust	8,340	0	8,340	38,816	37,700	1,116	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	5,625	5,000	625	5,000
<b>Total 6420-01 · Sponsorships</b>	<b>96,167</b>	<b>22,350</b>	<b>73,817</b>	<b>501,482</b>	<b>447,225</b>	<b>54,257</b>	<b>447,225</b>
6421-00 · New Event Development	90,262	2,750	87,512	123,253	58,000	65,253	58,000
6424-00 · Event Operation Expenses	6,662	667	5,995	8,718	8,000	718	8,000
<b>Total 6420-00 · Events</b>	<b>193,092</b>	<b>25,767</b>	<b>167,325</b>	<b>633,453</b>	<b>513,225</b>	<b>120,228</b>	<b>513,225</b>
<b>6730-00 · Marketing Cooperative/Media</b>	<b>111,384</b>	<b>111,384</b>	<b>0</b>	<b>1,336,608</b>	<b>1,336,604</b>	<b>4</b>	<b>1,336,604</b>
6742-00 · Non-NLT Co-Op Marketing Program	898	833	65	21,735	10,000	11,735	10,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	3,425	0	3,425	11,308	20,000	(8,692)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	17,000	20,000	(3,000)	20,000
6743-04 · High Notes	11,635	0	11,635	20,545	20,000	545	20,000
6743-05 · Peak Your Adventure	16,335	0	16,335	20,970	20,000	970	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>31,395</b>	<b>0</b>	<b>31,395</b>	<b>69,823</b>	<b>80,000</b>	<b>(10,177)</b>	<b>80,000</b>
<b>8200-00 · Associate Relations</b>	<b>26</b>	<b>133</b>	<b>(107)</b>	<b>56</b>	<b>1,600</b>	<b>(1,544)</b>	<b>1,600</b>
<b>8500-00 · Credit Card Fees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>135</b>	<b>0</b>	<b>135</b>	<b>0</b>

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

Accrual Basis

**11 - Marketing**

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
8600-00 · Additional Opportunites	1,000	2,667	(1,667)	7,125	32,000	(24,875)	32,000
8700-00 · Automobile Expenses	651	125	526	2,220	1,500	720	1,500
8750-00 · Meals/Meetings	253	300	(47)	902	3,600	(2,698)	3,600
8810-00 · Dues & Subscriptions	188	292	(104)	2,553	3,500	(947)	3,500
8910-00 · Travel	1,166	0	1,166	4,820	5,500	(680)	5,500
<b>Total Expense</b>	<b>411,164</b>	<b>217,257</b>	<b>193,907</b>	<b>2,620,604</b>	<b>2,595,264</b>	<b>25,340</b>	<b>2,595,264</b>
<b>Net Ordinary Income</b>	<b>(3,773)</b>	<b>73,246</b>	<b>(77,019)</b>	<b>421,833</b>	<b>442,942</b>	<b>(21,109)</b>	<b>442,942</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	23			259			
<b>Total Other Income</b>	<b>23</b>			<b>259</b>			
<b>Other Expense</b>							
8990-00 · Allocated	51,751	75,237	(23,486)	422,093	444,932	(22,839)	444,932
<b>Total Other Expense</b>	<b>51,751</b>	<b>75,237</b>	<b>(23,486)</b>	<b>422,093</b>	<b>444,932</b>	<b>(22,839)</b>	<b>444,932</b>
<b>Net Other Income</b>	<b>(51,728)</b>	<b>(75,237)</b>	<b>23,508</b>	<b>(421,833)</b>	<b>(444,932)</b>	<b>23,099</b>	<b>(444,932)</b>
<b>Net Income</b>	<b>(55,501)</b>	<b>(1,990)</b>	<b>(53,511)</b>	<b>0</b>	<b>(1,990)</b>	<b>1,990</b>	<b>(1,990)</b>

