

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period Ending

June 30, 2020

**North Lake Tahoe Resort Association**  
**Balance Sheet**  
As of June 30, 2020

Accrual Basis

	Jun 30, 20	Jun 30, 19	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
1001-00 · Petty Cash	158	116	42	36%
1003-00 · Cash - Operations BOTW #6712	565,602	332,281	233,321	70%
1007-00 · Cash - Payroll BOTW #7421	3,200	11,572	(8,372)	(72)%
1008-00 · Marketing Reserve - Plumas	50,313	50,244	69	0%
1009-00 · Cash Flow Reserve - Plumas	100,839	100,650	189	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	86,322	138,243	(51,920)	(38)%
10950 · Cash in Drawer	139	1,678	(1,539)	(92)%
<b>Total Checking/Savings</b>	<b>836,155</b>	<b>664,366</b>	<b>171,789</b>	<b>26%</b>
<b>Accounts Receivable</b>				
1200-00 · Quickbooks Accounts Receivable	1,000	24,817	(23,817)	(96)%
1290-00 · A/R - TOT	260,717	57,504	203,213	353%
<b>Total Accounts Receivable</b>	<b>261,717</b>	<b>82,321</b>	<b>179,396</b>	<b>218%</b>
<b>Other Current Assets</b>				
1200-99 · AR Other	7,129	10	7,119	71,262%
<b>1201-00 · Member Accounts Receivable</b>				
1201-01 · Member AR - Member Dues	35,696	2,720	32,976	1,212%
1201-03 · Member AR - Other	1,040	3,745	(2,705)	(72)%
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>36,736</b>	<b>6,465</b>	<b>30,271</b>	<b>468%</b>
1201-02 · Allowance for Doubtful Accounts	(24,987)	(1,587)	(23,400)	(1,475)%
<b>12100 · Inventory Asset</b>				
1210-01 · Inventory - Other	10,371	0	10,371	100%
25300 · Gift Cards Outstanding	18	15	3	18%
12100 · Inventory Asset - Other	81,762	22,015	59,747	271%
<b>Total 12100 · Inventory Asset</b>	<b>92,151</b>	<b>22,030</b>	<b>70,121</b>	<b>318%</b>
1299 · Receivable from NLTMC	0	15,703	(15,703)	(100)%
1490-00 · Security Deposits	1,150	1,250	(100)	(8)%
<b>Total Other Current Assets</b>	<b>112,179</b>	<b>43,871</b>	<b>68,308</b>	<b>156%</b>
<b>Total Current Assets</b>	<b>1,210,051</b>	<b>790,559</b>	<b>419,492</b>	<b>53%</b>
<b>Fixed Assets</b>				
1700-00 · Furniture & Fixtures	45,289	45,289	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(45,289)	0	0%
1740-00 · Computer Equipment	4,270	4,270	0	0%
1741-00 · Accum. Depr. - Computer Equip	(4,270)	(4,269)	(0)	0%
1750-00 · Computer Software	20,493	20,493	0	0%
1751-00 · Accum. Amort. - Software	(20,493)	(19,085)	(1,407)	(7)%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%
<b>Total Fixed Assets</b>	<b>0</b>	<b>1,407</b>	<b>(1,407)</b>	<b>(100)%</b>
<b>Other Assets</b>				
<b>1400-00 · Prepaid Expenses</b>				
1410-00 · Prepaid Insurance	16,326	14,312	2,014	14%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	8,751	3,964	4,787	121%
<b>Total 1400-00 · Prepaid Expenses</b>	<b>25,177</b>	<b>18,376</b>	<b>6,801</b>	<b>37%</b>
<b>Total Other Assets</b>	<b>25,177</b>	<b>18,376</b>	<b>6,801</b>	<b>37%</b>
<b>TOTAL ASSETS</b>	<b>1,235,228</b>	<b>810,343</b>	<b>424,886</b>	<b>52%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				

**North Lake Tahoe Resort Association**  
**Balance Sheet**  
As of June 30, 2020

Accrual Basis

	Jun 30, 20	Jun 30, 19	\$ Change	% Change
<b>Accounts Payable</b>				
2000-00 · Accounts Payable	26,683	73,556	(46,874)	(64)%
<b>Total Accounts Payable</b>	26,683	73,556	(46,874)	(64)%
<b>Other Current Liabilities</b>				
<b>21000 · Salaries/Wages/Payroll Liabilit</b>				
2100-00 · Salaries / Wages Payable	25,293	20,922	4,372	21%
2101-00 · Incentive Payable	88,565	58,630	29,935	51%
2102-00 · Commissions Payable	3,506	7,132	(3,626)	(51)%
2120-00 · Empl. Federal Tax Payable	10,829	9,775	1,054	11%
2175-00 · 401 (k) Plan	4,340	4,369	(29)	(1)%
2180-00 · Estimated PTO Liability	54,845	52,993	1,852	4%
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	187,378	153,821	33,558	22%
<b>2190-00 · Sales and Use Tax Payable</b>				
2195-00 · Use Tax Payable	0	827	(827)	(100)%
25500 · *Sales Tax Payable	1,374	2,307	(932)	(40)%
<b>Total 2190-00 · Sales and Use Tax Payable</b>	1,374	3,134	(1,759)	(56)%
<b>2250-00 · Accrued Expenses</b>	76,222	59,690	16,532	28%
<b>2300-00 · Marketing Cooperative Liabili</b>	6,073	0	6,073	100%
<b>2400-60 · Deferred Revenue- Member Dues</b>	28,890	57,969	(29,079)	(50)%
<b>2500-00 · Deferred Revenue - TMBC</b>	1,290	840	450	54%
<b>2700-00 · Deferred Rev. County</b>	0	(0)	0	100%
<b>2900-00 · Due To/From County of Placer</b>	437,803	19,871	417,931	2,103%
<b>Total Other Current Liabilities</b>	739,031	295,325	443,706	150%
<b>Total Current Liabilities</b>	765,714	368,881	396,832	108%
<b>Total Liabilities</b>	765,714	368,881	396,832	108%
<b>Equity</b>				
<b>32000 · Unrestricted Net Assets</b>	(17,007)	(11,669)	(5,338)	(46)%
<b>3300-11 · Designated Marketing Reserve</b>	324,590	308,202	16,388	5%
<b>3301 · Cash Flow Reserve</b>	100,248	100,248	0	0%
<b>3302 · Marketing Cash Reserve</b>	50,018	50,018	0	0%
<b>Net Income</b>	11,665	(5,338)	17,003	319%
<b>Total Equity</b>	469,515	441,461	28,053	6%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,235,228</b>	<b>810,343</b>	<b>424,886</b>	<b>52%</b>

# North Lake Tahoe Resort Association

## A/R Aging Summary

As of June 30, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
County of Placer	260,717.34	0.00	0.00	0.00	0.00	260,717.34
Edgewood Tahoe	-5,851.50	0.00	0.00	0.00	5,851.50	0.00
Incline Community Business Association	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Ritz-Carlton Lake Tahoe	-2,050.10	0.00	0.00	0.00	2,050.10	0.00
<b>TOTAL</b>	<u><u>252,815.74</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>8,901.60</u></u>	<u><u>261,717.34</u></u>

