

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period Ending

March 31, 2019

## North Lake Tahoe Resort Association

### Balance Sheet

As of March 31, 2019

Accrual Basis

	Mar 31, 19	Mar 31, 18	\$ Change	% Change	Jun 30, 18
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	159	53	106	200%	289
1003-00 · Cash - Operations BOTW #6712	339,598	480,985	(141,387)	(29%)	619,232
1007-00 · Cash - Payroll BOTW #7421	9,680	6,649	3,031	46%	6,195
1008-00 · Marketing Reserve - Plumas	50,225	50,150	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,600	100,399	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	128,553	85,493	43,060	50%	88,355
10950 · Cash in Drawer	772	564	208	37%	597
<b>Total Checking/Savings</b>	659,169	753,875	(94,706)	(13%)	894,867
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	10,938	19,890	(8,952)	(45%)	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	327,463	0	327,463	100%	0
<b>Total Accounts Receivable</b>	338,401	30,359	308,042	1,015%	24,331
<b>Other Current Assets</b>					
1200-99 · AR Other	112	4,195	(4,083)	(97%)	(41)
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	27,330	18,536	8,794	47%	3,417
1201-00 · Member Accounts Receivable - Other	1,465	4,465	(3,000)	(67%)	2,870
<b>Total 1201-00 · Member Accounts Receivable</b>	28,795	23,001	5,794	25%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	(3,707)	932	25%	(2,500)
12100 · Inventory Asset	23,007	27,112	(4,105)	(15%)	28,203
1299 · Receivable from NLTMC	27,025	9,129	17,896	196%	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
<b>Total Other Current Assets</b>	77,774	60,380	17,394	29%	61,553
<b>Total Current Assets</b>	1,075,344	844,614	230,730	27%	980,751
<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	9,964	(1,528)	(15%)	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,301)	(134)	(2%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,759)	(18,033)	(1,726)	(10%)	(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>	1,762	5,150	(3,388)	(66%)	3,041
<b>Other Assets</b>					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	15,424	264	15,160	5,742%	9,151
1430-00 · Prepaid 1st Class Postage	500	1,000	(500)	(50%)	1,000
1400-00 · Prepaid Expenses - Other	7,030	16,151	(9,121)	(56%)	17,116
<b>Total 1400-00 · Prepaid Expenses</b>	22,954	17,415	5,539	32%	27,267
1500-00 · Suspense*	0	1,200	(1,200)	(100%)	0
<b>Total Other Assets</b>	22,954	18,615	4,339	23%	27,267
<b>TOTAL ASSETS</b>	<b>1,100,060</b>	<b>868,381</b>	<b>231,679</b>	<b>27%</b>	<b>1,011,060</b>

## North Lake Tahoe Resort Association

### Balance Sheet

As of March 31, 2019

Accrual Basis

	Mar 31, 19	Mar 31, 18	\$ Change	% Change	Jun 30, 18
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	50,428	20,912	29,516	141%	42,156
<b>Total Accounts Payable</b>	<b>50,428</b>	<b>20,912</b>	<b>29,516</b>	<b>141%</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					126
2080-06 · MC_5288_Emily	0	748	(748)	(100%)	0
2080-10 · MC_9495_AI	0	607	(607)	(100%)	180
2080-11 · MC_3978_Amber					3,070
2080-13 · MC_6903_Cindy	0	98	(98)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	154	(154)	(100%)	83
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<b>0</b>	<b>1,622</b>	<b>(1,622)</b>	<b>(100%)</b>	<b>5,904</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>1,622</b>	<b>(1,622)</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	10,252	38,973	(28,721)	(74%)	36,870
2101-00 · Incentive Payable	66,304	72,895	(6,591)	(9%)	43,384
2102-00 · Commissions Payable	1,941	6,214	(4,273)	(69%)	4,698
2120-00 · Empl. Federal Tax Payable	4,604	3,118	1,486	48%	3,072
2175-00 · 401 (k) Plan	2,068	1,559	509	33%	1,157
2180-00 · Estimated PTO Liability	46,667	74,725	(28,058)	(38%)	49,004
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>131,836</b>	<b>197,484</b>	<b>(65,648)</b>	<b>(33%)</b>	<b>138,185</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	16	0	16	100%	853
25500 · *Sales Tax Payable	771	720	51	7%	1,941
2190-00 · Sales and Use Tax Payable - Other	64	0	64	100%	
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>851</b>	<b>720</b>	<b>131</b>	<b>18%</b>	<b>2,794</b>
2250-00 · Accrued Expenses	339	2,400	(2,061)	(86%)	49,521
2400-42 · Marketing Co-op					67,000
2400-60 · Deferred Revenue- Member Dues	83,942	66,108	17,834	27%	56,979
2500-00 · Deferred Revenue - TMBC	900	1,058	(158)	(15%)	535
2650-00 · Deferred Rev - Events	3,001	4,155	(1,154)	(28%)	
2651-00 · Deferred Rev - Conference	1,100	2,750	(1,650)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	
2800-00 · Suspense	4,137	2,123	2,014	95%	4,202
2900-00 · Due To/From County of Placer	0	8,081	(8,081)	(100%)	229,432
<b>Total Other Current Liabilities</b>	<b>576,411</b>	<b>284,879</b>	<b>291,532</b>	<b>102%</b>	<b>548,648</b>
<b>Total Current Liabilities</b>	<b>626,839</b>	<b>307,413</b>	<b>319,426</b>	<b>104%</b>	<b>596,708</b>
<b>Total Liabilities</b>	<b>626,839</b>	<b>307,413</b>	<b>319,426</b>	<b>104%</b>	<b>596,708</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018

North Lake Tahoe Resort Association

**Balance Sheet**

As of March 31, 2019

Accrual Basis

	<u>Mar 31, 19</u>	<u>Mar 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
Net Income	58,867	162,825	(103,958)	(64%)	(5,239)
Total Equity	473,219	560,967	(87,748)	(16%)	414,352
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u>1,100,060</u>	<u>868,381</u>	<u>231,679</u>	<u>27%</u>	<u>1,011,060</u>

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## North Lake Tahoe Resort Association