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

Accrual Basis

30 - Conference

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	8,097	34,776	(26,680)	331,305	357,974	(26,669)	357,974
4205-00 · Conference Dues	367	825	(458)	6,829	9,900	(3,071)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	14,442	1,671	12,771	22,859	20,004	2,855	20,004
4600-00 · Commissions - Other	2,649	2,500	149	49,615	30,000	19,615	30,000
<b>Total 4600-00 · Commissions</b>	<b>17,091</b>	<b>4,171</b>	<b>12,920</b>	<b>72,474</b>	<b>50,004</b>	<b>22,470</b>	<b>50,004</b>
<b>Total Income</b>	<b>25,554</b>	<b>39,772</b>	<b>(14,218)</b>	<b>410,608</b>	<b>417,878</b>	<b>(7,270)</b>	<b>417,878</b>
<b>Gross Profit</b>	<b>25,554</b>	<b>39,772</b>	<b>(14,218)</b>	<b>410,608</b>	<b>417,878</b>	<b>(7,270)</b>	<b>417,878</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	5,536	633	4,903	21,119	7,600	13,519	7,600
5020-00 · P/R - Tax Expense	919	1,165	(247)	13,194	13,977	(783)	13,977
5030-00 · P/R - Health Insurance Expense	1,810	1,633	177	21,392	19,590	1,802	19,590
5040-00 · P/R - Workmans Comp	73	172	(99)	804	2,065	(1,261)	2,065
5060-00 · 401 (k)	503	555	(52)	6,664	6,657	7	6,657
5070-00 · Other Benefits and Expenses	17	84	(67)	454	1,004	(550)	1,004
5000-00 · Salaries & Wages - Other	8,381	13,236	(4,855)	141,542	158,827	(17,285)	158,827
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>17,239</b>	<b>17,478</b>	<b>(239)</b>	<b>205,169</b>	<b>209,720</b>	<b>(4,551)</b>	<b>209,720</b>
5100-00 · Rent							
5110-00 · Utilities	50	70	(20)	901	840	61	840
5140-00 · Repairs & Maintenance	0	43	(43)	637	517	120	517
5150-00 · Office - Cleaning	162	102	60	1,187	1,223	(36)	1,223
5100-00 · Rent - Other	1,146	953	193	12,795	11,433	1,362	11,433
<b>Total 5100-00 · Rent</b>	<b>1,358</b>	<b>1,168</b>	<b>190</b>	<b>15,520</b>	<b>14,013</b>	<b>1,507</b>	<b>14,013</b>
5310-00 · Telephone							
5320-00 · Telephone	302	206	96	2,923	2,472	451	2,472
<b>Total 5310-00 · Telephone</b>	<b>302</b>	<b>206</b>	<b>96</b>	<b>2,923</b>	<b>2,472</b>	<b>451</b>	<b>2,472</b>
5420-00 · Mail - USPS	17	46	(29)	114	504	(390)	504
5510-00 · Insurance/Bonding	0	115	(115)	213	1,377	(1,164)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	331	0	331	0
5520-00 · Supplies - Other	52	52	(0)	678	618	60	618
<b>Total 5520-00 · Supplies</b>	<b>52</b>	<b>52</b>	<b>(0)</b>	<b>1,009</b>	<b>618</b>	<b>391</b>	<b>618</b>
5610-00 · Depreciation	0	8	(8)	0	94	(94)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	240	1,685	(1,445)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	96	(96)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	1,595	1,856	(261)	1,856
5800-00 · Training Seminars	0	0	0	38	0	38	0
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	123,219	123,219	0	123,219
8200-00 · Associate Relations	0	25	(25)	46	300	(254)	300
8750-00 · Meals/Meetings	20	0	20	20	0	20	0
8810-00 · Dues & Subscriptions	0	83	(83)	0	1,000	(1,000)	1,000
8920-00 · Bad Debt	1,650	0	1,650	2,383	0	2,383	0
<b>Total Expense</b>	<b>31,027</b>	<b>29,752</b>	<b>1,275</b>	<b>352,490</b>	<b>356,954</b>	<b>(4,464)</b>	<b>356,954</b>
<b>Net Ordinary Income</b>	<b>(5,473)</b>	<b>10,020</b>	<b>(15,494)</b>	<b>58,118</b>	<b>60,924</b>	<b>(2,806)</b>	<b>60,924</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	7,126	10,292	(3,167)	58,118	61,196	(3,078)	61,196
<b>Total Other Expense</b>	<b>7,126</b>	<b>10,292</b>	<b>(3,167)</b>	<b>58,118</b>	<b>61,196</b>	<b>(3,078)</b>	<b>61,196</b>
<b>Net Other Income</b>	<b>(7,126)</b>	<b>(10,292)</b>	<b>3,167</b>	<b>(58,118)</b>	<b>(61,196)</b>	<b>3,078</b>	<b>(61,196)</b>
<b>Net Income</b>	<b>(12,599)</b>	<b>(272)</b>	<b>(12,327)</b>	<b>(0)</b>	<b>(272)</b>	<b>272</b>	<b>(272)</b>

