

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

May 31, 2019

North Lake Tahoe Resort Association
Balance Sheet
As of May 31, 2019

	<u>May 31, 19</u>	<u>May 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	137	443	(306)	(69%)	289
1003-00 · Cash - Operations BOTW #6712	460,608	661,754	(201,146)	(30%)	619,232
1007-00 · Cash - Payroll BOTW #7421	6,628	5,118	1,510	30%	6,195
1008-00 · Marketing Reserve - Plumas	50,238	50,162	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,634	100,433	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	141,189	91,074	50,115	55%	88,355
10950 · Cash in Drawer	315	1,401	(1,086)	(78%)	597
Total Checking/Savings	<u>789,331</u>	<u>939,967</u>	<u>(150,636)</u>	<u>(16%)</u>	<u>894,867</u>
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	25,847	29,361	(3,514)	(12%)	24,331
1290-00 · A/R - TOT	274,450	0	274,450	100%	0
Total Accounts Receivable	<u>300,297</u>	<u>29,361</u>	<u>270,936</u>	<u>923%</u>	<u>24,331</u>
Other Current Assets					
1200-99 · AR Other	310	1,614	(1,304)	(81%)	(41)
12000 · Undeposited Funds	0	1,026	(1,026)	(100%)	0
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	25,235	10,000	15,235	152%	3,417
1201-03 · Member AR - Other	4,680	0	4,680	100%	0
1201-00 · Member Accounts Receivable - Other	0	3,140	(3,140)	(100%)	2,870
Total 1201-00 · Member Accounts Receivable	<u>29,915</u>	<u>13,140</u>	<u>16,775</u>	<u>128%</u>	<u>6,287</u>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(4,358)	1,583	36%	(2,500)
12100 · Inventory Asset	20,213	26,597	(6,384)	(24%)	28,203
1299 · Receivable from NLTMC	13,481	0	13,481	100%	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
Total Other Current Assets	<u>62,754</u>	<u>38,669</u>	<u>24,085</u>	<u>62%</u>	<u>61,553</u>
Total Current Assets	<u>1,152,382</u>	<u>1,007,997</u>	<u>144,385</u>	<u>14%</u>	<u>980,751</u>
Fixed Assets					
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)	(8,435)	0	0%	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,995)	(18,331)	(1,664)	(9%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	<u>1,526</u>	<u>4,718</u>	<u>(3,192)</u>	<u>(68%)</u>	<u>3,041</u>
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	15,040	2,909	12,131	417%	9,151
1430-00 · Prepaid 1st Class Postage	500	1,000	(500)	(50%)	1,000
1400-00 · Prepaid Expenses - Other	5,755	29,277	(23,522)	(80%)	17,116
Total 1400-00 · Prepaid Expenses	<u>21,295</u>	<u>33,186</u>	<u>(11,891)</u>	<u>(36%)</u>	<u>27,267</u>
Total Other Assets	<u>21,295</u>	<u>33,186</u>	<u>(11,891)</u>	<u>(36%)</u>	<u>27,267</u>
TOTAL ASSETS	<u><u>1,175,201</u></u>	<u><u>1,045,900</u></u>	<u><u>129,301</u></u>	<u><u>12%</u></u>	<u><u>1,011,060</u></u>

North Lake Tahoe Resort Association
Balance Sheet
As of May 31, 2019

	<u>May 31, 19</u>	<u>May 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	56,708	28,202	28,506	101%	42,156
Total Accounts Payable	56,708	28,202	28,506	101%	42,156
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-02 · MC_6765_Jason	0	30	(30)	(100%)	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-09 · MC_0319_Sarah	0	34	(34)	(100%)	0
2080-10 · MC_9495_AI	0	30	(30)	(100%)	180
2080-11 · MC_3978_Amber	0	839	(839)	(100%)	3,070
2080-13 · MC_6903_Cindy	0	15	(15)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	75	(75)	(100%)	83
Total 2080-00 · Bank of the West - Master Cards	0	1,023	(1,023)	(100%)	5,904
Total Credit Cards	0	1,023	(1,023)	(100%)	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	17,554	38,973	(21,419)	(55%)	36,870
2101-00 · Incentive Payable	78,929	89,999	(11,070)	(12%)	43,384
2102-00 · Commissions Payable	4,318	11,693	(7,375)	(63%)	4,698
2120-00 · Empl. Federal Tax Payable	7,992	3,118	4,874	156%	3,072
2175-00 · 401 (k) Plan	3,934	1,559	2,375	152%	1,157
2180-00 · Estimated PTO Liability	43,126	74,725	(31,599)	(42%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	155,853	220,067	(64,214)	(29%)	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	119	0	119	100%	853
25500 · *Sales Tax Payable	1,322	1,115	207	19%	1,941
2190-00 · Sales and Use Tax Payable - Other	3	0	3	100%	0
Total 2190-00 · Sales and Use Tax Payable	1,444	1,115	329	30%	2,794
2250-00 · Accrued Expenses	339	800	(461)	(58%)	49,521
2400-42 · Marketing Co-op	0	0	0	0%	67,000
2400-60 · Deferred Revenue- Member Dues	76,653	62,132	14,521	23%	56,979
2500-00 · Deferred Revenue - TMBC	855	760	95	13%	535
2651-00 · Deferred Rev - Conference	367	917	(550)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	(567)	4,704	830%	4,202
2900-00 · Due To/From County of Placer	0	8,881	(8,881)	(100%)	229,432
Total Other Current Liabilities	589,953	294,105	295,848	101%	548,648
Total Current Liabilities	646,661	323,330	323,331	100%	596,708
Total Liabilities	646,661	323,330	323,331	100%	596,708
Equity					
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
Net Income	114,187	324,427	(210,240)	(65%)	(5,239)