04/12/19

## Profit &amp; Loss

Accrual Basis

July 2018 through March 2019

	Jul '18 - Mar 19	Jul '17 - Mar 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	2,753,562	2,844,056	-90,494	-3%
4200-00 · Membership Dues Revenue	102,085	99,290	2,796	3%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	5,729	8,250	-2,521	-31%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	2,702	339	2,362	696%
4250-03 · Summer/Winter Rec Luncheon	2,622	3,409	-787	-23%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	2,500	500	2,000	400%
4251-00 · Tues AM Breakfast Club - Other	4,262	3,447	816	24%
Total 4251-00 · Tues AM Breakfast Club	6,762	3,947	2,816	71%
4250-00 · Revenues-Membership Activities - Other	3,498	1,274	2,224	175%
Total 4250-00 · Revenues-Membership Activities	15,585	8,969	6,615	74%
4252-00 · Sponsorships	600	1,000	-400	-40%
4253-00 · Revenue- Other	6	0	6	100%
4350-00 · Special Events (Marketing)	0	77,628	-77,628	-100%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,417	2,373	6,045	255%
4600-00 · Commissions - Other	31,086	48,436	-17,350	-36%
Total 4600-00 · Commissions	39,503	50,808	-11,305	-22%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,959	8,201	-5,242	-64%
46000 · Merchandise Sales - Other	76,094	62,667	13,427	21%
Total 46000 · Merchandise Sales	79,053	70,868	8,185	12%
4720-00 · Miscellaneous	0	415	-415	-100%
Total Income	2,996,123	3,161,359	-165,237	-5%
Gross Profit	2,996,123	3,161,359	-165,237	-5%
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	13,205	11,928	1,277	11%
5020-00 · P/R - Tax Expense	61,573	71,897	-10,324	-14%
5030-00 · P/R - Health Insurance Expense	94,350	71,034	23,316	33%
5040-00 · P/R - Workmans Comp	5,438	9,290	-3,852	-42%
5060-00 · 401 (k)	26,363	27,005	-642	-2%
5070-00 · Other Benefits and Expenses	3,356	3,799	-443	-12%
5000-00 · Salaries & Wages - Other	777,749	813,630	-35,881	-4%
Total 5000-00 · Salaries & Wages	982,035	1,008,584	-26,549	-3%
5100-00 · Rent				
5110-00 · Utilities	9,159	8,497	662	8%
5140-00 · Repairs & Maintenance	12,507	5,323	7,184	135%
5150-00 · Office - Cleaning	4,790	6,180	-1,390	-23%
5100-00 · Rent - Other	115,112	112,206	2,906	3%
Total 5100-00 · Rent	141,568	132,206	9,362	7%
5310-00 · Telephone				
5320-00 · Telephone	20,157	21,287	-1,130	-5%
5350-00 · Internet	25	25	0	0%
Total 5310-00 · Telephone	20,182	21,312	-1,130	-5%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	2,025	2,769	-744	-27%

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## North Lake Tahoe Resort Association

04/12/19

## Profit &amp; Loss

Accrual Basis

July 2018 through March 2019

	Jul '18 - Mar 19	Jul '17 - Mar 18	\$ Change	% Change
Total 5420-00 · Mail - USPS	2,109	2,889	-781	-27%
5510-00 · Insurance/Bonding	5,572	6,986	-1,414	-20%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	3,940	1,265	2,675	212%
5520-00 · Supplies - Other	10,966	11,238	-272	-2%
Total 5520-00 · Supplies	14,906	12,503	2,403	19%
5610-00 · Depreciation	1,279	1,964	-685	-35%
5700-00 · Equipment Support & Maintenance	2,686	7,865	-5,179	-66%
5710-00 · Taxes, Licenses & Fees	8,183	9,041	-858	-10%
5740-00 · Equipment Rental/Leasing	11,102	11,966	-864	-7%
5800-00 · Training Seminars	7,939	4,561	3,378	74%
5815 · Training Video Series	0	1,058	-1,058	-100%
5830-00 · Commission Due to Third Party	0	765	-765	-100%
5850-00 · Artist of Month - Commissions	2,413	3,587	-1,175	-33%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,000	8,820	-7,820	-89%
5920-00 · Professional Fees - Accountant	21,000	18,047	2,953	16%
5921-00 · Professional Fees - Other	6,610	43,969	-37,359	-85%
Total 5900-00 · Professional Fees	28,610	70,836	-42,226	-60%
5940-00 · Research & Planning Membership	0	3,000	-3,000	-100%
5941-00 · Research & Planning	18,720	2,266	16,454	726%
6020-00 · Programs				
6016-00 · Special Event Partnership	21,000	0	21,000	100%
6018-00 · Business Assoc. Grants	0	10,000	-10,000	-100%
Total 6020-00 · Programs	21,000	10,000	11,000	110%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-01 · 4th of July Fireworks	20,000	20,000	0	0%
6421-04 · Broken Arrow Skyrace	20,000	15,000	5,000	33%
6421-05 · No Barriers	8,400	0	8,400	100%
6421-06 · Spartan	254,000	254,000	0	0%
6421-07 · Tahoe Lacrosse Tournament	5,000	5,000	0	0%
6421-09 · Wanderlust	30,000	34,043	-4,043	-12%
6421-10 · WinterWonderGrass - Tahoe	19,447	16,154	3,294	20%
6421-16 · Mountain Travel Symposium	5,000	0	5,000	100%
Total 6420-01 · Sponsorships	396,125	458,968	-62,843	-14%
6421-00 · New Event Development	27,500	1,791	25,709	1,436%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
Total 6422-00 · Event Media	0	74	-74	-100%
6424-00 · Event Operation Expenses	2,056	98	1,958	1,997%
Total 6420-00 · Events	425,681	460,931	-35,250	-8%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,115	22	1,093	4,879%
6435-00 · Shop Local Event	0	295	-295	-100%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,469	3,081	388	13%
6437-00 · Tuesday Morning Breakfast Club	4,120	3,639	481	13%
6441-00 · Membership - Miscellaneous Exp	60	10	50	497%
6442-00 · Public Relations/Website	16,191	2,563	13,627	532%
6444-00 · Trades	0	1,140	-1,140	-100%
6423-00 · Membership Activities - Other	7,802	405	7,397	1,827%
Total 6423-00 · Membership Activities	32,756	11,156	21,600	194%
6490-00 · Classified Ads	0	50	-50	-100%

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## North Lake Tahoe Resort Association

## Profit &amp; Loss

04/12/19

July 2018 through March 2019

Accrual Basis

	Jul '18 - Mar 19	Jul '17 - Mar 18	\$ Change	% Change
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	1,094,871	1,106,606	-11,735	-1%
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	19,979	9,021	10,959	122%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	7,349	8,858	-1,510	-17%
6743-03 · Touch Lake Tahoe	8,000	10,506	-2,506	-24%
6743-05 · Peak Your Adventure	1,000	0	1,000	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>16,349</b>	<b>19,364</b>	<b>-3,016</b>	<b>-16%</b>
7500-00 · Trade Shows/Travel	372	0	372	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	943	989	-46	-5%
52500 · Purchase Discounts	-40	-2,086	2,046	98%
59900 · POS Inventory Adjustments	28	505	-476	-94%
8100-00 · Cost of Goods Sold - Other	41,280	36,217	5,063	14%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>42,210</b>	<b>35,624</b>	<b>6,586</b>	<b>19%</b>
8200-00 · Associate Relations	2,185	1,799	385	21%
8300-00 · Board Functions	6,178	7,215	-1,036	-14%
8500-00 · Credit Card Fees	4,822	4,515	307	7%
8600-00 · Additional Opportunit	62	0	62	100%
8700-00 · Automobile Expenses	4,114	3,387	726	22%
8750-00 · Meals/Meetings	3,247	3,328	-81	-2%
8810-00 · Dues & Subscriptions	6,278	6,177	101	2%
8910-00 · Travel	3,654	2,132	1,522	71%
8920-00 · Bad Debt	5,123	15,239	-10,116	-66%
<b>Total Expense</b>	<b>2,937,463</b>	<b>2,998,742</b>	<b>-61,279</b>	<b>-2%</b>
<b>Net Ordinary Income</b>	<b>58,660</b>	<b>162,618</b>	<b>-103,958</b>	<b>-64%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	207	207	0	0%
<b>Total Other Income</b>	<b>207</b>	<b>207</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>207</b>	<b>207</b>	<b>0</b>	<b>0%</b>
<b>Net Income</b>	<b>58,867</b>	<b>162,825</b>	<b>-103,958</b>	<b>-64%</b>