# North Lake Tahoe Resort Association

## A/P Aging Summary

As of June 30, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
ADP	799.47	0.00	0.00	0.00	0.00	799.47
Anne-Karin Atwood*	12.94	0.00	0.00	0.00	0.00	12.94
Annie's Cleaning Service	625.00	0.00	0.00	0.00	0.00	625.00
Apothecary of Light, LLC	250.00	0.00	0.00	0.00	0.00	250.00
AT & T*	829.80	0.00	0.00	0.00	0.00	829.80
Augustineldeas	5,356.25	0.00	0.00	0.00	0.00	5,356.25
Bank of the West Bank Card Center	2,033.94	0.00	0.00	0.00	0.00	2,033.94
Caesars Entertainment	50.00	0.00	0.00	0.00	0.00	50.00
Cintas Corporation #623	427.15	407.11	0.00	0.00	0.00	834.26
Creative Concepts*	45.00	0.00	0.00	0.00	0.00	45.00
FedEx	0.00	59.59	0.00	0.00	0.00	59.59
FP Mailing Solutions	118.89	0.00	0.00	0.00	0.00	118.89
Geo-Tourism Specialties	42.97	0.00	0.00	0.00	0.00	42.97
Google LLC	162.00	0.00	0.00	0.00	0.00	162.00
Great Basin Window Cleaning	425.00	0.00	0.00	0.00	0.00	425.00
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
Jeffrey Hentz	400.00	0.00	0.00	0.00	0.00	400.00
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
JVP Communications, LLC	990.00	0.00	0.00	0.00	0.00	990.00
Keith Design Group	2,925.00	0.00	0.00	0.00	0.00	2,925.00
Kym Fabel	71.00	0.00	0.00	0.00	0.00	71.00
Liz Bowling	307.00	0.00	0.00	0.00	0.00	307.00
Mountain Area Preservation	375.00	0.00	0.00	0.00	0.00	375.00
Office Boss	17.31	0.00	0.00	0.00	0.00	17.31
Porter Simon*	340.00	0.00	0.00	0.00	0.00	340.00
Sarah Winters	90.92	0.00	0.00	0.00	0.00	90.92
Southwest Gas Corporation*	29.76	0.00	0.00	0.00	0.00	29.76
Swigard's True Value Hardware, Inc.*	7.50	0.00	0.00	0.00	0.00	7.50
Tahoe Truckee Sierra Disposal*	236.67	0.00	0.00	0.00	0.00	236.67
The Abbi Agency, Inc.	7,664.50	0.00	0.00	0.00	0.00	7,664.50
The Paper Trail*	0.00	660.00	0.00	0.00	0.00	660.00
Van Siclen, DeWitt	214.37	0.00	0.00	0.00	0.00	214.37
Wells Fargo Financial Leasing	365.37	0.00	0.00	0.00	0.00	365.37
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	78.00	78.00
YIG Administration	108.25	0.00	0.00	0.00	0.00	108.25
<b>TOTAL</b>	<b><u>25,477.81</u></b>	<b><u>1,126.70</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>78.00</u></b>	<b><u>26,682.51</u></b>

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

Accrual Basis

All Departments

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	156,831	282,525	(125,693)	3,519,832	3,914,430	(394,598)	3,914,430
4200-00 · Membership Dues Revenue	11,342	10,833	509	134,937	130,000	4,937	130,000
<b>4250-00 · Revenues-Membership Activities</b>							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	17,000	(17,000)	17,000
4250-05 · Sponsorships	0	0	0	0	17,000	(17,000)	17,000
4250-01 · Community Awards - Other	0	0	0	0	16,000	(16,000)	16,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	2,500	(2,500)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
<b>4251-00 · Tues AM Breakfast Club</b>							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	0	636	(636)	4,380	7,000	(2,620)	7,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>636</b>	<b>(636)</b>	<b>7,705</b>	<b>10,000</b>	<b>(2,295)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	435	200	235	8,541	4,000	4,541	4,000
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>435</b>	<b>836</b>	<b>(401)</b>	<b>16,246</b>	<b>69,200</b>	<b>(52,954)</b>	<b>69,200</b>
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
4350-00 · Special Events (Marketing)	88,889	0	88,889	88,889	0	88,889	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	10,138	0	10,138	0
4600-00 · Commissions - Other	(11,676)	0	(11,676)	22,645	28,276	(5,631)	28,276
<b>Total 4600-00 · Commissions</b>	<b>(11,676)</b>	<b>0</b>	<b>(11,676)</b>	<b>32,783</b>	<b>28,276</b>	<b>4,507</b>	<b>28,276</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	400	(400)	9,867	4,800	5,067	4,800
4504-00 · Retail Revenue - Other	6,256	0	6,256	15,240	0	15,240	0
46000 · Merchandise Sales - Other	3,714	12,000	(8,286)	77,460	108,100	(30,640)	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>9,971</b>	<b>12,400</b>	<b>(2,429)</b>	<b>102,567</b>	<b>112,900</b>	<b>(10,333)</b>	<b>112,900</b>
<b>Total Income</b>	<b>255,793</b>	<b>306,594</b>	<b>(50,802)</b>	<b>3,896,254</b>	<b>4,254,806</b>	<b>(358,552)</b>	<b>4,254,806</b>
<b>Gross Profit</b>	<b>255,793</b>	<b>306,594</b>	<b>(50,802)</b>	<b>3,896,254</b>	<b>4,254,806</b>	<b>(358,552)</b>	<b>4,254,806</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(2,151)	800	(2,951)	13,174	9,600	3,574	9,600
5020-00 · P/R - Tax Expense	5,165	4,816	348	70,018	84,163	(14,145)	84,163
5030-00 · P/R - Health Insurance Expense	9,846	11,868	(2,022)	125,091	142,416	(17,325)	142,416
5040-00 · P/R - Workmans Comp	884	1,239	(355)	8,455	13,981	(5,526)	13,981
5060-00 · 401 (k)	2,306	3,606	(1,300)	30,939	41,981	(11,042)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	960	(960)	960
5070-00 · Other Benefits and Expenses	864	493	371	4,686	5,040	(354)	5,040
5000-00 · Salaries & Wages - Other	113,868	64,142	49,726	910,904	1,023,304	(112,400)	1,023,304
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>130,783</b>	<b>87,045</b>	<b>43,737</b>	<b>1,163,267</b>	<b>1,321,445</b>	<b>(158,178)</b>	<b>1,321,445</b>
5100-00 · Rent							
5110-00 · Utilities	616	1,127	(510)	10,035	12,899	(2,864)	12,899
5140-00 · Repairs & Maintenance	87	2,464	(2,377)	7,185	21,938	(14,753)	21,938
5150-00 · Office - Cleaning	1,050	2,392	(1,342)	10,240	10,362	(122)	10,362
5100-00 · Rent - Other	13,330	11,122	2,208	157,324	151,529	5,795	151,529
<b>Total 5100-00 · Rent</b>	<b>15,083</b>	<b>17,105</b>	<b>(2,022)</b>	<b>184,784</b>	<b>196,728</b>	<b>(11,944)</b>	<b>196,728</b>
5310-00 · Telephone							
5320-00 · Telephone	2,170	1,842	328	24,219	24,134	85	24,134
<b>Total 5310-00 · Telephone</b>	<b>2,170</b>	<b>1,842</b>	<b>328</b>	<b>24,219</b>	<b>24,134</b>	<b>85</b>	<b>24,134</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	21	0	21	21	0	21	0
5420-00 · Mail - USPS - Other	0	213	(213)	1,957	2,578	(621)	2,578
<b>Total 5420-00 · Mail - USPS</b>	<b>21</b>	<b>213</b>	<b>(193)</b>	<b>1,978</b>	<b>2,578</b>	<b>(600)</b>	<b>2,578</b>
5510-00 · Insurance/Bonding	269	795	(526)	10,480	9,604	876	9,604
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	423	(423)	855	10,442	(9,587)	10,442
5520-00 · Supplies - Other	1,358	7,958	(6,600)	32,921	36,248	(3,327)	36,248
<b>Total 5520-00 · Supplies</b>	<b>1,358</b>	<b>8,381</b>	<b>(7,023)</b>	<b>33,777</b>	<b>46,690</b>	<b>(12,913)</b>	<b>46,690</b>
5610-00 · Depreciation	110	40	70	1,407	1,656	(249)	1,656
5700-00 · Equipment Support & Maintenance	2,844	2,476	368	25,203	29,952	(4,749)	29,952
5710-00 · Taxes, Licenses & Fees	967	1,062	(94)	11,488	12,895	(1,407)	12,895
5740-00 · Equipment Rental/Leasing	484	1,241	(756)	10,142	15,104	(4,961)	15,104
5800-00 · Training Seminars	0	1,421	(1,421)	4,513	12,835	(8,323)	12,835
5850-00 · Artist of Month - Commissions	0	360	(360)	9,927	4,320	5,607	4,320
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	340	1,025	(685)	5,060	9,000	(3,940)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,825	24,900	(3,075)	24,900
5921-00 · Professional Fees - Other	0	20,983	(20,983)	91,498	100,800	(9,302)	100,800