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

### 42 - Visitor Center

Accrual Basis

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	(9,896)	(4,983)	(4,913)	373,711	406,271	(32,560)	406,271
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	12	500	(488)	3,212	9,500	(6,288)	9,500
46000 · Merchandise Sales - Other	13,582	12,000	1,582	107,672	95,000	12,672	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>13,594</b>	<b>12,500</b>	<b>1,094</b>	<b>110,884</b>	<b>104,500</b>	<b>6,384</b>	<b>104,500</b>
<b>Total Income</b>	<b>3,698</b>	<b>7,517</b>	<b>(3,818)</b>	<b>484,595</b>	<b>510,771</b>	<b>(26,176)</b>	<b>510,771</b>
<b>Gross Profit</b>	<b>3,698</b>	<b>7,517</b>	<b>(3,818)</b>	<b>484,595</b>	<b>510,771</b>	<b>(26,176)</b>	<b>510,771</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,397	1,911	(514)	14,829	17,550	(2,721)	17,550
5030-00 · P/R - Health Insurance Expense	1,308	1,806	(498)	17,920	21,672	(3,752)	21,672
5040-00 · P/R - Workmans Comp	382	478	(96)	3,411	5,193	(1,782)	5,193
5060-00 · 401 (k)	520	637	(117)	6,159	6,924	(765)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	835	1,225	(390)	1,225
5000-00 · Salaries & Wages - Other	20,129	15,925	4,204	172,954	173,103	(149)	173,103
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>23,781</b>	<b>20,859</b>	<b>2,922</b>	<b>216,107</b>	<b>225,667</b>	<b>(9,560)</b>	<b>225,667</b>
5100-00 · Rent							
5110-00 · Utilities	521	550	(29)	6,669	7,650	(981)	7,650
5140-00 · Repairs & Maintenance	0	(11,708)	11,708	5,355	13,500	(8,145)	13,500
5150-00 · Office - Cleaning	825	237	588	1,209	2,847	(1,638)	2,847
5100-00 · Rent - Other	6,502	7,025	(523)	78,532	84,297	(5,765)	84,297
<b>Total 5100-00 · Rent</b>	<b>7,847</b>	<b>(3,896)</b>	<b>11,743</b>	<b>91,765</b>	<b>108,294</b>	<b>(16,529)</b>	<b>108,294</b>
5310-00 · Telephone							
5320-00 · Telephone	232	0	232	5,445	0	5,445	0
5310-00 · Telephone - Other	0	461	(461)	0	5,535	(5,535)	5,535
<b>Total 5310-00 · Telephone</b>	<b>232</b>	<b>461</b>	<b>(229)</b>	<b>5,445</b>	<b>5,535</b>	<b>(90)</b>	<b>5,535</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			54	0	54	0
5420-00 · Mail - USPS - Other	12	145	(133)	369	1,744	(1,375)	1,744
<b>Total 5420-00 · Mail - USPS</b>	<b>12</b>	<b>145</b>	<b>(133)</b>	<b>423</b>	<b>1,744</b>	<b>(1,321)</b>	<b>1,744</b>
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,753	(621)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	125	(125)	1,440	1,500	(60)	1,500
5520-00 · Supplies - Other	5,851	473	5,378	11,547	7,375	4,172	7,375
<b>Total 5520-00 · Supplies</b>	<b>5,851</b>	<b>598</b>	<b>5,253</b>	<b>12,986</b>	<b>8,875</b>	<b>4,111</b>	<b>8,875</b>
5610-00 · Depreciation	118	87	31	1,415	1,049	366	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	280	3,600	(3,320)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	222	429	(207)	3,580	5,150	(1,570)	5,150
5800-00 · Training Seminars	0	0	0	120	5,000	(4,880)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	2,769	5,500	(2,731)	5,500
6740-00 · Media/Collateral/Production	0	0	0	1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	200	(33,317)	33,517	3,336	5,000	(1,664)	5,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	176	0	176	1,316	0	1,316	0
52500 · Purchase Discounts	(0)			(40)	0	(40)	0
59900 · POS Inventory Adjustments	68			12	0	12	0
8100-00 · Cost of Goods Sold - Other	7,507	6,300	1,207	58,922	49,875	9,047	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>7,750</b>	<b>6,300</b>	<b>1,450</b>	<b>60,209</b>	<b>49,875</b>	<b>10,334</b>	<b>49,875</b>
8200-00 · Associate Relations	64	58	6	139	700	(561)	700
8500-00 · Credit Card Fees	509	438	71	3,271	3,658	(387)	3,658
8700-00 · Automobile Expenses	84	65	19	883	750	133	750
8750-00 · Meals/Meetings	0	67	(67)	154	800	(646)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	2,000	(1,952)	2,000
8910-00 · Travel	0	0	0	0	1,100	(1,100)	1,100
<b>Total Expense</b>	<b>46,669</b>	<b>(6,635)</b>	<b>53,304</b>	<b>405,342</b>	<b>436,205</b>	<b>(30,863)</b>	<b>436,205</b>
<b>Net Ordinary Income</b>	<b>(42,971)</b>	<b>14,152</b>	<b>(57,123)</b>	<b>79,253</b>	<b>74,566</b>	<b>4,687</b>	<b>74,566</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	9,717	5,369	4,348	79,252	74,783	4,469	74,783
<b>Total Other Expense</b>	<b>9,717</b>	<b>5,369</b>	<b>4,348</b>	<b>79,252</b>	<b>74,783</b>	<b>4,469</b>	<b>74,783</b>
<b>Net Other Income</b>	<b>(9,717)</b>	<b>(5,369)</b>	<b>(4,348)</b>	<b>(79,252)</b>	<b>(74,783)</b>	<b>(4,469)</b>	<b>(74,783)</b>
<b>Net Income</b>	<b>(52,688)</b>	<b>8,783</b>	<b>(61,471)</b>	<b>0</b>	<b>(217)</b>	<b>217</b>	<b>(217)</b>