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

Accrual Basis

All Departments

	Mar 19	Budget	\$ Over Budget	Jul '18 - Mar ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	326,477	313,313	13,163	2,753,562	2,858,123	(104,561)	3,806,727
4200-00 · Membership Dues Revenue	11,941	10,750	1,191	102,085	95,850	6,235	128,000
4205-00 · Conference Dues	367	825	(458)	5,729	7,425	(1,696)	9,900
<b>4250-00 · Revenues-Membership Activities</b>							
<b>4250-01 · Community Awards</b>							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	1,018	208	810	2,702	1,876	826	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
<b>4251-00 · Tues AM Breakfast Club</b>							
4251-01 · Tues AM Breakfast Club Sponsors	500	300	200	2,500	2,150	350	3,050
4251-00 · Tues AM Breakfast Club - Other	585	580	5	4,262	5,220	(958)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>1,085</b>	<b>880</b>	<b>205</b>	<b>6,762</b>	<b>7,370</b>	<b>(608)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	(210)			3,498	0	3,498	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,893</b>	<b>1,088</b>	<b>805</b>	<b>15,585</b>	<b>13,246</b>	<b>2,339</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
<b>4600-00 · Commissions</b>							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	14,999	(6,582)	20,000
4600-00 · Commissions - Other	549	2,500	(1,951)	31,086	22,500	8,586	30,000
<b>Total 4600-00 · Commissions</b>	<b>549</b>	<b>4,167</b>	<b>(3,618)</b>	<b>39,503</b>	<b>37,499</b>	<b>2,004</b>	<b>50,000</b>
<b>46000 · Merchandise Sales</b>							
4502-00 · Non-Retail VIC income	0	500	(500)	2,959	8,000	(5,041)	9,500
46000 · Merchandise Sales - Other	5,636	4,500	1,136	76,094	63,600	12,494	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>5,636</b>	<b>5,000</b>	<b>636</b>	<b>79,053</b>	<b>71,600</b>	<b>7,453</b>	<b>104,500</b>
<b>Total Income</b>	<b>346,862</b>	<b>335,143</b>	<b>11,718</b>	<b>2,996,123</b>	<b>3,083,743</b>	<b>(87,620)</b>	<b>4,169,637</b>
<b>Gross Profit</b>	<b>346,862</b>	<b>335,143</b>	<b>11,718</b>	<b>2,996,123</b>	<b>3,083,743</b>	<b>(87,620)</b>	<b>4,169,637</b>
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5010-00 · Sales Commissions	287	633	(346)	13,205	5,701	7,504	7,600
5020-00 · P/R - Tax Expense	5,239	6,998	(1,759)	61,573	65,155	(3,582)	86,761
5030-00 · P/R - Health Insurance Expense	11,400	11,058	342	94,350	99,516	(5,166)	132,690
5040-00 · P/R - Workmans Comp	1,010	958	52	5,438	8,902	(3,464)	11,845
5060-00 · 401 (k)	2,829	3,560	(731)	26,363	32,319	(5,956)	43,048
5070-00 · Other Benefits and Expenses	463	586	(123)	3,356	5,271	(1,915)	7,029
5000-00 · Salaries & Wages - Other	76,953	88,318	(11,365)	777,749	801,890	(24,141)	1,068,067
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>98,180</b>	<b>112,111</b>	<b>(13,931)</b>	<b>982,035</b>	<b>1,018,754</b>	<b>(36,719)</b>	<b>1,357,040</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	952	1,078	(126)	9,159	9,307	(148)	12,191
5140-00 · Repairs & Maintenance	559	3,902	(3,343)	12,507	35,115	(22,608)	46,850
5150-00 · Office - Cleaning	700	1,000	(300)	4,790	7,921	(3,131)	10,444
5100-00 · Rent - Other	12,780	12,957	(177)	115,112	116,597	(1,485)	155,468
<b>Total 5100-00 · Rent</b>	<b>14,991</b>	<b>18,937</b>	<b>(3,946)</b>	<b>141,568</b>	<b>168,940</b>	<b>(27,372)</b>	<b>224,953</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	1,809	2,129	(320)	20,157	19,161	996	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	4,152	(4,152)	5,535
<b>Total 5310-00 · Telephone</b>	<b>1,809</b>	<b>2,590</b>	<b>(781)</b>	<b>20,182</b>	<b>23,313</b>	<b>(3,131)</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	500	525	(25)	2,025	3,928	(1,903)	5,203
<b>Total 5420-00 · Mail - USPS</b>	<b>500</b>	<b>525</b>	<b>(25)</b>	<b>2,109</b>	<b>3,928</b>	<b>(1,819)</b>	<b>5,203</b>
<b>5510-00 · Insurance/Bonding</b>							
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	(526)	125	(651)	3,940	7,225	(3,285)	7,600
5520-00 · Supplies - Other	1,283	1,650	(367)	10,966	16,543	(5,577)	21,493
<b>Total 5520-00 · Supplies</b>	<b>757</b>	<b>1,775</b>	<b>(1,018)</b>	<b>14,906</b>	<b>23,768</b>	<b>(8,862)</b>	<b>29,093</b>
5610-00 · Depreciation	118	177	(59)	1,279	1,598	(319)	2,129
5700-00 · Equipment Support & Maintenance	2	1,116	(1,114)	2,686	10,058	(7,372)	13,412
5710-00 · Taxes, Licenses & Fees	1,270	1,100	170	8,183	9,751	(1,568)	12,951
5740-00 · Equipment Rental/Leasing	1,226	1,478	(252)	11,102	13,292	(2,190)	17,726
5800-00 · Training Seminars	192	417	(225)	7,939	15,199	(7,260)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	2,413	4,126	(1,713)	5,500
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	40	750	(710)	1,000	6,750	(5,750)	9,000
5920-00 · Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	2,292	(2,292)	6,610	19,874	(13,264)	26,000