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

Accrual Basis

All Departments

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Total 5900-00 · Professional Fees</b>	340	22,008	(21,668)	118,383	134,700	(16,317)	134,700
5941-00 · Research & Planning	0	1,800	(1,800)	0	21,600	(21,600)	21,600
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	12,250	10,000	2,250	30,704	50,000	(19,296)	50,000
6018-00 · Business Assoc. Grants	20,000	0	20,000	20,000	30,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	32,250	10,000	22,250	50,704	80,000	(29,296)	80,000
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	88,889	0	88,889	123,558	37,495	86,063	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	400	(400)	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	7,000	(7,000)	0	37,500	(37,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	21,120	21,900	(780)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	10,078	75,000	(64,922)	75,000
6420-01 · Sponsorships - Other	(5,000)	0	(5,000)	0	0	0	0
<b>Total 6420-01 · Sponsorships</b>	83,889	7,400	76,489	414,774	477,695	(62,921)	477,695
6421-00 · New Event Development	16,000	2,500	13,500	16,000	30,000	(14,000)	30,000
6424-00 · Event Operation Expenses	0	663	(663)	1,617	8,000	(6,383)	8,000
<b>Total 6420-00 · Events</b>	99,889	10,563	89,326	432,391	515,695	(83,304)	515,695
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	0	0	0	1,222	27,500	(26,278)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	1,500	(1,500)	633	5,000	(4,367)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	546	(546)	2,724	6,000	(3,276)	6,000
6442-00 · Public Relations/Website	477	417	60	5,502	5,000	502	5,000
6423-00 · Membership Activities - Other	295	550	(255)	2,189	8,500	(6,311)	8,500
<b>Total 6423-00 · Membership Activities</b>	772	3,012	(2,241)	12,270	52,000	(39,730)	52,000
6730-00 · Marketing Cooperative/Media	81,918	81,918	0	1,503,362	1,503,362	0	1,503,362
6740-00 · Media/Collateral/Production	0	1,500	(1,500)	413	3,000	(2,587)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	380	2,500	(2,120)	10,384	27,910	(17,526)	27,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	0	0	10,557	20,000	(9,443)	20,000
6743-03 · Touch Lake Tahoe	0	3,000	(3,000)	19,788	20,000	(212)	20,000
6743-04 · High Notes	0	10,000	(10,000)	0	20,000	(20,000)	20,000
6743-05 · Peak Your Adventure	0	15,365	(15,365)	(1,000)	20,000	(21,000)	20,000
6743-06 · Regional Reopening	41,433	0	41,433	41,433	0	41,433	0
<b>Total 6743-00 · BACC Marketing Programs</b>	41,433	28,365	13,068	70,777	80,000	(9,223)	80,000
7500-00 · Trade Shows/Travel	0	0	0	3,476	3,000	476	3,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	891	100	791	3,295	1,190	2,105	1,190
52500 · Purchase Discounts	0	0	0	(101)	0	(101)	0
59900 · POS Inventory Adjustments	263	0	263	614	0	614	0
8100-01 · CGS - Other	11,092	0	11,092	19,745	0	19,745	0
8100-00 · Cost of Goods Sold - Other	1,870	6,000	(4,130)	41,268	54,050	(12,782)	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	14,115	6,100	8,015	64,822	55,240	9,582	55,240
8200-00 · Associate Relations	57	628	(571)	1,099	7,756	(6,657)	7,756
8300-00 · Board Functions	1,710	150	1,560	23,342	5,950	17,392	5,950
8500-00 · Credit Card Fees	248	616	(368)	5,104	7,454	(2,350)	7,454
8600-00 · Additional Opportunit	47,456	3,500	43,956	68,472	32,091	36,381	32,091
8700-00 · Automobile Expenses	123	493	(369)	2,499	6,285	(3,786)	6,285
8750-00 · Meals/Meetings	0	461	(461)	1,369	5,534	(4,165)	5,534
8810-00 · Dues & Subscriptions	470	616	(146)	9,094	7,490	1,604	7,490
8910-00 · Travel	0	0	0	0	7,800	(7,800)	7,800
8920-00 · Bad Debt	22,263	0	22,263	25,697	0	25,697	0
<b>Total Expense</b>	497,511	296,210	201,301	3,884,846	4,234,808	(349,962)	4,234,808
<b>Net Ordinary Income</b>	(241,719)	10,384	(252,103)	11,408	19,998	(8,590)	19,998
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	17	0	17	258	0	258	0
<b>Total Other Income</b>	17	0	17	258	0	258	0
<b>Other Expense</b>							
8990-00 · Allocated	0	1	(1)	0	(1)	1	(1)
<b>Total Other Expense</b>	0	1	(1)	0	(1)	1	(1)
<b>Net Other Income</b>	17	(1)	18	258	1	257	1
<b>Net Income</b>	(241,702)	10,383	(252,085)	11,665	19,999	(8,334)	19,999

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

Accrual Basis

July 2019 through June 2020

	Jul '19 - Jun 20	Jul '18 - Jun 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	3,519,832	3,681,266	-161,434	-4%
4200-00 · Membership Dues Revenue	134,937	138,421	-3,484	-3%
4205-00 · Conference Dues	0	6,829	-6,829	-100%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	0	12,586	-12,586	-100%
4250-05 · Sponsorships	0	17,165	-17,165	-100%
4250-01 · Community Awards - Other	0	14,646	-14,646	-100%
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>44,397</b>	<b>-44,397</b>	<b>-100%</b>
4250-02 · Chamber Events	0	2,892	-2,892	-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	2,500	825	33%
4251-00 · Tues AM Breakfast Club - Other	4,380	6,087	-1,707	-28%
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>7,705</b>	<b>8,587</b>	<b>-882</b>	<b>-10%</b>
4250-00 · Revenues-Membership Activities - Other	8,541	4,793	3,748	78%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>16,246</b>	<b>63,292</b>	<b>-47,046</b>	<b>-74%</b>
4252-00 · Sponsorships	0	600	-600	-100%
4253-00 · Revenue- Other	1,000	6	994	16,567%
4350-00 · Special Events (Marketing)	88,889	82,598	6,292	8%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	10,138	22,859	-12,721	-56%
4600-00 · Commissions - Other	22,645	49,615	-26,970	-54%
<b>Total 4600-00 · Commissions</b>	<b>32,783</b>	<b>72,474</b>	<b>-39,691</b>	<b>-55%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	9,867	3,212	6,655	207%
4504-00 · Retail Revenue - Other	15,240	0	15,240	100%
46000 · Merchandise Sales - Other	77,460	107,672	-30,212	-28%
<b>Total 46000 · Merchandise Sales</b>	<b>102,567</b>	<b>110,884</b>	<b>-8,317</b>	<b>-8%</b>
4720-00 · Miscellaneous	0	5,822	-5,822	-100%
<b>Total Income</b>	<b>3,896,254</b>	<b>4,162,191</b>	<b>-265,937</b>	<b>-6%</b>
<b>Cost of Goods Sold</b>				
52900 · Purchases - Resale Items	0	0	0	0%
<b>Total COGS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Gross Profit</b>	<b>3,896,254</b>	<b>4,162,191</b>	<b>-265,937</b>	<b>-6%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	13,174	19,878	-6,704	-34%
5020-00 · P/R - Tax Expense	70,018	76,828	-6,810	-9%
5030-00 · P/R - Health Insurance Expense	125,091	120,087	5,004	4%
5040-00 · P/R - Workmans Comp	8,455	7,908	547	7%
5060-00 · 401 (k)	30,939	34,677	-3,737	-11%
5070-00 · Other Benefits and Expenses	4,686	3,864	822	21%
5000-00 · Salaries & Wages - Other	910,904	1,009,329	-98,425	-10%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>1,163,267</b>	<b>1,272,570</b>	<b>-109,303</b>	<b>-9%</b>
5100-00 · Rent				
5110-00 · Utilities	10,035	11,649	-1,614	-14%
5140-00 · Repairs & Maintenance	7,185	14,222	-7,037	-50%
5150-00 · Office - Cleaning	10,240	7,570	2,670	35%
5100-00 · Rent - Other	157,324	153,525	3,799	3%
<b>Total 5100-00 · Rent</b>	<b>184,784</b>	<b>186,966</b>	<b>-2,182</b>	<b>-1%</b>
5310-00 · Telephone				
5320-00 · Telephone	24,219	26,595	-2,376	-9%
5350-00 · Internet	0	25	-25	-100%
<b>Total 5310-00 · Telephone</b>	<b>24,219</b>	<b>26,620</b>	<b>-2,401</b>	<b>-9%</b>
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	21	84	-63	-76%