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As of May 31, 2019

	<u>May 31, 19</u>	<u>May 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
Total Equity	528,539	722,569	(194,030)	(27%)	414,352
TOTAL LIABILITIES & EQUITY	<u>1,175,201</u>	<u>1,045,900</u>	<u>129,301</u>	<u>12%</u>	<u>1,011,060</u>

North Lake Tahoe Resort Association

Profit & Loss

06/24/19

July 2018 through May 2019

Accrual Basis

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	3,349,771	3,446,418	-96,647	-3%
4200-00 · Membership Dues Revenue	126,079	119,591	6,488	5%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	6,463	10,083	-3,621	-36%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	12,876	18,522	-5,646	-31%
4250-05 · Sponsorships	17,165	12,440	4,725	38%
4250-01 · Community Awards - Other	14,646	18,105	-3,459	-19%
Total 4250-01 · Community Awards	44,687	49,067	-4,380	-9%
4250-02 · Chamber Events	2,892	373	2,519	675%
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	1,000	1,500	150%
4251-00 · Tues AM Breakfast Club - Other	5,577	4,585	993	22%
Total 4251-00 · Tues AM Breakfast Club	8,077	5,585	2,493	45%
4250-00 · Revenues-Membership Activities - Other	3,918	1,629	2,289	141%
Total 4250-00 · Revenues-Membership Activities	62,197	60,063	2,134	4%
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	3,624	4,794	132%
4600-00 · Commissions - Other	46,966	51,278	-4,312	-8%
Total 4600-00 · Commissions	55,383	54,902	481	1%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	3,200	9,023	-5,823	-65%
46000 · Merchandise Sales - Other	94,090	77,225	16,865	22%
Total 46000 · Merchandise Sales	97,290	86,248	11,042	13%
4720-00 · Miscellaneous	0	415	-415	-100%
Total Income	3,697,788	3,856,423	-158,634	-4%
Gross Profit	3,697,788	3,856,423	-158,634	-4%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	15,583	17,407	-1,824	-11%
5020-00 · P/R - Tax Expense	73,857	84,475	-10,618	-13%
5030-00 · P/R - Health Insurance Expense	112,409	84,159	28,250	34%
5040-00 · P/R - Workmans Comp	6,844	12,288	-5,444	-44%
5060-00 · 401 (k)	32,201	32,206	-5	0%
5070-00 · Other Benefits and Expenses	3,709	4,330	-621	-14%
5000-00 · Salaries & Wages - Other	955,751	996,490	-40,739	-4%
Total 5000-00 · Salaries & Wages	1,200,352	1,231,353	-31,001	-3%
5100-00 · Rent				
5110-00 · Utilities	10,872	9,808	1,064	11%
5140-00 · Repairs & Maintenance	14,135	6,463	7,672	119%
5150-00 · Office - Cleaning	5,890	7,280	-1,390	-19%
5100-00 · Rent - Other	140,467	137,166	3,301	2%
Total 5100-00 · Rent	171,364	160,717	10,647	7%
5310-00 · Telephone				
5320-00 · Telephone	24,341	25,843	-1,502	-6%
5350-00 · Internet	25	25	0	0%

North Lake Tahoe Resort Association

Profit & Loss

06/24/19

July 2018 through May 2019

Accrual Basis

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
Total 5310-00 · Telephone	24,366	25,868	-1,502	-6%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	-3,562	3,316	-6,878	-207%
Total 5420-00 · Mail - USPS	-3,479	3,437	-6,915	-201%
5510-00 · Insurance/Bonding	7,024	7,515	-491	-7%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	6,883	1,269	5,615	443%
5520-00 · Supplies - Other	13,804	12,552	1,252	10%
Total 5520-00 · Supplies	20,687	13,821	6,867	50%
5610-00 · Depreciation	1,515	2,397	-881	-37%
5700-00 · Equipment Support & Maintenance	3,406	11,475	-8,069	-70%
5710-00 · Taxes, Licenses & Fees	10,027	11,249	-1,223	-11%
5740-00 · Equipment Rental/Leasing	14,010	15,436	-1,426	-9%
5800-00 · Training Seminars	7,999	4,561	3,438	75%
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	2,769	3,906	-1,137	-29%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,120	9,760	-8,640	-89%
5920-00 · Professional Fees - Accountant	24,250	26,250	-2,000	-8%
5921-00 · Professional Fees - Other	11,810	56,540	-44,730	-79%
Total 5900-00 · Professional Fees	37,180	92,550	-55,370	-60%
5940-00 · Research & Planning Membership	0	3,000	-3,000	-100%
5941-00 · Research & Planning	28,820	2,266	26,554	1,172%
6020-00 · Programs				
6016-00 · Special Event Partnership	27,750	3,500	24,250	693%
6018-00 · Business Assoc. Grants	10,000	20,000	-10,000	-50%
Total 6020-00 · Programs	37,750	23,500	14,250	61%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-01 · 4th of July Fireworks	20,085	20,000	85	0%
6421-04 · Broken Arrow Skyrace	27,500	15,000	12,500	83%
6421-05 · No Barriers	8,550	0	8,550	100%
6421-06 · Spartan	254,353	254,000	353	0%
6421-07 · Tahoe Lacrosse Tournament	5,000	5,000	0	0%
6421-09 · Wanderlust	30,476	34,043	-3,567	-11%
6421-10 · WinterWonderGrass - Tahoe	19,447	20,808	-1,361	-7%
6421-16 · Mountain Travel Symposium	5,625	0	5,625	100%
Total 6420-01 · Sponsorships	405,315	463,623	-58,308	-13%
6421-00 · New Event Development	32,991	6,936	26,055	376%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
6422-06 · Music Campaign	0	2,706	-2,706	-100%
Total 6422-00 · Event Media	0	2,780	-2,780	-100%
6424-00 · Event Operation Expenses	2,056	98	1,958	1,997%
Total 6420-00 · Events	440,362	473,437	-33,075	-7%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	25,770	23,832	1,938	8%
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	5,436	5,557	-121	-2%
6441-00 · Membership - Miscellaneous Exp	60	10	50	497%