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

Accrual Basis

All Departments

	Mar 19	Budget	\$ Over Budget	Jul '18 - Mar ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	40	3,042	(3,002)	28,610	51,624	(23,014)	60,000
5941-00 · Research & Planning	0	0	0	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	10,500	0	10,500	21,000	25,000	(4,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	10,500	0	10,500	21,000	35,000	(14,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	0	20,000	(20,000)	20,000	20,000	0	20,000
6421-05 · No Barriers	8,400	0	8,400	8,400	0	8,400	12,400
6421-06 · Spartan	0			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	5,000	5,000	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	(8,000)	0	(8,000)	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	30,000	30,000	0	37,700
6421-10 · WinterWonderGrass - Tahoe	19,400	0	19,400	19,447	0	19,447	19,400
6421-16 · Mountain Travel Symposium	0	0	0	5,000	5,000	0	5,000
Total 6420-01 · Sponsorships	24,800	25,000	(200)	396,125	371,875	24,250	447,225
6421-00 · New Event Development	26,700	27,750	(1,050)	27,500	49,750	(22,250)	58,000
6424-00 · Event Operation Expenses	(458)	667	(1,125)	2,056	5,999	(3,943)	8,000
Total 6420-00 · Events	51,042	53,417	(2,375)	425,681	427,624	(1,943)	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	1,115	0	1,115	1,115	0	1,115	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	1,570	650	920	4,120	5,200	(1,081)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	8,554	344	8,210	16,191	4,596	11,595	5,628
6423-00 · Membership Activities - Other	2,217			7,802	0	7,802	0
Total 6423-00 · Membership Activities	13,456	994	12,462	32,756	12,296	20,460	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	1,094,871	1,094,867	4	1,459,823
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	(2,968)	4,316	(7,284)	19,979	38,852	(18,873)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	217	0	217	7,349	17,500	(10,151)	20,000
6743-03 · Touch Lake Tahoe	3,500	0	3,500	8,000	10,000	(2,000)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
Total 6743-00 · BACC Marketing Programs	3,717	0	3,717	16,349	27,500	(11,151)	80,000
7500-00 · Trade Shows/Travel	0			372			
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0			943	0	943	0
52500 · Purchase Discounts	(0)			(40)	0	(40)	0
59900 · POS Inventory Adjustments	0			28	0	28	0
8100-00 · Cost of Goods Sold - Other	3,294	2,363	931	41,280	33,389	7,891	49,875
Total 8100-00 · Cost of Goods Sold	3,294	2,363	931	42,210	33,389	8,821	49,875
8200-00 · Associate Relations	92	616	(524)	2,185	5,552	(3,367)	7,400
8300-00 · Board Functions	161	1,500	(1,339)	6,178	4,050	2,128	4,500
8500-00 · Credit Card Fees	338	330	8	4,822	4,101	721	6,658
8600-00 · Additional Opportunitess	62	3,134	(3,072)	62	28,198	(28,136)	37,600
8700-00 · Automobile Expenses	447	498	(51)	4,114	4,669	(555)	6,183
8750-00 · Meals/Meetings	726	637	89	3,247	5,729	(2,482)	7,640
8810-00 · Dues & Subscriptions	605	852	(247)	6,278	7,664	(1,386)	10,220
8910-00 · Travel	(35)	1,600	(1,635)	3,654	5,600	(1,946)	6,600
8920-00 · Bad Debt	540			5,123	0	5,123	0
Total Expense	323,437	336,120	(12,683)	2,937,463	3,102,125	(164,662)	4,166,480
Net Ordinary Income	23,424	(977)	24,401	58,660	(18,382)	77,042	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			207			
Total Other Income	23			207			
Other Expense							
8990-00 · Allocated	0	0	(0)	0	(0)	0	0
Total Other Expense	0	0	(0)	0	(0)	0	0
Net Other Income	23	(0)	24	207	0	207	0
Net Income	23,448	(977)	24,425	58,867	(18,382)	77,249	3,157

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

Accrual Basis

11 - Marketing

	Mar 19	Budget	\$ Over Budget	Jul '18 - Mar 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	262,030	245,534	16,496	2,163,317	2,246,858	(83,541)	2,996,906
<b>Total Income</b>	262,030	245,534	16,496	2,163,317	2,246,858	(83,541)	2,996,906
<b>Gross Profit</b>	262,030	245,534	16,496	2,163,317	2,246,858	(83,541)	2,996,906
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	12,375	12,375	0	16,500
5020-00 · P/R - Tax Expense	1,348	1,915	(567)	17,680	17,058	622	22,712
5030-00 · P/R - Health Insurance Expense	4,082	4,080	2	40,641	36,720	3,921	48,960
5040-00 · P/R - Workmans Comp	190	190	0	930	1,704	(774)	2,268
5060-00 · 401 (k)	736	1,094	(358)	8,748	9,747	(999)	12,978
5070-00 · Other Benefits and Expenses	254	167	87	1,481	1,507	(26)	2,008
5000-00 · Salaries & Wages - Other	19,043	27,350	(8,307)	231,955	243,680	(11,725)	324,453
<b>Total 5000-00 · Salaries &amp; Wages</b>	27,029	36,171	(9,142)	313,810	322,791	(8,981)	429,879
5100-00 · Rent							
5110-00 · Utilities	178	135	43	1,400	1,215	185	1,620
5140-00 · Repairs & Maintenance	30	1,167	(1,137)	2,289	10,503	(8,214)	14,033
5150-00 · Office - Cleaning	262	375	(113)	1,660	2,175	(515)	2,700
5100-00 · Rent - Other	2,386	1,984	402	19,466	17,853	1,613	23,805
<b>Total 5100-00 · Rent</b>	2,855	3,661	(806)	24,815	31,746	(6,931)	42,158
5310-00 · Telephone							
5320-00 · Telephone	502	670	(168)	4,770	6,030	(1,260)	8,040
<b>Total 5310-00 · Telephone</b>	502	670	(168)	4,770	6,030	(1,260)	8,040
5420-00 · Mail - USPS	0	0	0	262	600	(338)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,521	(875)	2,028
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	(620)	0	(620)	670	3,600	(2,930)	3,600
5520-00 · Supplies - Other	89	417	(328)	1,223	3,749	(2,526)	5,000
<b>Total 5520-00 · Supplies</b>	(531)	417	(948)	1,894	7,349	(5,455)	8,600
5610-00 · Depreciation	0	20	(20)	0	180	(180)	240
5700-00 · Equipment Support & Maintenance	0	290	(290)	120	2,624	(2,504)	3,500
5740-00 · Equipment Rental/Leasing	317	315	2	2,742	2,835	(93)	3,780
5800-00 · Training Seminars	81	0	81	3,285	4,500	(1,215)	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,125	(1,125)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	3,749	(3,749)	5,000
<b>Total 5900-00 · Professional Fees</b>	0	542	(542)	0	4,874	(4,874)	6,500
5941-00 · Research & Planning	0	0	0	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	10,500	0	10,500	21,000	25,000	(4,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	10,500	0	10,500	21,000	35,000	(14,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	0	20,000	(20,000)	20,000	20,000	0	20,000
6421-05 · No Barriers	8,400	0	8,400	8,400	0	8,400	12,400
6421-06 · Spartan	0			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	5,000	5,000	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	(8,000)	0	(8,000)	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	30,000	30,000	0	37,700
6421-10 · WinterWonderGrass - Tahoe	19,400	0	19,400	19,447	0	19,447	19,400
6421-16 · Mountain Travel Symposium	0	0	0	5,000	5,000	0	5,000
<b>Total 6420-01 · Sponsorships</b>	24,800	25,000	(200)	396,125	371,875	24,250	447,225
6421-00 · New Event Development	26,700	27,750	(1,050)	27,500	49,750	(22,250)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	5,999	(3,943)	8,000
<b>Total 6420-00 · Events</b>	51,500	53,417	(1,917)	425,681	427,624	(1,943)	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	1,002,456	1,002,452	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	3,832	833	2,999	17,579	7,501	10,078	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	217	0	217	7,349	17,500	(10,151)	20,000
6743-03 · Touch Lake Tahoe	3,500	0	3,500	8,000	10,000	(2,000)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	3,717	0	3,717	16,349	27,500	(11,151)	80,000
8200-00 · Associate Relations	0	133	(133)	30	1,201	(1,171)	1,600
8500-00 · Credit Card Fees	0			90	0	90	0
8600-00 · Additional Opportunit	62	2,667	(2,605)	62	23,999	(23,937)	32,000