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

Accrual Basis

July 2019 through June 2020

	Jul '19 - Jun 20	Jul '18 - Jun 19	\$ Change	% Change
5420-00 · Mail - USPS - Other	1,957	2,360	-403	-17%
<b>Total 5420-00 · Mail - USPS</b>	<b>1,978</b>	<b>2,444</b>	<b>-466</b>	<b>-19%</b>
5510-00 · Insurance/Bonding	10,480	10,838	-358	-3%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	855	7,013	-6,158	-88%
5520-00 · Supplies - Other	32,921	21,956	10,966	50%
<b>Total 5520-00 · Supplies</b>	<b>33,777</b>	<b>28,969</b>	<b>4,808</b>	<b>17%</b>
5610-00 · Depreciation	1,407	1,633	-226	-14%
5700-00 · Equipment Support & Maintenance	25,203	3,471	21,732	626%
5710-00 · Taxes, Licenses & Fees	11,488	10,850	638	6%
5740-00 · Equipment Rental/Leasing	10,142	15,118	-4,976	-33%
5800-00 · Training Seminars	4,513	9,748	-5,235	-54%
5850-00 · Artist of Month - Commissions	9,927	2,769	7,159	259%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	5,060	2,600	2,460	95%
5920-00 · Professional Fees - Accountant	21,825	24,250	-2,425	-10%
5921-00 · Professional Fees - Other	91,498	70,230	21,268	30%
<b>Total 5900-00 · Professional Fees</b>	<b>118,383</b>	<b>97,080</b>	<b>21,303</b>	<b>22%</b>
5941-00 · Research & Planning	0	19,080	-19,080	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	30,704	50,500	-19,796	-39%
6018-00 · Business Assoc. Grants	20,000	30,000	-10,000	-33%
<b>Total 6020-00 · Programs</b>	<b>50,704</b>	<b>80,500</b>	<b>-29,796</b>	<b>-37%</b>
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	123,558	116,875	6,682	6%
6421-01 · 4th of July Fireworks	0	20,085	-20,085	-100%
6421-04 · Broken Arrow Skyrace	0	27,500	-27,500	-100%
6421-05 · No Barriers	0	13,779	-13,779	-100%
6421-06 · Spartan	254,019	254,353	-335	-0%
6421-07 · Tahoe Lacrosse Tournament	6,000	5,000	1,000	20%
6421-08 · Tough Mudder	0	0	0	0%
6421-09 · Wanderlust	0	38,816	-38,816	-100%
6421-10 · WinterWonderGrass - Tahoe	21,120	19,447	1,673	9%
6421-13 · Big Blue Adventure	0	0	0	0%
6421-16 · Mountain Travel Symposium	10,078	5,625	4,453	79%
6420-01 · Sponsorships - Other	0	0	0	0%
<b>Total 6420-01 · Sponsorships</b>	<b>414,774</b>	<b>501,482</b>	<b>-86,708</b>	<b>-17%</b>
6421-00 · New Event Development	16,000	85,591	-69,591	-81%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,617	8,530	-6,913	-81%
<b>Total 6420-00 · Events</b>	<b>432,391</b>	<b>595,603</b>	<b>-163,212</b>	<b>-27%</b>
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,222	27,155	-25,933	-96%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,492	-2,859	-82%
6437-00 · Tuesday Morning Breakfast Club	2,724	5,436	-2,712	-50%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	5,502	14,275	-8,773	-62%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	2,189	16,266	-14,077	-87%
<b>Total 6423-00 · Membership Activities</b>	<b>12,270</b>	<b>66,685</b>	<b>-54,415</b>	<b>-82%</b>
6730-00 · Marketing Cooperative/Media	1,503,362	1,459,827	43,535	3%
6740-00 · Media/Collateral/Production	413	1,278	-864	-68%
6742-00 · Non-NLT Co-Op Marketing Program	10,384	25,509	-15,126	-59%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	10,557	11,308	-752	-7%
6743-03 · Touch Lake Tahoe	19,788	17,000	2,788	16%
6743-04 · High Notes	0	20,545	-20,545	-100%
6743-05 · Peak Your Adventure	-1,000	20,970	-21,970	-105%
6743-06 · Regional Reopening	41,433	0	41,433	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>70,777</b>	<b>69,823</b>	<b>954</b>	<b>1%</b>
7500-00 · Trade Shows/Travel	3,476	372	3,104	834%

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

Accrual Basis

July 2019 through June 2020

	Jul '19 - Jun 20	Jul '18 - Jun 19	\$ Change	% Change
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	3,295	1,316	1,980	151%
52500 · Purchase Discounts	-101	-40	-60	-149%
59900 · POS Inventory Adjustments	614	12	602	5,151%
8100-01 · CGS - Other	19,745	0	19,745	100%
8100-00 · Cost of Goods Sold - Other	41,268	59,984	-18,715	-31%
<b>Total 8100-00 · Cost of Goods Sold</b>	64,822	61,271	3,552	6%
<b>8200-00 · Associate Relations</b>	1,099	3,880	-2,781	-72%
<b>8300-00 · Board Functions</b>	23,342	18,433	4,910	27%
<b>8500-00 · Credit Card Fees</b>	5,104	7,874	-2,770	-35%
<b>8600-00 · Additional Opportunitites</b>	68,472	51,500	16,973	33%
<b>8700-00 · Automobile Expenses</b>	2,499	5,446	-2,946	-54%
<b>8750-00 · Meals/Meetings</b>	1,369	4,372	-3,003	-69%
<b>8810-00 · Dues &amp; Subscriptions</b>	9,094	7,436	1,659	22%
<b>8910-00 · Travel</b>	0	4,820	-4,820	-100%
<b>8920-00 · Bad Debt</b>	25,697	15,022	10,675	71%
<b>Total Expense</b>	3,884,846	4,167,805	-282,959	-7%
<b>Net Ordinary Income</b>	11,408	-5,614	17,022	303%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	258	276	-19	-7%
<b>Total Other Income</b>	258	276	-19	-7%
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	0	0	0	0%
<b>Net Other Income</b>	258	276	-19	-7%
<b>Net Income</b>	<b>11,665</b>	<b>-5,338</b>	<b>17,003</b>	<b>319%</b>