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North Lake Tahoe Resort Association

Profit & Loss

06/24/19

July 2018 through May 2019

Accrual Basis

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
6442-00 · Public Relations/Website	14,268	3,146	11,122	354%
6444-00 · Trades	1,430	2,515	-1,085	-43%
6423-00 · Membership Activities - Other	13,423	459	12,964	2,825%
Total 6423-00 · Membership Activities	63,856	38,895	24,961	64%
6490-00 · Classified Ads	0	50	-50	-100%
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	1,338,175	1,267,606	70,569	6%
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	27,573	12,098	15,476	128%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	7,883	10,640	-2,757	-26%
6743-03 · Touch Lake Tahoe	17,000	17,909	-909	-5%
6743-04 · High Notes	8,910	3,800	5,110	135%
6743-05 · Peak Your Adventure	4,635	0	4,635	100%
Total 6743-00 · BACC Marketing Programs	38,428	32,349	6,080	19%
7500-00 · Trade Shows/Travel	372	0	372	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,140	1,662	-522	-31%
52500 · Purchase Discounts	-40	-2,278	2,237	98%
59900 · POS Inventory Adjustments	-56	493	-549	-111%
8100-00 · Cost of Goods Sold - Other	52,123	44,431	7,692	17%
Total 8100-00 · Cost of Goods Sold	53,167	44,309	8,858	20%
8200-00 · Associate Relations	3,627	1,983	1,644	83%
8300-00 · Board Functions	8,357	7,610	747	10%
8500-00 · Credit Card Fees	7,040	5,849	1,191	20%
8600-00 · Additional Opportunites	11,750	0	11,750	100%
8700-00 · Automobile Expenses	4,646	4,225	421	10%
8750-00 · Meals/Meetings	4,005	3,517	488	14%
8810-00 · Dues & Subscriptions	7,941	6,617	1,324	20%
8910-00 · Travel	3,654	2,132	1,522	71%
8920-00 · Bad Debt	5,833	15,890	-10,057	-63%
Total Expense	3,583,855	3,532,249	51,606	2%
Net Ordinary Income	113,933	324,174	-210,241	-65%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	254	253	0	0%
Total Other Income	254	253	0	0%
Net Other Income	254	253	0	0%
Net Income	114,187	324,427	-210,240	-65%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Apr - May 19	Budget	\$ Over Budget	Jul '18 - May...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	596,209	631,991	(35,782)	3,349,771	3,490,114	(140,343)	3,806,924
4200-00 · Membership Dues Revenue	23,994	21,450	2,544	126,079	117,300	8,779	128,000
4205-00 · Conference Dues	733	1,650	(917)	6,463	9,075	(2,613)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	12,876	19,000	(6,125)	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	17,165	13,000	4,165	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	14,646	18,000	(3,354)	14,646	18,000	(3,354)	18,000
Total 4250-01 · Community Awards	44,687	50,000	(5,314)	44,687	50,000	(5,314)	50,000
4250-02 · Chamber Events	191	416	(225)	2,892	2,292	600	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	0	600	(600)	2,500	2,750	(250)	3,050
4251-00 · Tues AM Breakfast Club - Other	1,315	1,160	155	5,577	6,380	(803)	6,960
Total 4251-00 · Tues AM Breakfast Club	1,315	1,760	(445)	8,077	9,130	(1,053)	10,010
4250-00 · Revenues-Membership Activities - Other	420			3,918	0	3,918	0
Total 4250-00 · Revenues-Membership Activities	46,612	52,176	(5,564)	62,197	65,422	(3,225)	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	6	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	3,334	(3,334)	8,417	18,333	(9,916)	20,000
4600-00 · Commissions - Other	15,880	5,000	10,880	46,966	27,500	19,466	30,000
Total 4600-00 · Commissions	15,880	8,334	7,546	55,383	45,833	9,550	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	241	1,000	(759)	3,200	9,000	(5,800)	9,500
46000 · Merchandise Sales - Other	17,996	19,400	(1,404)	94,090	83,000	11,090	95,000
Total 46000 · Merchandise Sales	18,237	20,400	(2,163)	97,290	92,000	5,290	104,500
Total Income	701,666	736,001	(34,335)	3,697,788	3,819,744	(121,956)	4,169,834
Gross Profit	701,666	736,001	(34,335)	3,697,788	3,819,744	(121,956)	4,169,834
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	2,377	1,266	1,111	15,583	6,967	8,616	7,600
5020-00 · P/R - Tax Expense	12,284	13,972	(1,688)	73,857	79,127	(5,270)	86,761
5030-00 · P/R - Health Insurance Expense	18,059	22,116	(4,057)	112,409	121,632	(9,223)	132,690
5040-00 · P/R - Workmans Comp	1,406	1,917	(511)	6,844	10,819	(3,975)	11,845
5060-00 · 401 (k)	5,838	7,107	(1,269)	32,201	39,426	(7,225)	43,048
5070-00 · Other Benefits and Expenses	353	1,172	(819)	3,709	6,443	(2,734)	7,029
5000-00 · Salaries & Wages - Other	178,002	176,308	1,694	955,751	978,198	(22,447)	1,068,067
Total 5000-00 · Salaries & Wages	218,318	223,858	(5,540)	1,200,352	1,242,612	(42,260)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,713	1,956	(243)	10,872	11,263	(391)	12,191
5140-00 · Repairs & Maintenance	1,628	7,833	(6,205)	14,135	42,948	(28,813)	32,850
5150-00 · Office - Cleaning	1,100	1,723	(623)	5,890	9,644	(3,754)	10,444
5100-00 · Rent - Other	25,355	25,914	(559)	140,467	142,511	(2,044)	155,665
Total 5100-00 · Rent	29,796	37,426	(7,630)	171,364	206,366	(35,002)	211,150
5310-00 · Telephone							
5320-00 · Telephone	4,184	4,258	(74)	24,341	23,419	922	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	922	(922)	0	5,074	(5,074)	5,535