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North Lake Tahoe Resort Association  
Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	Mar 19	Budget	\$ Over Budget	Jul '18 - Mar 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	199	125	74	1,291	1,125	166	1,500
8750-00 · Meals/Meetings	14	300	(287)	519	2,700	(2,181)	3,600
8810-00 · Dues & Subscriptions	188	292	(104)	1,813	2,624	(811)	3,500
8910-00 · Travel	(35)	1,600	(1,635)	3,654	5,500	(1,846)	5,500
<b>Total Expense</b>	<b>211,614</b>	<b>213,006</b>	<b>(1,392)</b>	<b>1,861,588</b>	<b>1,940,276</b>	<b>(78,688)</b>	<b>2,595,654</b>
<b>Net Ordinary Income</b>	<b>50,416</b>	<b>32,528</b>	<b>17,888</b>	<b>301,729</b>	<b>306,582</b>	<b>(4,853)</b>	<b>401,252</b>
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	23			190			
<b>Total Other Income</b>	<b>23</b>			<b>190</b>			
<b>Other Expense</b>							
8990-00 · Allocated	0	32,528	(32,528)	249,858	306,582	(56,724)	401,252
<b>Total Other Expense</b>	<b>0</b>	<b>32,528</b>	<b>(32,528)</b>	<b>249,858</b>	<b>306,582</b>	<b>(56,724)</b>	<b>401,252</b>
<b>Net Other Income</b>	<b>23</b>	<b>(32,528)</b>	<b>32,551</b>	<b>(249,668)</b>	<b>(306,582)</b>	<b>56,914</b>	<b>(401,252)</b>
<b>Net Income</b>	<b>50,439</b>	<b>0</b>	<b>50,439</b>	<b>52,061</b>	<b>0</b>	<b>52,061</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Mar 19	Budget	\$ Over Budget	Jul '18 - Mar 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	29,235	29,235	0	265,006	264,996	10	352,299
4205-00 · Conference Dues	367	825	(458)	5,729	7,425	(1,696)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	14,999	(6,582)	20,000
4600-00 · Commissions - Other	549	2,500	(1,951)	31,086	22,500	8,586	30,000
<b>Total 4600-00 · Commissions</b>	<b>549</b>	<b>4,167</b>	<b>(3,618)</b>	<b>39,503</b>	<b>37,499</b>	<b>2,004</b>	<b>50,000</b>
<b>Total Income</b>	<b>30,151</b>	<b>34,227</b>	<b>(4,076)</b>	<b>310,238</b>	<b>309,920</b>	<b>318</b>	<b>412,199</b>
<b>Gross Profit</b>	<b>30,151</b>	<b>34,227</b>	<b>(4,076)</b>	<b>310,238</b>	<b>309,920</b>	<b>318</b>	<b>412,199</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	287	633	(346)	13,205	5,701	7,504	7,600
5020-00 · P/R - Tax Expense	845	1,165	(320)	10,464	10,482	(18)	13,977
5030-00 · P/R - Health Insurance Expense	1,808	1,633	175	16,060	14,691	1,369	19,590
5040-00 · P/R - Workmans Comp	109	172	(63)	586	1,549	(963)	2,065
5060-00 · 401 (k)	466	555	(89)	5,162	4,992	170	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	378	752	(374)	1,004
5000-00 · Salaries & Wages - Other	11,649	13,236	(1,587)	108,199	119,119	(10,920)	158,827
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>15,206</b>	<b>17,478</b>	<b>(2,272)</b>	<b>154,054</b>	<b>157,286</b>	<b>(3,232)</b>	<b>209,720</b>
5100-00 · Rent							
5110-00 · Utilities	87	70	17	680	630	50	840
5140-00 · Repairs & Maintenance	30	43	(13)	599	388	211	517
5150-00 · Office - Cleaning	128	102	26	824	917	(93)	1,223
5100-00 · Rent - Other	1,123	953	170	9,422	8,574	848	11,433
<b>Total 5100-00 · Rent</b>	<b>1,368</b>	<b>1,168</b>	<b>200</b>	<b>11,524</b>	<b>10,509</b>	<b>1,015</b>	<b>14,013</b>
5310-00 · Telephone							
5320-00 · Telephone	281	206	75	1,966	1,854	112	2,472
<b>Total 5310-00 · Telephone</b>	<b>281</b>	<b>206</b>	<b>75</b>	<b>1,966</b>	<b>1,854</b>	<b>112</b>	<b>2,472</b>
5420-00 · Mail - USPS	0	42	(42)	98	374	(276)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	1,032	(819)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30			272	0	272	0
5520-00 · Supplies - Other	33	52	(19)	548	462	86	618
<b>Total 5520-00 · Supplies</b>	<b>63</b>	<b>52</b>	<b>11</b>	<b>820</b>	<b>462</b>	<b>358</b>	<b>618</b>
5610-00 · Depreciation	0	8	(8)	0	70	(70)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	120	1,265	(1,145)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	72	(72)	96
5740-00 · Equipment Rental/Leasing	142	155	(13)	1,204	1,391	(187)	1,856
5800-00 · Training Seminars	38			38	0	38	0
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	92,415	92,415	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	225	(225)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	751	(751)	1,000
8920-00 · Bad Debt	0			733			
<b>Total Expense</b>	<b>27,366</b>	<b>29,748</b>	<b>(2,382)</b>	<b>263,186</b>	<b>267,706</b>	<b>(4,520)</b>	<b>356,950</b>
<b>Net Ordinary Income</b>	<b>2,785</b>	<b>4,479</b>	<b>(1,694)</b>	<b>47,052</b>	<b>42,214</b>	<b>4,839</b>	<b>55,249</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	0	4,479	(4,479)	34,403	42,214	(7,810)	55,249
<b>Total Other Expense</b>	<b>0</b>	<b>4,479</b>	<b>(4,479)</b>	<b>34,403</b>	<b>42,214</b>	<b>(7,810)</b>	<b>55,249</b>
<b>Net Other Income</b>	<b>0</b>	<b>(4,479)</b>	<b>4,479</b>	<b>(34,403)</b>	<b>(42,214)</b>	<b>7,810</b>	<b>(55,249)</b>
<b>Net Income</b>	<b>2,785</b>	<b>0</b>	<b>2,785</b>	<b>12,649</b>	<b>0</b>	<b>12,649</b>	<b>0</b>