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

Accrual Basis

**11 - Marketing**

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	171,141	165,294	5,847	2,735,944	2,999,007	(263,062)	2,999,007
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
4350-00 · Special Events (Marketing)	88,889	0	88,889	88,889	0	88,889	0
<b>Total Income</b>	<b>260,030</b>	<b>165,294</b>	<b>94,736</b>	<b>2,825,833</b>	<b>2,999,007</b>	<b>(173,173)</b>	<b>2,999,007</b>
<b>Gross Profit</b>	<b>260,030</b>	<b>165,294</b>	<b>94,736</b>	<b>2,825,833</b>	<b>2,999,007</b>	<b>(173,173)</b>	<b>2,999,007</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	1,499	(874)	2,373	21,380	21,537	(158)	21,537
5030-00 · P/R - Health Insurance Expense	3,422	3,667	(245)	50,494	44,004	6,490	44,004
5040-00 · P/R - Workmans Comp	188	178	10	1,674	2,139	(465)	2,139
5060-00 · 401 (k)	880	1,019	(138)	10,288	12,224	(1,936)	12,224
5070-00 · Other Benefits and Expenses	104	160	(56)	1,753	1,920	(167)	1,920
5000-00 · Salaries & Wages - Other	30,974	25,467	5,507	285,839	305,604	(19,765)	305,604
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>38,443</b>	<b>30,992</b>	<b>7,451</b>	<b>387,928</b>	<b>403,929</b>	<b>(16,000)</b>	<b>403,929</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	101	200	(99)	1,829	2,001	(172)	2,001
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	461	4,367	(3,906)	4,367
5150-00 · Office - Cleaning	312	500	(188)	3,525	2,866	659	2,866
5100-00 · Rent - Other	2,478	0	2,478	29,307	24,200	5,107	24,200
<b>Total 5100-00 · Rent</b>	<b>2,890</b>	<b>1,700</b>	<b>1,190</b>	<b>35,123</b>	<b>33,434</b>	<b>1,689</b>	<b>33,434</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	621	400	221	6,823	6,600	223	6,600
<b>Total 5310-00 · Telephone</b>	<b>621</b>	<b>400</b>	<b>221</b>	<b>6,823</b>	<b>6,600</b>	<b>223</b>	<b>6,600</b>
5420-00 · Mail - USPS	0	50	(50)	560	600	(40)	600
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,700	(3,700)	3,700
5520-00 · Supplies - Other	209	250	(41)	1,533	4,750	(3,217)	4,750
<b>Total 5520-00 · Supplies</b>	<b>209</b>	<b>350</b>	<b>(141)</b>	<b>1,533</b>	<b>8,450</b>	<b>(6,917)</b>	<b>8,450</b>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	1,440	(1,440)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	60	0
5740-00 · Equipment Rental/Leasing	132	315	(183)	2,021	3,780	(1,759)	3,780
5800-00 · Training Seminars	0	0	0	4,424	4,785	(362)	4,785
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	0	400	(400)	0	1,500	(1,500)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	4,800	(4,800)	4,800
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>800</b>	<b>(800)</b>	<b>0</b>	<b>6,300</b>	<b>(6,300)</b>	<b>6,300</b>
5941-00 · Research & Planning	0	1,500	(1,500)	0	18,000	(18,000)	18,000
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	12,250	10,000	2,250	30,704	50,000	(19,296)	50,000
6018-00 · Business Assoc. Grants	20,000	0	20,000	20,000	30,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	<b>32,250</b>	<b>10,000</b>	<b>22,250</b>	<b>50,704</b>	<b>80,000</b>	<b>(29,296)</b>	<b>80,000</b>
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6023-00 · Autumn Food & Wine	88,889	0	88,889	123,558	37,495	86,063	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	400	(400)	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	7,000	(7,000)	0	37,500	(37,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	21,120	21,900	(780)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	10,078	75,000	(64,922)	75,000
6420-01 · Sponsorships - Other	(5,000)	0	(5,000)	0	0	0	0
<b>Total 6420-01 · Sponsorships</b>	<b>83,889</b>	<b>7,400</b>	<b>76,489</b>	<b>414,774</b>	<b>477,695</b>	<b>(62,921)</b>	<b>477,695</b>
6421-00 · New Event Development	16,000	2,500	13,500	16,000	30,000	(14,000)	30,000
6424-00 · Event Operation Expenses	0	663	(663)	1,617	8,000	(6,383)	8,000
<b>Total 6420-00 · Events</b>	<b>99,889</b>	<b>10,563</b>	<b>89,326</b>	<b>432,391</b>	<b>515,695</b>	<b>(83,304)</b>	<b>515,695</b>
6730-00 · Marketing Cooperative/Media	71,342	71,342	0	1,376,446	1,376,446	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	180	1,500	(1,320)	5,233	15,910	(10,677)	15,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	0	0	10,557	20,000	(9,443)	20,000
6743-03 · Touch Lake Tahoe	0	3,000	(3,000)	19,788	20,000	(212)	20,000
6743-04 · High Notes	0	10,000	(10,000)	0	20,000	(20,000)	20,000
6743-05 · Peak Your Adventure	0	15,365	(15,365)	(1,000)	20,000	(21,000)	20,000
6743-06 · Regional Reopening	41,433	0	41,433	41,433	0	41,433	0
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>41,433</b>	<b>28,365</b>	<b>13,068</b>	<b>70,777</b>	<b>80,000</b>	<b>(9,223)</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0			1,525			
8200-00 · Associate Relations	0	120	(120)	191	1,660	(1,470)	1,660