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

Accrual Basis

51 - TMPI

	Jun 19	Budget	\$ Over Bu...	Jul '18 - Ju...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	780	781	(0)	8,691	8,740	(49)	8,740
<b>Total Income</b>	780	781	(0)	8,691	8,740	(49)	8,740
<b>Gross Profit</b>	780	781	(0)	8,691	8,740	(49)	8,740
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(95)	33	(128)	(246)	401	(647)	401
5030-00 · P/R - Health Insurance Expense	0	4	(4)	52	42	10	42
5040-00 · P/R - Workmans Comp	0	4	(4)	58	48	10	48
5060-00 · 401 (k)	0	23	(23)	251	272	(21)	272
5070-00 · Other Benefits and Expenses	0			3	0	3	0
5000-00 · Salaries & Wages - Other	(1,172)	567	(1,738)	7,036	6,798	238	6,798
<b>Total 5000-00 · Salaries &amp; Wages</b>	(1,266)	630	(1,896)	7,154	7,561	(407)	7,561
5100-00 · Rent							
5110-00 · Utilities	0	0	0	36	0	36	0
5140-00 · Repairs & Maintenance	0	0	0	6	0	6	0
5150-00 · Office - Cleaning	0	0	0	42	0	42	0
5100-00 · Rent - Other	0	0	0	502	0	502	0
<b>Total 5100-00 · Rent</b>	0	0	0	586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	230	0	230	0
<b>Total 5310-00 · Telephone</b>	0	0	0	230	0	230	0
5420-00 · Mail - USPS	0	0	0	19	0	19	0
5510-00 · Insurance/Bonding	0	0	0	64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	71	0	71	0
5520-00 · Supplies - Other	0	0	0	17	0	17	0
<b>Total 5520-00 · Supplies</b>	0	0	0	88	0	88	0
5740-00 · Equipment Rental/Leasing	0	0	0	217	0	217	0
8700-00 · Automobile Expenses	0	0	0	26	0	26	0
8750-00 · Meals/Meetings	0	0	0	3	0	3	0
<b>Total Expense</b>	(1,266)	630	(1,896)	8,386	7,561	825	7,561
<b>Net Ordinary Income</b>	2,047	151	1,896	304	1,179	(875)	1,179
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	144	152	(8)	1,174	1,180	(6)	1,180
<b>Total Other Expense</b>	144	152	(8)	1,174	1,180	(6)	1,180
<b>Net Other Income</b>	(144)	(152)	8	(1,174)	(1,180)	6	(1,180)
<b>Net Income</b>	<u>1,903</u>	<u>(1)</u>	<u>1,904</u>	<u>(870)</u>	<u>(1)</u>	<u>(869)</u>	<u>(1)</u>