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Accrual Basis

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

### 42 - Visitor Center

	Mar 19	Budget	\$ Over Budget	Jul '18 - Mar 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	34,491	37,824	(3,333)	318,764	339,746	(20,982)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	500	(500)	2,959	8,000	(5,041)	9,500
46000 · Merchandise Sales - Other	5,636	4,500	1,136	76,094	63,600	12,494	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>5,636</b>	<b>5,000</b>	<b>636</b>	<b>79,053</b>	<b>71,600</b>	<b>7,453</b>	<b>104,500</b>
<b>Total Income</b>	<b>40,127</b>	<b>42,824</b>	<b>(2,697)</b>	<b>397,818</b>	<b>411,346</b>	<b>(13,528)</b>	<b>553,344</b>
<b>Gross Profit</b>	<b>40,127</b>	<b>42,824</b>	<b>(2,697)</b>	<b>397,818</b>	<b>411,346</b>	<b>(13,528)</b>	<b>553,344</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	900	1,208	(308)	11,599	13,223	(1,624)	17,550
5030-00 · P/R - Health Insurance Expense	1,897	1,806	91	13,488	16,254	(2,766)	21,672
5040-00 · P/R - Workmans Comp	493	403	90	2,378	3,909	(1,531)	5,193
5060-00 · 401 (k)	442	537	(95)	4,700	5,213	(513)	6,924
5070-00 · Other Benefits and Expenses	82	102	(20)	698	919	(221)	1,225
5000-00 · Salaries & Wages - Other	12,117	13,425	(1,308)	128,616	130,328	(1,712)	173,103
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>15,931</b>	<b>17,481</b>	<b>(1,550)</b>	<b>161,480</b>	<b>169,846</b>	<b>(8,366)</b>	<b>225,667</b>
5100-00 · Rent							
5110-00 · Utilities	495	700	(205)	5,339	5,900	(561)	7,650
5140-00 · Repairs & Maintenance	(826)	2,292	(3,118)	5,139	20,624	(15,485)	27,500
5150-00 · Office - Cleaning	26	237	(211)	344	2,136	(1,792)	2,847
5100-00 · Rent - Other	6,375	7,025	(650)	59,387	63,222	(3,835)	84,297
<b>Total 5100-00 · Rent</b>	<b>6,069</b>	<b>10,254</b>	<b>(4,185)</b>	<b>70,208</b>	<b>91,882</b>	<b>(21,674)</b>	<b>122,294</b>
5310-00 · Telephone							
5320-00 · Telephone	220			4,709	0	4,709	0
5310-00 · Telephone - Other	0	461	(461)	0	4,152	(4,152)	5,535
<b>Total 5310-00 · Telephone</b>	<b>220</b>	<b>461</b>	<b>(241)</b>	<b>4,709</b>	<b>4,152</b>	<b>557</b>	<b>5,535</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			54	0	54	0
5420-00 · Mail - USPS - Other	0	145	(145)	358	1,309	(951)	1,744
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>145</b>	<b>(145)</b>	<b>411</b>	<b>1,309</b>	<b>(898)</b>	<b>1,744</b>
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,315	(183)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12	125	(113)	342	1,125	(783)	1,500
5520-00 · Supplies - Other	988	473	515	4,658	5,956	(1,298)	7,375
<b>Total 5520-00 · Supplies</b>	<b>999</b>	<b>598</b>	<b>401</b>	<b>5,000</b>	<b>7,081</b>	<b>(2,081)</b>	<b>8,875</b>
5610-00 · Depreciation	118	87	31	1,062	788	274	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	280	2,700	(2,420)	3,600
5710-00 · Taxes, Licenses & Fees	0			0	155	(155)	155
5740-00 · Equipment Rental/Leasing	235	429	(194)	2,370	3,863	(1,493)	5,150
5800-00 · Training Seminars	54	0	54	120	5,000	(4,880)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	2,413	4,126	(1,713)	5,500
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	(6,800)	3,483	(10,283)	2,400	31,351	(28,951)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0			943	0	943	0
52500 · Purchase Discounts	(0)			(40)	0	(40)	0
59900 · POS Inventory Adjustments	0			28	0	28	0
8100-00 · Cost of Goods Sold - Other	3,294	2,363	931	40,572	33,389	7,183	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>3,294</b>	<b>2,363</b>	<b>931</b>	<b>41,503</b>	<b>33,389</b>	<b>8,114</b>	<b>49,875</b>
8200-00 · Associate Relations	0	58	(58)	75	526	(451)	700
8500-00 · Credit Card Fees	69	175	(106)	2,349	2,506	(157)	3,658
8700-00 · Automobile Expenses	114	45	69	642	595	47	750
8750-00 · Meals/Meetings	24	67	(43)	108	599	(491)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	1,499	(1,451)	2,000
8910-00 · Travel	0	0	0	0	100	(100)	1,100
<b>Total Expense</b>	<b>20,328</b>	<b>36,717</b>	<b>(16,389)</b>	<b>297,588</b>	<b>362,782</b>	<b>(65,195)</b>	<b>487,005</b>
<b>Net Ordinary Income</b>	<b>19,800</b>	<b>6,107</b>	<b>13,692</b>	<b>100,230</b>	<b>48,564</b>	<b>51,666</b>	<b>66,339</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	0	6,107	(6,107)	46,914	57,564	(10,650)	75,339
<b>Total Other Expense</b>	<b>0</b>	<b>6,107</b>	<b>(6,107)</b>	<b>46,914</b>	<b>57,564</b>	<b>(10,650)</b>	<b>75,339</b>
<b>Net Other Income</b>	<b>0</b>	<b>(6,107)</b>	<b>6,107</b>	<b>(46,914)</b>	<b>(57,564)</b>	<b>10,650</b>	<b>(75,339)</b>
<b>Net Income</b>	<b>19,800</b>	<b>0</b>	<b>19,800</b>	<b>53,317</b>	<b>(9,000)</b>	<b>62,317</b>	<b>(9,000)</b>