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

Accrual Basis

**11 - Marketing**

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
8500-00 · Credit Card Fees	0	0	0	50	0	50	0
8600-00 · Additional Opportunit	46,806	3,000	43,806	67,172	26,091	41,081	26,091
8700-00 · Automobile Expenses	13	130	(117)	1,213	1,560	(347)	1,560
8750-00 · Meals/Meetings	0	163	(163)	252	1,950	(1,698)	1,950
8810-00 · Dues & Subscriptions	126	250	(124)	1,445	3,000	(1,555)	3,000
8910-00 · Travel	0	0	0	0	6,300	(6,300)	6,300
<b>Total Expense</b>	<b>334,334</b>	<b>161,660</b>	<b>172,674</b>	<b>2,445,870</b>	<b>2,595,931</b>	<b>(150,060)</b>	<b>2,595,931</b>
<b>Net Ordinary Income</b>	<b>(74,303)</b>	<b>3,634</b>	<b>(77,938)</b>	<b>379,963</b>	<b>403,076</b>	<b>(23,113)</b>	<b>403,076</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	17	0	17	258	0	258	0
<b>Total Other Income</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>258</b>	<b>0</b>	<b>258</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	41,049	(8,470)	49,519	380,221	403,076	(22,855)	403,076
<b>Total Other Expense</b>	<b>41,049</b>	<b>(8,470)</b>	<b>49,519</b>	<b>380,221</b>	<b>403,076</b>	<b>(22,855)</b>	<b>403,076</b>
<b>Net Other Income</b>	<b>(41,033)</b>	<b>8,470</b>	<b>(49,503)</b>	<b>(379,963)</b>	<b>(403,076)</b>	<b>23,113</b>	<b>(403,076)</b>
<b>Net Income</b>	<b>(115,336)</b>	<b>12,104</b>	<b>(127,440)</b>	<b>(0)</b>	<b>0</b>	<b>(0)</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	(56,938)	34,227	(91,165)	292,088	383,252	(91,164)	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	10,138	0	10,138	0
4600-00 · Commissions - Other	(11,676)	0	(11,676)	22,645	28,276	(5,631)	28,276
<b>Total 4600-00 · Commissions</b>	<b>(11,676)</b>	<b>0</b>	<b>(11,676)</b>	<b>32,783</b>	<b>28,276</b>	<b>4,507</b>	<b>28,276</b>
<b>Total Income</b>	<b>(68,614)</b>	<b>34,227</b>	<b>(102,841)</b>	<b>324,871</b>	<b>411,528</b>	<b>(86,657)</b>	<b>411,528</b>
<b>Gross Profit</b>	<b>(68,614)</b>	<b>34,227</b>	<b>(102,841)</b>	<b>324,871</b>	<b>411,528</b>	<b>(86,657)</b>	<b>411,528</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(2,151)	800	(2,951)	13,174	9,600	3,574	9,600
5020-00 · P/R - Tax Expense	521	1,064	(543)	7,418	12,764	(5,347)	12,764
5030-00 · P/R - Health Insurance Expense	1,204	1,754	(550)	22,868	21,048	1,820	21,048
5040-00 · P/R - Workmans Comp	52	88	(35)	680	1,051	(371)	1,051
5060-00 · 401 (k)	285	501	(215)	3,604	6,007	(2,403)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	960	(960)	960
5070-00 · Other Benefits and Expenses	8	0	8	314	0	314	0
5000-00 · Salaries & Wages - Other	9,084	12,514	(3,430)	84,563	150,168	(65,605)	150,168
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>9,003</b>	<b>16,800</b>	<b>(7,797)</b>	<b>132,620</b>	<b>201,598</b>	<b>(68,978)</b>	<b>201,598</b>
5100-00 · Rent							
5110-00 · Utilities	49	66	(17)	892	792	100	792
5140-00 · Repairs & Maintenance	0	45	(45)	225	540	(315)	540
5150-00 · Office - Cleaning	152	94	58	1,720	1,128	592	1,128
5100-00 · Rent - Other	1,163	1,025	138	13,752	12,300	1,452	12,300
<b>Total 5100-00 · Rent</b>	<b>1,365</b>	<b>1,230</b>	<b>135</b>	<b>16,589</b>	<b>14,760</b>	<b>1,829</b>	<b>14,760</b>
5310-00 · Telephone							
5320-00 · Telephone	278	300	(22)	3,272	3,600	(328)	3,600
<b>Total 5310-00 · Telephone</b>	<b>278</b>	<b>300</b>	<b>(22)</b>	<b>3,272</b>	<b>3,600</b>	<b>(328)</b>	<b>3,600</b>
5420-00 · Mail - USPS	0	15	(15)	217	180	37	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	372	(372)	372
5520-00 · Supplies - Other	76	0	76	473	594	(121)	594
<b>Total 5520-00 · Supplies</b>	<b>76</b>	<b>31</b>	<b>45</b>	<b>473</b>	<b>966</b>	<b>(493)</b>	<b>966</b>
5700-00 · Equipment Support & Maintenance	0	0	0	0	240	(240)	240
5710-00 · Taxes, Licenses & Fees	90	0	90	121	0	121	0
5740-00 · Equipment Rental/Leasing	60	125	(65)	897	1,496	(598)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	126,916	126,916	0	126,916
8200-00 · Associate Relations	0	80	(80)	54	960	(906)	960
8500-00 · Credit Card Fees	(90)	0	(90)	0	0	0	0
8810-00 · Dues & Subscriptions	0	20	(20)	4	240	(236)	240
<b>Total Expense</b>	<b>21,357</b>	<b>29,177</b>	<b>(7,819)</b>	<b>281,163</b>	<b>350,956</b>	<b>(69,793)</b>	<b>350,956</b>
<b>Net Ordinary Income</b>	<b>(89,971)</b>	<b>5,050</b>	<b>(95,021)</b>	<b>43,708</b>	<b>60,572</b>	<b>(16,864)</b>	<b>60,572</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(2,049)	5,050	(7,099)	43,708	60,572	(16,864)	60,572
<b>Total Other Expense</b>	<b>(2,049)</b>	<b>5,050</b>	<b>(7,099)</b>	<b>43,708</b>	<b>60,572</b>	<b>(16,864)</b>	<b>60,572</b>
<b>Net Other Income</b>	<b>2,049</b>	<b>(5,050)</b>	<b>7,099</b>	<b>(43,708)</b>	<b>(60,572)</b>	<b>16,864</b>	<b>(60,572)</b>
<b>Net Income</b>	<b>(87,922)</b>	<b>0</b>	<b>(87,922)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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

### 42 - Visitor Center

Accrual Basis

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	(5,857)	36,312	(42,169)	356,140	398,306	(42,166)	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	400	(400)	9,867	4,800	5,067	4,800
4504-00 · Retail Revenue - Other	6,256	0	6,256	15,240	0	15,240	0
46000 · Merchandise Sales - Other	3,714	12,000	(8,286)	77,460	108,100	(30,640)	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>9,971</b>	<b>12,400</b>	<b>(2,429)</b>	<b>102,567</b>	<b>112,900</b>	<b>(10,333)</b>	<b>112,900</b>
<b>Total Income</b>	<b>4,114</b>	<b>48,712</b>	<b>(44,598)</b>	<b>458,707</b>	<b>511,206</b>	<b>(52,499)</b>	<b>511,206</b>
<b>Gross Profit</b>	<b>4,114</b>	<b>48,712</b>	<b>(44,598)</b>	<b>458,707</b>	<b>511,206</b>	<b>(52,499)</b>	<b>511,206</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	932	1,818	(886)	14,107	17,362	(3,255)	17,362
5030-00 · P/R - Health Insurance Expense	1,259	2,225	(966)	20,536	26,700	(6,164)	26,700
5040-00 · P/R - Workmans Comp	409	720	(311)	5,228	7,856	(2,628)	7,856
5060-00 · 401 (k)	462	640	(178)	5,632	6,984	(1,352)	6,984
5070-00 · Other Benefits and Expenses	168	80	88	1,020	960	60	960
5000-00 · Salaries & Wages - Other	22,661	16,000	6,661	170,000	174,600	(4,600)	174,600
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>25,891</b>	<b>21,483</b>	<b>4,408</b>	<b>216,523</b>	<b>234,462</b>	<b>(17,939)</b>	<b>234,462</b>
5100-00 · Rent							
5110-00 · Utilities	356	650	(294)	5,313	7,600	(2,288)	7,600
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	2,303	12,000	(9,698)	12,000
5150-00 · Office - Cleaning	243	1,500	(1,257)	1,136	2,500	(1,364)	2,500
5100-00 · Rent - Other	6,631	6,900	(269)	78,271	78,800	(529)	78,800
<b>Total 5100-00 · Rent</b>	<b>7,230</b>	<b>10,050</b>	<b>(2,820)</b>	<b>87,023</b>	<b>100,900</b>	<b>(13,877)</b>	<b>100,900</b>
5310-00 · Telephone							
5320-00 · Telephone	212	242	(30)	2,709	2,904	(195)	2,904
<b>Total 5310-00 · Telephone</b>	<b>212</b>	<b>242</b>	<b>(30)</b>	<b>2,709</b>	<b>2,904</b>	<b>(195)</b>	<b>2,904</b>
5420-00 · Mail - USPS	0	50	(50)	152	600	(448)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	0	1,310	(1,310)	1,310
5520-00 · Supplies - Other	584	0	584	5,433	4,894	539	4,894
<b>Total 5520-00 · Supplies</b>	<b>584</b>	<b>0</b>	<b>584</b>	<b>5,433</b>	<b>6,204</b>	<b>(771)</b>	<b>6,204</b>
5610-00 · Depreciation	110	0	110	1,407	1,180	227	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	41	1,200	(1,159)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	21	155	(134)	155
5740-00 · Equipment Rental/Leasing	87	235	(148)	1,523	2,820	(1,297)	2,820
5800-00 · Training Seminars	0	1,000	(1,000)	0	3,000	(3,000)	3,000
5850-00 · Artist of Month - Commissions	0	360	(360)	9,927	4,320	5,607	4,320
6740-00 · Media/Collateral/Production	0	1,500	(1,500)	413	3,000	(2,587)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	2,430	12,000	(9,570)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	891	100	791	3,295	1,190	2,105	1,190
52500 · Purchase Discounts	0	0	0	(101)	0	(101)	0
59900 · POS Inventory Adjustments	263	0	263	614	0	614	0
8100-01 · CGS - Other	11,092	0	11,092	19,745	0	19,745	0
8100-00 · Cost of Goods Sold - Other	1,870	6,000	(4,130)	41,268	54,050	(12,782)	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>14,115</b>	<b>6,100</b>	<b>8,015</b>	<b>64,822</b>	<b>55,240</b>	<b>9,582</b>	<b>55,240</b>
8200-00 · Associate Relations	57	58	(1)	233	696	(463)	696
8500-00 · Credit Card Fees	268	434	(166)	3,495	3,954	(459)	3,954
8700-00 · Automobile Expenses	46	50	(4)	524	950	(426)	950
8750-00 · Meals/Meetings	0	65	(65)	214	780	(566)	780
8810-00 · Dues & Subscriptions	0	0	0	55	100	(45)	100
8910-00 · Travel	0	0	0	0	1,500	(1,500)	1,500
8920-00 · Bad Debt	50			50			
<b>Total Expense</b>	<b>48,849</b>	<b>42,727</b>	<b>6,122</b>	<b>396,993</b>	<b>435,965</b>	<b>(38,972)</b>	<b>435,965</b>
<b>Net Ordinary Income</b>	<b>(44,735)</b>	<b>5,985</b>	<b>(50,720)</b>	<b>61,714</b>	<b>75,241</b>	<b>(13,527)</b>	<b>75,241</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,635	5,984	(1,349)	61,714	75,243	(13,529)	75,243
<b>Total Other Expense</b>	<b>4,635</b>	<b>5,984</b>	<b>(1,349)</b>	<b>61,714</b>	<b>75,243</b>	<b>(13,529)</b>	<b>75,243</b>
<b>Net Other Income</b>	<b>(4,635)</b>	<b>(5,984)</b>	<b>1,349</b>	<b>(61,714)</b>	<b>(75,243)</b>	<b>13,529</b>	<b>(75,243)</b>
<b>Net Income</b>	<b>(49,370)</b>	<b>1</b>	<b>(49,371)</b>	<b>0</b>	<b>(2)</b>	<b>2</b>	<b>(2)</b>