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

Accrual Basis

60 - Membership

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	12,318	10,700	1,618	138,397	128,000	10,397	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	0	0	0	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	0	0	0	14,646	18,000	(3,354)	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>44,687</b>	<b>50,000</b>	<b>(5,314)</b>	<b>50,000</b>
4250-02 · Chamber Events	0	208	(208)	2,892	2,500	392	2,500
4250-03 · Summer/Winter Rec Luncheon	0	4,000	(4,000)	2,622	8,000	(5,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	2,500	3,050	(550)	3,050
4251-00 · Tues AM Breakfast Club - Other	510	580	(70)	6,087	6,960	(873)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>510</b>	<b>880</b>	<b>(370)</b>	<b>8,587</b>	<b>10,010</b>	<b>(1,423)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	875			4,793	0	4,793	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,385</b>	<b>5,088</b>	<b>(3,703)</b>	<b>63,582</b>	<b>70,510</b>	<b>(6,928)</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	6	0
<b>Total Income</b>	<b>13,703</b>	<b>15,788</b>	<b>(2,085)</b>	<b>202,585</b>	<b>198,510</b>	<b>4,075</b>	<b>198,510</b>
<b>Gross Profit</b>	<b>13,703</b>	<b>15,788</b>	<b>(2,085)</b>	<b>202,585</b>	<b>198,510</b>	<b>4,075</b>	<b>198,510</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(16,500)	(16,500)	0	(16,500)
5020-00 · P/R - Tax Expense	119	547	(428)	4,661	6,566	(1,905)	6,566
5030-00 · P/R - Health Insurance Expense	416	888	(472)	11,203	10,656	547	10,656
5040-00 · P/R - Workmans Comp	19	7	12	360	87	273	87
5060-00 · 401 (k)	135	262	(127)	2,659	3,145	(486)	3,145
5070-00 · Other Benefits and Expenses	4	66	(62)	191	792	(601)	792
5000-00 · Salaries & Wages - Other	4,226	6,553	(2,327)	80,103	78,636	1,467	78,636
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>3,544</b>	<b>6,948</b>	<b>(3,404)</b>	<b>82,678</b>	<b>83,382</b>	<b>(704)</b>	<b>83,382</b>
5100-00 · Rent							
5110-00 · Utilities	24	50	(26)	367	605	(238)	605
5140-00 · Repairs & Maintenance	0	25	(25)	478	300	178	300
5150-00 · Office - Cleaning	77	78	(1)	445	1,177	(732)	1,177
5100-00 · Rent - Other	637	819	(182)	5,412	9,826	(4,414)	9,826
<b>Total 5100-00 · Rent</b>	<b>738</b>	<b>972</b>	<b>(234)</b>	<b>6,702</b>	<b>11,908</b>	<b>(5,206)</b>	<b>11,908</b>
5310-00 · Telephone							
5320-00 · Telephone	121	253	(132)	1,698	3,036	(1,338)	3,036
<b>Total 5310-00 · Telephone</b>	<b>121</b>	<b>253</b>	<b>(132)</b>	<b>1,698</b>	<b>3,036</b>	<b>(1,338)</b>	<b>3,036</b>
5420-00 · Mail - USPS	8	50	(42)	96	1,000	(904)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	775	(533)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	892	500	392	500
5520-00 · Supplies - Other	25	83	(58)	668	1,000	(332)	1,000
<b>Total 5520-00 · Supplies</b>	<b>25</b>	<b>83</b>	<b>(58)</b>	<b>1,560</b>	<b>1,500</b>	<b>60</b>	<b>1,500</b>
5610-00 · Depreciation	0	8	(8)	0	96	(96)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	672	(672)	672
5710-00 · Taxes, Licenses & Fees	0	50	(50)	0	200	(200)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	2,110	2,990	(880)	2,990
5800-00 · Training Seminars	0	0	0	3,721	1,950	1,771	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	375	(375)	0	1,500	(1,500)	1,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>375</b>	<b>(375)</b>	<b>0</b>	<b>1,500</b>	<b>(1,500)</b>	<b>1,500</b>
6420-00 · Events							
6422-00 · Event Media	0			(300)			
6424-00 · Event Operation Expenses	(188)			(188)			
<b>Total 6420-00 · Events</b>	<b>(188)</b>			<b>(488)</b>			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	1,385	0	1,385	27,155	27,500	(345)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	23	2,500	(2,477)	3,492	5,000	(1,508)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	650	(650)	5,436	7,150	(1,714)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	1	344	(343)	14,569	5,628	8,941	5,628
6444-00 · Trades	(1,430)			0	0	0	0
6423-00 · Membership Activities - Other	2,844	0	2,844	16,266	0	16,266	0
<b>Total 6423-00 · Membership Activities</b>	<b>2,822</b>	<b>3,494</b>	<b>(672)</b>	<b>66,979</b>	<b>45,278</b>	<b>21,701</b>	<b>45,278</b>
8100-00 · Cost of Goods Sold	0			707			