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

Accrual Basis

51 - TMPI

	Mar 19	Budget	\$ Over Bu...	Jul '18 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	721	721	0	6,475	6,524	(49)	8,677
<b>Total Income</b>	721	721	0	6,475	6,524	(49)	8,677
<b>Gross Profit</b>	721	721	0	6,475	6,524	(49)	8,677
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	301	(453)	401
5030-00 · P/R - Health Insurance Expense	3	4	(0)	52	32	21	42
5040-00 · P/R - Workmans Comp	4	4	(0)	49	36	13	48
5060-00 · 401 (k)	20	23	(3)	231	204	27	272
5070-00 · Other Benefits and Expenses	0			3	0	3	0
5000-00 · Salaries & Wages - Other	652	567	85	6,348	5,099	1,249	6,798
<b>Total 5000-00 · Salaries &amp; Wages</b>	679	630	49	6,531	5,671	860	7,561
5100-00 · Rent							
5110-00 · Utilities	0			36			
5140-00 · Repairs & Maintenance	0			6			
5150-00 · Office - Cleaning	0			42			
5100-00 · Rent - Other	0			502	0	502	0
<b>Total 5100-00 · Rent</b>	0			586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	0			230			
<b>Total 5310-00 · Telephone</b>	0			230	0	230	0
5420-00 · Mail - USPS	0			19	0	19	0
5510-00 · Insurance/Bonding	0			64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0			71			
5520-00 · Supplies - Other	0			17	0	17	0
<b>Total 5520-00 · Supplies</b>	0			88	0	88	0
5740-00 · Equipment Rental/Leasing	0			217	0	217	0
8700-00 · Automobile Expenses	0			26	0	26	0
8750-00 · Meals/Meetings	0			3	0	3	0
<b>Total Expense</b>	679	630	49	7,763	5,671	2,092	7,561
<b>Net Ordinary Income</b>	41	90	(49)	(1,288)	853	(2,141)	1,116
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	82	90	(9)	777	853	(76)	1,116
<b>Total Other Expense</b>	82	90	(9)	777	853	(76)	1,116
<b>Net Other Income</b>	(82)	(90)	9	(777)	(853)	76	(1,116)
<b>Net Income</b>	(41)	0	(41)	(2,065)	0	(2,065)	0

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

Accrual Basis

60 - Membership

	Mar 19	Budget	\$ Over Budget	Jul '18 - Mar 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,941	10,750	1,191	102,085	95,850	6,235	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	1,018	208	810	2,702	1,876	826	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	500	300	200	2,500	2,150	350	3,050
4251-00 · Tues AM Breakfast Club - Other	585	580	5	4,262	5,220	(958)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>1,085</b>	<b>880</b>	<b>205</b>	<b>6,762</b>	<b>7,370</b>	<b>(608)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	(210)			3,498	0	3,498	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,893</b>	<b>1,088</b>	<b>805</b>	<b>15,585</b>	<b>13,246</b>	<b>2,339</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
<b>Total Income</b>	<b>13,834</b>	<b>11,838</b>	<b>1,996</b>	<b>118,276</b>	<b>109,096</b>	<b>9,180</b>	<b>198,510</b>
<b>Gross Profit</b>	<b>13,834</b>	<b>11,838</b>	<b>1,996</b>	<b>118,276</b>	<b>109,096</b>	<b>9,180</b>	<b>198,510</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(12,375)	(12,375)	0	(16,500)
5020-00 · P/R - Tax Expense	383	547	(164)	3,972	4,925	(953)	6,566
5030-00 · P/R - Health Insurance Expense	1,459	888	571	8,703	7,992	711	10,656
5040-00 · P/R - Workmans Comp	44	7	37	275	66	209	87
5060-00 · 401 (k)	227	262	(35)	2,072	2,359	(287)	3,145
5070-00 · Other Benefits and Expenses	54	66	(12)	174	594	(420)	792
5000-00 · Salaries & Wages - Other	6,685	6,553	132	61,760	58,977	2,783	78,636
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>7,477</b>	<b>6,948</b>	<b>529</b>	<b>64,580</b>	<b>62,538</b>	<b>2,042</b>	<b>83,382</b>
5100-00 · Rent							
5110-00 · Utilities	41	50	(9)	262	455	(193)	605
5140-00 · Repairs & Maintenance	30	25	5	460	225	235	300
5150-00 · Office - Cleaning	61	78	(17)	272	820	(548)	1,177
5100-00 · Rent - Other	617	819	(202)	3,551	7,369	(3,818)	9,826
<b>Total 5100-00 · Rent</b>	<b>748</b>	<b>972</b>	<b>(224)</b>	<b>4,545</b>	<b>8,869</b>	<b>(4,324)</b>	<b>11,908</b>
5310-00 · Telephone							
5320-00 · Telephone	125	253	(128)	1,297	2,277	(980)	3,036
<b>Total 5310-00 · Telephone</b>	<b>125</b>	<b>253</b>	<b>(128)</b>	<b>1,297</b>	<b>2,277</b>	<b>(980)</b>	<b>3,036</b>
5420-00 · Mail - USPS	0	250	(250)	88	850	(762)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	610	(368)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	43			685	500	185	500
5520-00 · Supplies - Other	40	83	(43)	606	751	(145)	1,000
<b>Total 5520-00 · Supplies</b>	<b>84</b>	<b>83</b>	<b>1</b>	<b>1,292</b>	<b>1,251</b>	<b>41</b>	<b>1,500</b>
5610-00 · Depreciation	0	8	(8)	0	72	(72)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	504	(504)	672
5710-00 · Taxes, Licenses & Fees	0	50	(50)	0	150	(150)	200
5740-00 · Equipment Rental/Leasing	176	250	(74)	1,594	2,240	(646)	2,990
5800-00 · Training Seminars	19	0	19	3,721	1,950	1,771	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	375	(375)	0	1,125	(1,125)	1,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>375</b>	<b>(375)</b>	<b>0</b>	<b>1,125</b>	<b>(1,125)</b>	<b>1,500</b>
6420-00 · Events							
6422-00 · Event Media	0			(300)			
6424-00 · Event Operation Expenses	(458)			0			
<b>Total 6420-00 · Events</b>	<b>(458)</b>			<b>(300)</b>			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	1,115	0	1,115	1,115	0	1,115	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	1,570	650	920	4,120	5,200	(1,081)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	8,554	344	8,210	16,491	4,596	11,895	5,628
6423-00 · Membership Activities - Other	2,217			7,802	0	7,802	0
<b>Total 6423-00 · Membership Activities</b>	<b>13,456</b>	<b>994</b>	<b>12,462</b>	<b>33,056</b>	<b>12,296</b>	<b>20,760</b>	<b>45,278</b>
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	599	(599)	800

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

Accrual Basis

60 - Membership

	Mar 19	Budget	\$ Over Budget	Jul '18 - Mar 19	YTD Budget	\$ Over Budget	Annual Budget
8500-00 - Credit Card Fees	268	155	113	2,073	1,595	478	3,000
8700-00 - Automobile Expenses	22	78	(56)	359	699	(340)	933
8750-00 - Meals/Meetings	58	150	(92)	772	1,350	(578)	1,800
8810-00 - Dues & Subscriptions	0	35	(35)	530	315	215	420
8920-00 - Bad Debt	540			4,390	0	4,390	0
<b>Total Expense</b>	<b>22,515</b>	<b>10,779</b>	<b>11,736</b>	<b>118,946</b>	<b>99,290</b>	<b>19,656</b>	<b>161,240</b>
<b>Net Ordinary Income</b>	<b>(8,681)</b>	<b>1,059</b>	<b>(9,740)</b>	<b>(670)</b>	<b>9,806</b>	<b>(10,476)</b>	<b>37,270</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 - Allocated	1,842	2,036	(194)	17,480	19,188	(1,708)	25,113
<b>Total Other Expense</b>	<b>1,842</b>	<b>2,036</b>	<b>(194)</b>	<b>17,480</b>	<b>19,188</b>	<b>(1,708)</b>	<b>25,113</b>
<b>Net Other Income</b>	<b>(1,842)</b>	<b>(2,036)</b>	<b>194</b>	<b>(17,480)</b>	<b>(19,188)</b>	<b>1,708</b>	<b>(25,113)</b>
<b>Net Income</b>	<b>(10,523)</b>	<b>(977)</b>	<b>(9,546)</b>	<b>(18,150)</b>	<b>(9,382)</b>	<b>(8,768)</b>	<b>12,157</b>