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

Accrual Basis

51 - TMPI

	Jun 20	Budget	\$ Over Bu...	Jul '19 - Ju...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	48,485	46,692	1,793	135,660	133,866	1,794	133,866
<b>Total Income</b>	48,485	46,692	1,793	135,660	133,866	1,794	133,866
<b>Gross Profit</b>	48,485	46,692	1,793	135,660	133,866	1,794	133,866
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	50	33	17	281	396	(115)	396
5030-00 · P/R - Health Insurance Expense	70	4	66	202	48	154	48
5040-00 · P/R - Workmans Comp	5	4	1	19	48	(29)	48
5060-00 · 401 (k)	0	23	(23)	0	276	(276)	276
5070-00 · Other Benefits and Expenses	20	0	20	21	0	21	0
5000-00 · Salaries & Wages - Other	970	567	403	4,357	6,804	(2,447)	6,804
<b>Total 5000-00 · Salaries &amp; Wages</b>	1,115	631	484	4,881	7,572	(2,691)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	0	0	0	36	(36)	36
5140-00 · Repairs & Maintenance	0	0	0	0	6	(6)	6
5150-00 · Office - Cleaning	0	0	0	0	41	(41)	41
5100-00 · Rent - Other	0	0	0	0	504	(504)	504
<b>Total 5100-00 · Rent</b>	0	0	0	0	587	(587)	587
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	3	230	(228)	230
<b>Total 5310-00 · Telephone</b>	0	0	0	3	230	(228)	230
5420-00 · Mail - USPS	0	0	0	0	18	(18)	18
5510-00 · Insurance/Bonding	0	0	0	0	64	(64)	64
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0	0	0	0	1,560	(1,560)	1,560
5520-00 · Supplies - Other	0	7,000	(7,000)	19,300	17,510	1,790	17,510
<b>Total 5520-00 · Supplies</b>	0	7,000	(7,000)	19,300	19,070	230	19,070
5740-00 · Equipment Rental/Leasing	0	0	0	0	216	(216)	216
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	1,720	0	1,720	0
5921-00 · Professional Fees - Other	0	38,000	(38,000)	91,497	93,000	(1,503)	93,000
<b>Total 5900-00 · Professional Fees</b>	0	38,000	(38,000)	93,217	93,000	217	93,000
8700-00 · Automobile Expenses	0	0	0	4	25	(21)	25
8750-00 · Meals/Meetings	0	0	0	1	4	(3)	4
8810-00 · Dues & Subscriptions	0	0	0	4	0	4	0
<b>Total Expense</b>	1,115	45,631	(44,516)	117,409	120,786	(3,377)	120,786
<b>Net Ordinary Income</b>	47,370	1,061	46,309	18,251	13,080	5,171	13,080
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	8,345	1,061	7,284	18,251	13,080	5,171	13,080
<b>Total Other Expense</b>	8,345	1,061	7,284	18,251	13,080	5,171	13,080
<b>Net Other Income</b>	(8,345)	(1,061)	(7,284)	(18,251)	(13,080)	(5,171)	(13,080)
<b>Net Income</b>	<b>39,025</b>	<b>0</b>	<b>39,025</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,342	10,833	509	134,937	130,000	4,937	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	17,000	(17,000)	17,000
4250-05 · Sponsorships	0	0	0	0	17,000	(17,000)	17,000
4250-01 · Community Awards - Other	0	0	0	0	16,000	(16,000)	16,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	2,500	(2,500)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	0	636	(636)	4,380	7,000	(2,620)	7,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>636</b>	<b>(636)</b>	<b>7,705</b>	<b>10,000</b>	<b>(2,295)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	435	200	235	8,541	4,000	4,541	4,000
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>435</b>	<b>836</b>	<b>(401)</b>	<b>16,246</b>	<b>69,200</b>	<b>(52,954)</b>	<b>69,200</b>
<b>Total Income</b>	<b>11,777</b>	<b>11,670</b>	<b>108</b>	<b>151,183</b>	<b>199,200</b>	<b>(48,017)</b>	<b>199,200</b>
<b>Gross Profit</b>	<b>11,777</b>	<b>11,670</b>	<b>108</b>	<b>151,183</b>	<b>199,200</b>	<b>(48,017)</b>	<b>199,200</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	290	434	(144)	5,033	5,211	(178)	5,211
5030-00 · P/R - Health Insurance Expense	1,001	849	152	8,605	10,188	(1,583)	10,188
5040-00 · P/R - Workmans Comp	39	44	(5)	386	532	(146)	532
5060-00 · 401 (k)	153	253	(101)	2,351	3,038	(687)	3,038
5070-00 · Other Benefits and Expenses	178	13	165	270	160	110	160
5000-00 · Salaries & Wages - Other	16,488	6,329	10,159	65,641	75,948	(10,307)	75,948
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>16,774</b>	<b>6,548</b>	<b>10,226</b>	<b>65,787</b>	<b>78,577</b>	<b>(12,790)</b>	<b>78,577</b>
5100-00 · Rent							
5110-00 · Utilities	23	36	(13)	424	430	(6)	430
5140-00 · Repairs & Maintenance	0	44	(44)	107	525	(418)	525
5150-00 · Office - Cleaning	72	98	(26)	817	1,177	(360)	1,177
5100-00 · Rent - Other	646	497	148	7,648	5,965	1,683	5,965
<b>Total 5100-00 · Rent</b>	<b>741</b>	<b>675</b>	<b>66</b>	<b>8,996</b>	<b>8,097</b>	<b>899</b>	<b>8,097</b>
5310-00 · Telephone							
5320-00 · Telephone	124	150	(26)	1,439	1,800	(361)	1,800
<b>Total 5310-00 · Telephone</b>	<b>124</b>	<b>150</b>	<b>(26)</b>	<b>1,439</b>	<b>1,800</b>	<b>(361)</b>	<b>1,800</b>
5420-00 · Mail - USPS	0	8	(8)	103	100	3	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	500	(500)	500
5520-00 · Supplies - Other	45	83	(39)	623	1,000	(377)	1,000
<b>Total 5520-00 · Supplies</b>	<b>45</b>	<b>125</b>	<b>(80)</b>	<b>623</b>	<b>1,500</b>	<b>(877)</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	17	(17)	14	200	(186)	200
5740-00 · Equipment Rental/Leasing	64	225	(161)	1,153	2,700	(1,547)	2,700
5800-00 · Training Seminars	0	21	(21)	0	250	(250)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	1,000	(1,000)	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>83</b>	<b>(83)</b>	<b>0</b>	<b>1,000</b>	<b>(1,000)</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	1,222	27,500	(26,278)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	1,500	(1,500)	633	5,000	(4,367)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	546	(546)	2,724	6,000	(3,276)	6,000
6442-00 · Public Relations/Website	477	417	60	5,502	5,000	502	5,000
6423-00 · Membership Activities - Other	295	550	(255)	2,189	8,500	(6,311)	8,500
<b>Total 6423-00 · Membership Activities</b>	<b>772</b>	<b>3,012</b>	<b>(2,241)</b>	<b>12,270</b>	<b>52,000</b>	<b>(39,730)</b>	<b>52,000</b>
6742-00 · Non-NLT Co-Op Marketing Program	0			2,350			
8200-00 · Associate Relations	0	25	(25)	190	300	(110)	300
8500-00 · Credit Card Fees	70	182	(112)	1,385	3,500	(2,115)	3,500
8700-00 · Automobile Expenses	0	63	(63)	299	750	(451)	750
8750-00 · Meals/Meetings	0	83	(83)	368	1,000	(632)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	124	550	(427)	550
8920-00 · Bad Debt	22,212	0	22,212	25,647	0	25,647	0
<b>Total Expense</b>	<b>40,801</b>	<b>11,327</b>	<b>29,475</b>	<b>120,746</b>	<b>153,092</b>	<b>(32,346)</b>	<b>153,092</b>
<b>Net Ordinary Income</b>	<b>(29,024)</b>	<b>343</b>	<b>(29,367)</b>	<b>30,436</b>	<b>46,108</b>	<b>(15,672)</b>	<b>46,108</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							