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

Accrual Basis

60 - Membership

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
8200-00 · Associate Relations	0	67	(67)	0	800	(800)	800
8500-00 · Credit Card Fees	328	250	78	4,158	3,000	1,158	3,000
8700-00 · Automobile Expenses	58	78	(20)	451	933	(483)	933
8750-00 · Meals/Meetings	93	150	(57)	1,003	1,800	(797)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	420	110	420
8920-00 · Bad Debt	936			6,036	0	6,036	0
<b>Total Expense</b>	<b>8,652</b>	<b>13,174</b>	<b>(4,522)</b>	<b>178,180</b>	<b>161,240</b>	<b>16,940</b>	<b>161,240</b>
<b>Net Ordinary Income</b>	<b>5,051</b>	<b>2,614</b>	<b>2,437</b>	<b>24,405</b>	<b>37,270</b>	<b>(12,865)</b>	<b>37,270</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	3,239	1,908	1,331	26,418	25,046	1,372	25,046
<b>Total Other Expense</b>	<b>3,239</b>	<b>1,908</b>	<b>1,331</b>	<b>26,418</b>	<b>25,046</b>	<b>1,372</b>	<b>25,046</b>
<b>Net Other Income</b>	<b>(3,239)</b>	<b>(1,908)</b>	<b>(1,331)</b>	<b>(26,418)</b>	<b>(25,046)</b>	<b>(1,372)</b>	<b>(25,046)</b>
<b>Net Income</b>	<b>1,812</b>	<b>706</b>	<b>1,106</b>	<b>(2,013)</b>	<b>12,224</b>	<b>(14,237)</b>	<b>12,224</b>