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

**70 - Administration**

Accrual Basis

	Mar 19	Budget	\$ Over Budget	Jul '18 - Mar 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	1,762	2,130	(367)	18,010	19,166	(1,156)	25,555
5030-00 - P/R - Health Insurance Expense	2,151	2,648	(497)	15,550	23,828	(8,278)	31,770
5040-00 - P/R - Workmans Comp	170	182	(12)	1,220	1,638	(418)	2,184
5060-00 - 401 (k)	939	1,089	(151)	5,451	9,804	(4,353)	13,072
5070-00 - Other Benefits and Expenses	30	167	(137)	622	1,499	(877)	2,000
5000-00 - Salaries & Wages - Other	26,807	27,188	(381)	240,871	244,688	(3,816)	326,250
<b>Total 5000-00 - Salaries &amp; Wages</b>	<b>31,858</b>	<b>33,403</b>	<b>(1,545)</b>	<b>281,724</b>	<b>300,622</b>	<b>(18,898)</b>	<b>400,831</b>
5100-00 - Rent							
5110-00 - Utilities	152	123	29	1,442	1,107	335	1,476
5140-00 - Repairs & Maintenance	1,295	375	920	4,015	3,375	640	4,500
5150-00 - Office - Cleaning	224	208	16	1,649	1,873	(224)	2,497
5100-00 - Rent - Other	2,280	2,176	104	22,785	19,579	3,206	26,107
<b>Total 5100-00 - Rent</b>	<b>3,950</b>	<b>2,882</b>	<b>1,068</b>	<b>29,890</b>	<b>25,934</b>	<b>3,956</b>	<b>34,580</b>
5310-00 - Telephone							
5320-00 - Telephone	681	1,000	(319)	7,186	9,000	(1,814)	12,000
5350-00 - Internet	0			25			
<b>Total 5310-00 - Telephone</b>	<b>681</b>	<b>1,000</b>	<b>(319)</b>	<b>7,211</b>	<b>9,000</b>	<b>(1,789)</b>	<b>12,000</b>
5420-00 - Mail - USPS							
5480-00 - Mail - Fed Ex	0			30	0	30	0
5420-00 - Mail - USPS - Other	500	88	412	1,201	795	406	1,059
<b>Total 5420-00 - Mail - USPS</b>	<b>500</b>	<b>88</b>	<b>412</b>	<b>1,231</b>	<b>795</b>	<b>436</b>	<b>1,059</b>
5510-00 - Insurance/Bonding	724			3,274	205	3,069	205
5520-00 - Supplies							
5525-00 - Supplies - Computer <\$1000	10			1,900	2,000	(100)	2,000
5520-00 - Supplies - Other	132	625	(493)	3,913	5,625	(1,712)	7,500
<b>Total 5520-00 - Supplies</b>	<b>142</b>	<b>625</b>	<b>(483)</b>	<b>5,813</b>	<b>7,625</b>	<b>(1,812)</b>	<b>9,500</b>
5610-00 - Depreciation	0	54	(54)	218	488	(270)	650
5700-00 - Equipment Support & Maintenance	2	330	(328)	2,166	2,965	(799)	3,955
5710-00 - Taxes, Licenses & Fees	1,270	1,042	228	8,183	9,374	(1,191)	12,500
5740-00 - Equipment Rental/Leasing	356	329	27	2,976	2,963	13	3,950
5800-00 - Training Seminars	0	417	(417)	774	3,749	(2,975)	5,000
5900-00 - Professional Fees							
5910-00 - Professional Fees - Attorneys	40	625	(585)	1,000	5,625	(4,625)	7,500
5920-00 - Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 - Professional Fees - Other	0	1,500	(1,500)	6,610	15,000	(8,390)	19,500
<b>Total 5900-00 - Professional Fees</b>	<b>40</b>	<b>2,125</b>	<b>(2,085)</b>	<b>28,610</b>	<b>45,625</b>	<b>(17,015)</b>	<b>52,000</b>
6420-00 - Events							
6422-00 - Event Media	0			300			
<b>Total 6420-00 - Events</b>	<b>0</b>			<b>300</b>			
6423-00 - Membership Activities							
6442-00 - Public Relations/Website	0			(300)			
<b>Total 6423-00 - Membership Activities</b>	<b>0</b>			<b>(300)</b>	<b>0</b>	<b>(300)</b>	<b>0</b>
7500-00 - Trade Shows/Travel	0			372			
8200-00 - Associate Relations	92	333	(241)	2,079	3,001	(922)	4,000
8300-00 - Board Functions	161	1,500	(1,339)	6,178	4,050	2,128	4,500
8500-00 - Credit Card Fees	0			310	0	310	0
8600-00 - Additional Opportunities	0	467	(467)	0	4,199	(4,199)	5,600
8700-00 - Automobile Expenses	114	250	(136)	1,795	2,250	(455)	3,000
8750-00 - Meals/Meetings	630	120	510	1,845	1,080	765	1,440
8810-00 - Dues & Subscriptions	417	275	142	3,888	2,475	1,413	3,300
<b>Total Expense</b>	<b>40,936</b>	<b>45,240</b>	<b>(4,304)</b>	<b>388,538</b>	<b>426,400</b>	<b>(37,863)</b>	<b>558,070</b>
<b>Net Ordinary Income</b>	<b>(40,936)</b>	<b>(45,240)</b>	<b>4,304</b>	<b>(388,538)</b>	<b>(426,400)</b>	<b>37,863</b>	<b>(558,070)</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>17</b>			
<b>Other Expense</b>							
8990-00 - Allocated	(40,936)	(45,240)	4,304	(388,443)	(426,400)	37,957	(558,070)
<b>Total Other Expense</b>	<b>(40,936)</b>	<b>(45,240)</b>	<b>4,304</b>	<b>(388,443)</b>	<b>(426,400)</b>	<b>37,957</b>	<b>(558,070)</b>
<b>Net Other Income</b>	<b>40,936</b>	<b>45,240</b>	<b>(4,304)</b>	<b>388,461</b>	<b>426,400</b>	<b>(37,940)</b>	<b>558,070</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(77)</b>	<b>0</b>	<b>(77)</b>	<b>0</b>