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

Accrual Basis

60 - Membership

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	(1,042)	2,065	(3,107)	18,771	26,107	(7,336)	26,107
Total Other Expense	(1,042)	2,065	(3,107)	18,771	26,107	(7,336)	26,107
Net Other Income	1,042	(2,065)	3,107	(18,771)	(26,107)	7,336	(26,107)
Net Income	<u>(27,982)</u>	<u>(1,722)</u>	<u>(26,260)</u>	<u>11,666</u>	<u>20,001</u>	<u>(8,335)</u>	<u>20,001</u>

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

**70 - Administration**

Accrual Basis

	Jun 20	Budget	\$ Over Budget	Jul '19 - Jun 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,873	2,341	(468)	21,800	26,892	(5,092)	26,892
5030-00 · P/R - Health Insurance Expense	2,892	3,369	(477)	22,385	40,428	(18,043)	40,428
5040-00 · P/R - Workmans Comp	190	205	(15)	468	2,355	(1,887)	2,355
5060-00 · 401 (k)	526	1,171	(645)	9,065	13,452	(4,387)	13,452
5070-00 · Other Benefits and Expenses	385	240	145	1,307	2,000	(693)	2,000
5000-00 · Salaries & Wages - Other	33,692	3,265	30,427	300,503	310,180	(9,677)	310,180
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>39,557</b>	<b>10,591</b>	<b>28,966</b>	<b>355,528</b>	<b>395,307</b>	<b>(39,779)</b>	<b>395,307</b>
5100-00 · Rent							
5110-00 · Utilities	87	175	(88)	1,577	2,040	(463)	2,040
5140-00 · Repairs & Maintenance	87	375	(288)	4,089	4,500	(411)	4,500
5150-00 · Office - Cleaning	270	200	70	3,042	2,650	392	2,650
5100-00 · Rent - Other	2,413	2,700	(287)	28,345	29,760	(1,415)	29,760
<b>Total 5100-00 · Rent</b>	<b>2,857</b>	<b>3,450</b>	<b>(593)</b>	<b>37,054</b>	<b>38,950</b>	<b>(1,896)</b>	<b>38,950</b>
5310-00 · Telephone							
5320-00 · Telephone	936	750	186	9,974	9,000	974	9,000
<b>Total 5310-00 · Telephone</b>	<b>936</b>	<b>750</b>	<b>186</b>	<b>9,974</b>	<b>9,000</b>	<b>974</b>	<b>9,000</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	21			21			
5420-00 · Mail - USPS - Other	0	90	(90)	925	1,080	(155)	1,080
<b>Total 5420-00 · Mail - USPS</b>	<b>21</b>	<b>90</b>	<b>(69)</b>	<b>945</b>	<b>1,080</b>	<b>(135)</b>	<b>1,080</b>
5510-00 · Insurance/Bonding	269	795	(526)	10,480	9,540	940	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	250	(250)	855	3,000	(2,145)	3,000
5520-00 · Supplies - Other	444	625	(181)	5,560	7,500	(1,940)	7,500
<b>Total 5520-00 · Supplies</b>	<b>444</b>	<b>875</b>	<b>(431)</b>	<b>6,415</b>	<b>10,500</b>	<b>(4,085)</b>	<b>10,500</b>
5610-00 · Depreciation	0	32	(32)	0	380	(380)	380
5700-00 · Equipment Support & Maintenance	2,844	2,200	644	25,162	26,400	(1,238)	26,400
5710-00 · Taxes, Licenses & Fees	877	1,045	(168)	11,273	12,540	(1,267)	12,540
5740-00 · Equipment Rental/Leasing	141	341	(200)	4,548	4,092	456	4,092
5800-00 · Training Seminars	0	400	(400)	89	4,800	(4,711)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	340	625	(285)	3,340	7,500	(4,160)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	21,825	24,900	(3,075)	24,900
5921-00 · Professional Fees - Other	0	(17,500)	17,500	1	2,000	(1,999)	2,000
<b>Total 5900-00 · Professional Fees</b>	<b>340</b>	<b>(16,875)</b>	<b>17,215</b>	<b>25,166</b>	<b>34,400</b>	<b>(9,234)</b>	<b>34,400</b>
5941-00 · Research & Planning	0	300	(300)	0	3,600	(3,600)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	371	0	371	0
7500-00 · Trade Shows/Travel	0	0	0	1,951	3,000	(1,049)	3,000
8200-00 · Associate Relations	0	345	(345)	432	4,140	(3,708)	4,140
8300-00 · Board Functions	1,710	150	1,560	23,342	5,950	17,392	5,950
8500-00 · Credit Card Fees	0	0	0	175	0	175	0
8600-00 · Additional Opportunites	650	500	150	1,300	6,000	(4,700)	6,000
8700-00 · Automobile Expenses	65	250	(185)	459	3,000	(2,541)	3,000
8750-00 · Meals/Meetings	0	150	(150)	534	1,800	(1,266)	1,800
8810-00 · Dues & Subscriptions	344	300	44	7,464	3,600	3,864	3,600
8920-00 · Bad Debt	1			1			
<b>Total Expense</b>	<b>51,055</b>	<b>5,689</b>	<b>45,366</b>	<b>522,665</b>	<b>578,079</b>	<b>(55,414)</b>	<b>578,079</b>
<b>Net Ordinary Income</b>	<b>(51,055)</b>	<b>(5,689)</b>	<b>(45,366)</b>	<b>(522,665)</b>	<b>(578,079)</b>	<b>55,414</b>	<b>(578,079)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(50,938)	(5,689)	(45,249)	(522,665)	(578,079)	55,414	(578,079)
<b>Total Other Expense</b>	<b>(50,938)</b>	<b>(5,689)</b>	<b>(45,249)</b>	<b>(522,665)</b>	<b>(578,079)</b>	<b>55,414</b>	<b>(578,079)</b>
<b>Net Other Income</b>	<b>50,938</b>	<b>5,689</b>	<b>45,249</b>	<b>522,665</b>	<b>578,079</b>	<b>(55,414)</b>	<b>578,079</b>
<b>Net Income</b>	<b>(117)</b>	<b>0</b>	<b>(117)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>