Total 5310-00 · Telephone	4,184	5,180	(996)	24,366	28,493	(4,127)	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	(5,587)	800	(6,387)	(3,562)	4,728	(8,290)	5,203
Total 5420-00 · Mail - USPS	(5,587)	800	(6,387)	(3,479)	4,728	(8,207)	5,203
5510-00 · Insurance/Bonding	1,452	970	482	7,024	5,653	1,371	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	2,943	250	2,693	6,883	7,475	(592)	7,600
5520-00 · Supplies - Other	2,838	3,300	(462)	13,804	19,843	(6,039)	21,493
Total 5520-00 · Supplies	5,781	3,550	2,231	20,687	27,318	(6,631)	29,093
5610-00 · Depreciation	236	354	(118)	1,515	1,952	(437)	2,169
5700-00 · Equipment Support & Maintenance	720	2,236	(1,516)	3,406	12,294	(8,888)	13,408
5710-00 · Taxes, Licenses & Fees	1,844	2,100	(256)	10,027	11,851	(1,824)	12,951
5740-00 · Equipment Rental/Leasing	2,908	2,956	(48)	14,010	16,248	(2,238)	17,726
5800-00 · Training Seminars	60	834	(774)	7,999	16,033	(8,034)	16,450
5850-00 · Artist of Month - Commissions	356	916	(560)	2,769	5,042	(2,273)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	1,500	(1,380)	1,120	8,250	(7,130)	9,000
5920-00 · Professional Fees - Accountant	3,250	0	3,250	24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	5,200	3,834	1,366	11,810	23,708	(11,898)	26,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Apr - May 19	Budget	\$ Over Budget	Jul '18 - May...	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	8,570	5,334	3,236	37,180	56,958	(19,778)	60,000
5941-00 · Research & Planning	10,100	0	10,100	28,820	18,000	10,820	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	6,750	0	6,750	27,750	25,000	2,750	50,000
6018-00 · Business Assoc. Grants	10,000	10,000	0	10,000	20,000	(10,000)	30,000
Total 6020-00 · Programs	16,750	10,000	6,750	37,750	45,000	(7,250)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	85	0	85	20,085	20,000	85	20,300
6421-04 · Broken Arrow Skyrace	7,500	0	7,500	27,500	20,000	7,500	20,000
6421-05 · No Barriers	150	8,400	(8,250)	8,550	8,400	150	12,400
6421-06 · Spartan	353	0	353	254,353	254,500	(147)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	17,500	(17,500)	0	17,500	(17,500)	35,550
6421-09 · Wanderlust	476	7,700	(7,224)	30,476	37,700	(7,224)	37,700
6421-10 · WinterWonderGrass - Tahoe	0	19,400	(19,400)	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	625	0	625	5,625	5,000	625	5,000
Total 6420-01 · Sponsorships	9,190	53,000	(43,810)	405,315	424,875	(19,560)	447,225
6421-00 · New Event Development	5,491	5,500	(9)	32,991	55,250	(22,259)	58,000
6424-00 · Event Operation Expenses	0	1,334	(1,334)	2,056	7,333	(5,277)	8,000
Total 6420-00 · Events	14,680	59,834	(45,154)	440,362	487,458	(47,096)	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	24,655	27,500	(2,845)	25,770	27,500	(1,730)	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	1,317	1,300	17	5,436	6,500	(1,064)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	60	0
6442-00 · Public Relations/Website	(1,922)	688	(2,610)	14,268	5,284	8,984	5,628
6444-00 · Trades	1,430	0	1,430	1,430	0	1,430	0
6423-00 · Membership Activities - Other	5,621	0	5,621	13,423	0	13,423	0
Total 6423-00 · Membership Activities	31,100	29,488	1,612	63,856	41,784	22,072	45,278
6730-00 · Marketing Cooperative/Media	243,304	243,304	0	1,338,175	1,338,171	4	1,459,827
6740-00 · Media/Collateral/Production	0	0	0	1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	7,594	8,632	(1,038)	27,573	47,484	(19,911)	15,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	535	2,500	(1,965)	7,883	20,000	(12,117)	20,000
6743-03 · Touch Lake Tahoe	9,000	10,000	(1,000)	17,000	20,000	(3,000)	20,000
6743-04 · High Notes	8,910	20,000	(11,090)	8,910	20,000	(11,090)	20,000
6743-05 · Peak Your Adventure	3,635	20,000	(16,365)	4,635	20,000	(15,365)	20,000
Total 6743-00 · BACC Marketing Programs	22,080	52,500	(30,420)	38,428	80,000	(41,572)	80,000
7500-00 · Trade Shows/Travel	0	0	0	372	0	372	0
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	197	0	197	1,140	0	1,140	0
52500 · Purchase Discounts	(0)	0	0	(40)	0	(40)	0
59900 · POS Inventory Adjustments	(84)	0	(84)	(56)	0	(56)	0
8100-00 · Cost of Goods Sold - Other	10,843	10,186	657	52,123	43,575	8,548	49,925
Total 8100-00 · Cost of Goods Sold	10,956	10,186	770	53,167	43,575	9,592	49,925
8200-00 · Associate Relations	1,442	1,232	210	3,627	6,784	(3,157)	7,400
8300-00 · Board Functions	2,179	300	1,879	8,357	4,350	4,007	4,500
8500-00 · Credit Card Fees	2,218	1,869	349	7,040	5,970	1,070	6,658
8600-00 · Additional Opportunitites	11,687	6,268	5,419	11,750	34,466	(22,716)	37,600
8700-00 · Automobile Expenses	532	996	(464)	4,646	5,665	(1,019)	6,183
8750-00 · Meals/Meetings	758	1,274	(516)	4,005	7,003	(2,998)	7,640
8810-00 · Dues & Subscriptions	1,662	1,704	(42)	7,941	9,368	(1,427)	10,220
8910-00 · Travel	0	1,000	(1,000)	3,654	6,600	(2,946)	6,600
8920-00 · Bad Debt	710	0	710	5,833	0	5,833	0
Total Expense	646,392	715,101	(68,709)	3,583,855	3,817,226	(233,371)	4,115,967
Net Ordinary Income	55,274	20,900	34,374	113,933	2,518	111,415	53,867
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	46	0	46	254	0	254	0
Total Other Income	46	0	46	254	0	254	0
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	46	(0)	46	254	0	254	0
Net Income	55,320	20,900	34,420	114,187	2,518	111,669	53,867