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

### 70 - Administration

Accrual Basis

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(495)	2,152	(2,647)	22,918	25,577	(2,659)	25,577
5030-00 · P/R - Health Insurance Expense	1,300	2,648	(1,347)	20,951	31,770	(10,819)	31,770
5040-00 · P/R - Workmans Comp	497	249	248	2,058	2,251	(193)	2,251
5060-00 · 401 (k)	644	1,067	(423)	7,966	13,050	(5,084)	13,050
5070-00 · Other Benefits and Expenses	17	167	(150)	686	2,000	(1,314)	2,000
5000-00 · Salaries & Wages - Other	4,233	27,188	(22,954)	317,553	326,250	(8,697)	326,250
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>6,196</b>	<b>33,470</b>	<b>(27,274)</b>	<b>372,132</b>	<b>400,898</b>	<b>(28,766)</b>	<b>400,898</b>
5100-00 · Rent							
5110-00 · Utilities	80	123	(43)	1,821	1,476	345	1,476
5140-00 · Repairs & Maintenance	87	375	(288)	5,379	4,500	879	4,500
5150-00 · Office - Cleaning	284	208	76	2,284	2,497	(213)	2,497
5100-00 · Rent - Other	2,332	2,176	156	29,643	26,107	3,536	26,107
<b>Total 5100-00 · Rent</b>	<b>2,782</b>	<b>2,882</b>	<b>(100)</b>	<b>39,128</b>	<b>34,580</b>	<b>4,548</b>	<b>34,580</b>
5310-00 · Telephone							
5320-00 · Telephone	1,056	1,000	56	9,703	12,000	(2,297)	12,000
5350-00 · Internet	0			25			
<b>Total 5310-00 · Telephone</b>	<b>1,056</b>	<b>1,000</b>	<b>56</b>	<b>9,728</b>	<b>12,000</b>	<b>(2,272)</b>	<b>12,000</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	29	88	(59)	(4,357)	1,059	(5,416)	1,059
<b>Total 5420-00 · Mail - USPS</b>	<b>29</b>	<b>88</b>	<b>(59)</b>	<b>(4,327)</b>	<b>1,059</b>	<b>(5,386)</b>	<b>1,059</b>
5510-00 · Insurance/Bonding	3,814	0	3,814	8,540	205	8,335	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	130	0	130	3,126	2,000	1,126	2,000
5520-00 · Supplies - Other	993	625	368	6,412	7,500	(1,088)	7,500
<b>Total 5520-00 · Supplies</b>	<b>1,123</b>	<b>625</b>	<b>498</b>	<b>9,538</b>	<b>9,500</b>	<b>38</b>	<b>9,500</b>
5610-00 · Depreciation	0	54	(54)	218	650	(432)	650
5700-00 · Equipment Support & Maintenance	66	330	(264)	2,711	3,955	(1,244)	3,955
5710-00 · Taxes, Licenses & Fees	823	1,042	(219)	10,850	12,500	(1,650)	12,500
5740-00 · Equipment Rental/Leasing	321	329	(8)	3,990	3,950	40	3,950
5800-00 · Training Seminars	1,736	417	1,319	2,510	5,000	(2,490)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	900	625	275	2,020	7,500	(5,480)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	46,120	50,500	(4,380)	57,930	68,500	(10,570)	68,500
<b>Total 5900-00 · Professional Fees</b>	<b>47,020</b>	<b>51,125</b>	<b>(4,105)</b>	<b>84,200</b>	<b>101,000</b>	<b>(16,800)</b>	<b>101,000</b>
5941-00 · Research & Planning	0	0	0	10,100	0	10,100	0
6420-00 · Events							
6422-00 · Event Media	0			300			
<b>Total 6420-00 · Events</b>	<b>0</b>	<b></b>	<b></b>	<b>300</b>	<b></b>	<b></b>	<b></b>
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
<b>Total 6423-00 · Membership Activities</b>	<b>0</b>	<b></b>	<b></b>	<b>(300)</b>	<b>0</b>	<b>(300)</b>	<b>0</b>
6742-00 · Non-NLT Co-Op Marketing Program	3,600	0	3,600	7,200	0	7,200	0
7500-00 · Trade Shows/Travel	0	0	0	372	0	372	0
8200-00 · Associate Relations	164	333	(169)	3,640	4,000	(361)	4,000
8300-00 · Board Functions	2,875	150	2,725	11,233	4,500	6,733	4,500
8500-00 · Credit Card Fees	0			313	0	313	0
8600-00 · Additional Opportunitites	1,088	467	621	6,713	5,600	1,113	5,600
8700-00 · Automobile Expenses	7	250	(243)	1,866	3,000	(1,134)	3,000
8750-00 · Meals/Meetings	0	120	(120)	2,290	1,440	850	1,440
8810-00 · Dues & Subscriptions	(723)	275	(998)	4,275	3,300	975	3,300
<b>Total Expense</b>	<b>71,976</b>	<b>92,957</b>	<b>(20,981)</b>	<b>587,219</b>	<b>607,137</b>	<b>(19,918)</b>	<b>607,137</b>
<b>Net Ordinary Income</b>	<b>(71,976)</b>	<b>(92,957)</b>	<b>20,981</b>	<b>(587,219)</b>	<b>(607,137)</b>	<b>19,918</b>	<b>(607,137)</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	0			17			
<b>Total Other Income</b>	<b>0</b>	<b></b>	<b></b>	<b>17</b>	<b></b>	<b></b>	<b></b>
<b>Other Expense</b>							
8990-00 · Allocated	(71,976)	(92,957)	20,981	(587,055)	(607,137)	20,082	(607,137)
<b>Total Other Expense</b>	<b>(71,976)</b>	<b>(92,957)</b>	<b>20,981</b>	<b>(587,055)</b>	<b>(607,137)</b>	<b>20,082</b>	<b>(607,137)</b>
<b>Net Other Income</b>	<b>71,976</b>	<b>92,957</b>	<b>(20,981)</b>	<b>587,072</b>	<b>607,137</b>	<b>(20,065)</b>	<b>607,137</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(147)</b>	<b>0</b>	<b>(147)</b>	<b>0</b>