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

Accrual Basis

11 - Marketing

	<u>May 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '18 - May 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	213,112	261,126	(48,014)	2,635,046	2,747,703	(112,657)	2,996,906
Total Income	<u>213,112</u>	<u>261,126</u>	<u>(48,014)</u>	<u>2,635,046</u>	<u>2,747,703</u>	<u>(112,657)</u>	<u>2,996,906</u>
Gross Profit	213,112	261,126	(48,014)	2,635,046	2,747,703	(112,657)	2,996,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	15,125	15,125	0	16,500
5020-00 · P/R - Tax Expense	1,543	1,929	(386)	20,345	20,864	(519)	22,712
5030-00 · P/R - Health Insurance Expense	1,173	4,080	(2,907)	45,869	44,880	989	48,960
5040-00 · P/R - Workmans Comp	108	193	(85)	1,123	2,085	(962)	2,268
5060-00 · 401 (k)	856	1,102	(246)	10,303	11,922	(1,619)	12,978
5070-00 · Other Benefits and Expenses	72	167	(95)	1,624	1,841	(217)	2,008
5000-00 · Salaries & Wages - Other	22,398	27,557	(5,159)	272,361	298,052	(25,691)	324,453
Total 5000-00 · Salaries & Wages	<u>27,525</u>	<u>36,403</u>	<u>(8,878)</u>	<u>366,750</u>	<u>394,769</u>	<u>(28,019)</u>	<u>429,879</u>
5100-00 · Rent							
5110-00 · Utilities	150	135	15	1,751	1,485	266	1,620
5140-00 · Repairs & Maintenance	0	1,196	(1,196)	2,367	12,866	(10,499)	14,033
5150-00 · Office - Cleaning	206	175	31	2,072	2,525	(453)	2,700
5100-00 · Rent - Other	2,347	1,984	363	24,199	21,821	2,378	23,805
Total 5100-00 · Rent	<u>2,704</u>	<u>3,490</u>	<u>(786)</u>	<u>30,389</u>	<u>38,697</u>	<u>(8,308)</u>	<u>42,158</u>
5310-00 · Telephone							
5320-00 · Telephone	553	670	(117)	6,054	7,370	(1,316)	8,040
Total 5310-00 · Telephone	<u>553</u>	<u>670</u>	<u>(117)</u>	<u>6,054</u>	<u>7,370</u>	<u>(1,316)</u>	<u>8,040</u>
5420-00 · Mail - USPS	0	0	0	262	750	(488)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,859	(1,213)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	288	0	288	1,153	3,600	(2,447)	3,600
5520-00 · Supplies - Other	120	417	(297)	1,404	4,583	(3,179)	5,000
Total 5520-00 · Supplies	<u>408</u>	<u>417</u>	<u>(9)</u>	<u>2,557</u>	<u>8,183</u>	<u>(5,626)</u>	<u>8,600</u>
5610-00 · Depreciation	0	20	(20)	0	220	(220)	280
5700-00 · Equipment Support & Maintenance	0	292	(292)	240	3,208	(2,968)	3,496
5740-00 · Equipment Rental/Leasing	277	315	(38)	3,349	3,465	(116)	3,780
5800-00 · Training Seminars	60	0	60	3,345	4,500	(1,155)	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,375	(1,375)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	4,583	(4,583)	5,000
Total 5900-00 · Professional Fees	<u>0</u>	<u>542</u>	<u>(542)</u>	<u>0</u>	<u>5,958</u>	<u>(5,958)</u>	<u>6,500</u>
5941-00 · Research & Planning	0	0	0	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	27,750	25,000	2,750	50,000
6018-00 · Business Assoc. Grants	10,000	10,000	0	10,000	20,000	(10,000)	30,000
Total 6020-00 · Programs	<u>10,000</u>	<u>10,000</u>	<u>0</u>	<u>37,750</u>	<u>45,000</u>	<u>(7,250)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	85	0	85	20,085	20,000	85	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	27,500	20,000	7,500	20,000
6421-05 · No Barriers	150	400	(250)	8,550	8,400	150	12,400
6421-06 · Spartan	0	0	0	254,353	254,500	(147)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	0	0	0	17,500	(17,500)	35,550
6421-09 · Wanderlust	0	7,700	(7,700)	30,476	37,700	(7,224)	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	5,625	5,000	625	5,000
Total 6420-01 · Sponsorships	<u>235</u>	<u>8,100</u>	<u>(7,865)</u>	<u>405,315</u>	<u>424,875</u>	<u>(19,560)</u>	<u>447,225</u>
6421-00 · New Event Development	5,000	2,750	2,250	32,991	55,250	(22,259)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	7,333	(5,277)	8,000
Total 6420-00 · Events	<u>5,235</u>	<u>11,517</u>	<u>(6,282)</u>	<u>440,362</u>	<u>487,458</u>	<u>(47,096)</u>	<u>513,225</u>
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	1,225,224	1,225,220	4	1,336,608
6742-00 · Non-NLT Co-Op Marketing Program	688	833	(145)	20,837	9,167	11,670	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	7,883	20,000	(12,117)	20,000
6743-03 · Touch Lake Tahoe	4,500	10,000	(5,500)	17,000	20,000	(3,000)	20,000
6743-04 · High Notes	8,910	20,000	(11,090)	8,910	20,000	(11,090)	20,000
6743-05 · Peak Your Adventure	3,635	20,000	(16,365)	4,635	20,000	(15,365)	20,000
Total 6743-00 · BACC Marketing Programs	<u>17,045</u>	<u>50,000</u>	<u>(32,955)</u>	<u>38,428</u>	<u>80,000</u>	<u>(41,572)</u>	<u>80,000</u>
8200-00 · Associate Relations	0	133	(133)	30	1,467	(1,437)	1,600
8500-00 · Credit Card Fees	0			135	0	135	0
8600-00 · Additional Opportunitites	3,250	2,667	583	6,125	29,333	(23,208)	32,000

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

Accrual Basis

11 - Marketing

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	161	125	36	1,569	1,375	194	1,500
8750-00 · Meals/Meetings	130	300	(170)	649	3,300	(2,651)	3,600
8810-00 · Dues & Subscriptions	363	292	71	2,364	3,208	(844)	3,500
8910-00 · Travel	0	0	0	3,654	5,500	(1,846)	5,500
Total Expense	179,783	229,569	(49,786)	2,209,440	2,378,007	(168,567)	2,595,694
Net Ordinary Income	33,328	31,557	1,771	425,606	369,696	55,911	401,212
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			237			
Total Other Income	23			237			
Other Expense							
8990-00 · Allocated	50,038	31,557	18,481	370,342	369,695	646	401,252
Total Other Expense	50,038	31,557	18,481	370,342	369,695	646	401,252
Net Other Income	(50,014)	(31,557)	(18,457)	(370,105)	(369,695)	(410)	(401,252)
Net Income	(16,686)	0	(16,686)	55,501	0	55,501	(40)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,101	29,101	0	323,208	323,198	10	352,496
4205-00 · Conference Dues	367	825	(458)	6,463	9,075	(2,613)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	18,333	(9,916)	20,000
4600-00 · Commissions - Other	3,134	2,500	634	46,966	27,500	19,466	30,000
Total 4600-00 · Commissions	3,134	4,167	(1,033)	55,383	45,833	9,550	50,000
Total Income	32,602	34,093	(1,492)	385,054	378,106	6,948	412,396
Gross Profit	32,602	34,093	(1,492)	385,054	378,106	6,948	412,396
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	784	633	151	15,583	6,967	8,616	7,600
5020-00 · P/R - Tax Expense	926	1,165	(239)	12,276	12,812	(536)	13,977
5030-00 · P/R - Health Insurance Expense	1,746	1,633	113	19,582	17,957	1,625	19,590
5040-00 · P/R - Workmans Comp	73	172	(99)	731	1,893	(1,162)	2,065
5060-00 · 401 (k)	510	555	(45)	6,161	6,102	59	6,657
5070-00 · Other Benefits and Expenses	17	84	(67)	437	920	(483)	1,004
5000-00 · Salaries & Wages - Other	12,758	13,236	(478)	133,161	145,591	(12,430)	158,827
Total 5000-00 · Salaries & Wages	16,814	17,478	(664)	187,930	192,242	(4,312)	209,720
5100-00 · Rent							
5110-00 · Utilities	73	70	3	851	770	81	840
5140-00 · Repairs & Maintenance	0	43	(43)	637	474	163	517
5150-00 · Office - Cleaning	100	102	(2)	1,025	1,121	(96)	1,223
5100-00 · Rent - Other	1,105	953	152	11,649	10,480	1,169	11,630
Total 5100-00 · Rent	1,278	1,168	110	14,162	12,845	1,317	14,210
5310-00 · Telephone							
5320-00 · Telephone	307	206	101	2,621	2,266	355	2,472
Total 5310-00 · Telephone	307	206	101	2,621	2,266	355	2,472
5420-00 · Mail - USPS	0	42	(42)	98	458	(360)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	1,262	(1,049)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	331	0	331	0
5520-00 · Supplies - Other	48	52	(4)	626	566	60	618
Total 5520-00 · Supplies	78	52	26	957	566	391	618
5610-00 · Depreciation	0	8	(8)	0	86	(86)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	240	1,545	(1,305)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	88	(88)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	1,473	1,701	(228)	1,856
5800-00 · Training Seminars	0			38	0	38	0
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	112,951	112,951	0	123,219
8200-00 · Associate Relations	46	25	21	46	275	(229)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	917	(917)	1,000
8920-00 · Bad Debt	0			733			
Total Expense	28,912	29,748	(836)	321,462	327,202	(5,740)	357,147
Net Ordinary Income	3,690	4,345	(656)	63,592	50,904	12,688	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,890	4,345	2,545	50,993	50,904	89	55,249
Total Other Expense	6,890	4,345	2,545	50,993	50,904	89	55,249
Net Other Income	(6,890)	(4,345)	(2,545)	(50,993)	(50,904)	(89)	(55,249)
Net Income	(3,200)	0	(3,200)	12,599	0	12,599	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	31,519	34,852	(3,333)	383,607	411,254	(27,648)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	211	500	(289)	3,200	9,000	(5,800)	9,500
46000 · Merchandise Sales - Other	8,958	10,500	(1,542)	94,090	83,000	11,090	95,000
Total 46000 · Merchandise Sales	<u>9,169</u>	<u>11,000</u>	<u>(1,831)</u>	<u>97,290</u>	<u>92,000</u>	<u>5,290</u>	<u>104,500</u>
Total Income	<u>40,688</u>	<u>45,852</u>	<u>(5,164)</u>	<u>480,897</u>	<u>503,254</u>	<u>(22,357)</u>	<u>553,344</u>
Gross Profit	40,688	45,852	(5,164)	480,897	503,254	(22,357)	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	944	1,208	(264)	13,432	15,639	(2,207)	17,550
5030-00 · P/R - Health Insurance Expense	1,569	1,806	(237)	16,611	19,866	(3,255)	21,672
5040-00 · P/R - Workmans Comp	324	403	(79)	3,029	4,715	(1,686)	5,193
5060-00 · 401 (k)	466	537	(71)	5,640	6,287	(647)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	789	1,123	(334)	1,225
5000-00 · Salaries & Wages - Other	12,729	13,425	(696)	152,825	157,178	(4,353)	173,103
Total 5000-00 · Salaries & Wages	<u>16,078</u>	<u>17,481</u>	<u>(1,403)</u>	<u>192,326</u>	<u>204,808</u>	<u>(12,482)</u>	<u>225,667</u>
5100-00 · Rent							
5110-00 · Utilities	365	550	(185)	6,148	7,100	(952)	7,650
5140-00 · Repairs & Maintenance	0	2,292	(2,292)	5,355	25,208	(19,853)	13,500
5150-00 · Office - Cleaning	20	237	(217)	384	2,610	(2,226)	2,847
5100-00 · Rent - Other	6,269	7,025	(756)	72,030	77,272	(5,242)	84,297
Total 5100-00 · Rent	<u>6,654</u>	<u>10,104</u>	<u>(3,450)</u>	<u>83,918</u>	<u>112,190</u>	<u>(28,272)</u>	<u>108,294</u>
5310-00 · Telephone							
5320-00 · Telephone	237	0	237	5,213	0	5,213	0
5310-00 · Telephone - Other	0	461	(461)	0	5,074	(5,074)	5,535
Total 5310-00 · Telephone	<u>237</u>	<u>461</u>	<u>(224)</u>	<u>5,213</u>	<u>5,074</u>	<u>139</u>	<u>5,535</u>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	54	0	54	0
5420-00 · Mail - USPS - Other	0	145	(145)	358	1,599	(1,241)	1,744
Total 5420-00 · Mail - USPS	<u>0</u>	<u>145</u>	<u>(145)</u>	<u>411</u>	<u>1,599</u>	<u>(1,188)</u>	<u>1,744</u>
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,607	(475)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	132	125	7	1,440	1,375	65	1,500
5520-00 · Supplies - Other	895	473	422	5,695	6,902	(1,207)	7,375
Total 5520-00 · Supplies	<u>1,027</u>	<u>598</u>	<u>429</u>	<u>7,135</u>	<u>8,277</u>	<u>(1,142)</u>	<u>8,875</u>
5610-00 · Depreciation	118	87	31	1,297	962	335	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	280	3,300	(3,020)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	222	429	(207)	3,359	4,721	(1,362)	5,150
5800-00 · Training Seminars	0	0	0	120	5,000	(4,880)	5,000
5850-00 · Artist of Month - Commissions	190	458	(268)	2,769	5,042	(2,273)	5,500
6740-00 · Media/Collateral/Production	0	0	0	1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	200	3,483	(3,283)	3,136	38,317	(35,181)	5,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	67	0	67	1,140	0	1,140	0
52500 · Purchase Discounts	(0)	0	0	(40)	0	(40)	0
59900 · POS Inventory Adjustments	0	0	0	(56)	0	(56)	0
8100-00 · Cost of Goods Sold - Other	5,206	5,513	(307)	51,415	43,575	7,840	49,925
Total 8100-00 · Cost of Goods Sold	<u>5,273</u>	<u>5,513</u>	<u>(240)</u>	<u>52,459</u>	<u>43,575</u>	<u>8,884</u>	<u>49,925</u>
8200-00 · Associate Relations	0	58	(58)	75	642	(567)	700
8500-00 · Credit Card Fees	255	385	(130)	2,762	3,220	(458)	3,658
8700-00 · Automobile Expenses	47	45	2	800	685	115	750
8750-00 · Meals/Meetings	14	67	(54)	154	733	(579)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	1,833	(1,785)	2,000
8910-00 · Travel	0	0	0	0	1,100	(1,100)	1,100
Total Expense	<u>30,314</u>	<u>39,927</u>	<u>(9,613)</u>	<u>358,673</u>	<u>442,840</u>	<u>(84,167)</u>	<u>436,255</u>
Net Ordinary Income	<u>10,374</u>	<u>5,925</u>	<u>4,448</u>	<u>122,224</u>	<u>60,414</u>	<u>61,809</u>	<u>117,089</u>
Other Income/Expense							
Other Expense							
8990-00 · Allocated	9,395	5,925	3,470	69,536	69,414	121	75,339
Total Other Expense	<u>9,395</u>	<u>5,925</u>	<u>3,470</u>	<u>69,536</u>	<u>69,414</u>	<u>121</u>	<u>75,339</u>
Net Other Income	<u>(9,395)</u>	<u>(5,925)</u>	<u>(3,470)</u>	<u>(69,536)</u>	<u>(69,414)</u>	<u>(121)</u>	<u>(75,339)</u>
Net Income	<u><u>978</u></u>	<u><u>0</u></u>	<u><u>978</u></u>	<u><u>52,688</u></u>	<u><u>(9,000)</u></u>	<u><u>61,688</u></u>	<u><u>41,750</u></u>

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

51 - TMPI

	May 19	Budget	\$ Over Bu...	Jul '18 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	718	718	(0)	7,910	7,959	(49)	8,677
Total Income	718	718	(0)	7,910	7,959	(49)	8,677
Gross Profit	718	718	(0)	7,910	7,959	(49)	8,677
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	368	(519)	401
5030-00 · P/R - Health Insurance Expense	(3)	4	(7)	52	39	14	42
5040-00 · P/R - Workmans Comp	6	4	2	58	44	14	48
5060-00 · 401 (k)	0	23	(23)	251	249	2	272
5070-00 · Other Benefits and Expenses	0			3	0	3	0
5000-00 · Salaries & Wages - Other	1,351	567	784	8,207	6,232	1,976	6,798
Total 5000-00 · Salaries & Wages	1,354	630	724	8,420	6,931	1,489	7,561
5100-00 · Rent							
5110-00 · Utilities	0	0	0	36	0	36	0
5140-00 · Repairs & Maintenance	0	0	0	6	0	6	0
5150-00 · Office - Cleaning	0	0	0	42	0	42	0
5100-00 · Rent - Other	0	0	0	502	0	502	0
Total 5100-00 · Rent	0	0	0	586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	230	0	230	0
Total 5310-00 · Telephone	0	0	0	230	0	230	0
5420-00 · Mail - USPS	0	0	0	19	0	19	0
5510-00 · Insurance/Bonding	0	0	0	64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	71	0	71	0
5520-00 · Supplies - Other	0	0	0	17	0	17	0
Total 5520-00 · Supplies	0	0	0	88	0	88	0
5740-00 · Equipment Rental/Leasing	0	0	0	217	0	217	0
8700-00 · Automobile Expenses	0	0	0	26	0	26	0
8750-00 · Meals/Meetings	0	0	0	3	0	3	0
Total Expense	1,354	630	724	9,653	6,931	2,722	7,561
Net Ordinary Income	(636)	88	(724)	(1,742)	1,028	(2,771)	1,116
Other Income/Expense							
Other Expense							
8990-00 · Allocated	139	88	51	1,030	1,028	2	1,116
Total Other Expense	139	88	51	1,030	1,028	2	1,116
Net Other Income	(139)	(88)	(51)	(1,030)	(1,028)	(2)	(1,116)
Net Income	(775)	0	(775)	(2,772)	0	(2,772)	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

60 - Membership

	May 19	Budget	\$ Over Budget	Jul '18 - May ...	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,998	10,700	1,298	126,079	117,300	8,779	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	0	0	0	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	0	0	0	14,646	18,000	(3,354)	18,000
Total 4250-01 · Community Awards	0	0	0	44,687	50,000	(5,314)	50,000
4250-02 · Chamber Events	46	208	(162)	2,892	2,292	600	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	0	300	(300)	2,500	2,750	(250)	3,050
4251-00 · Tues AM Breakfast Club - Other	690	580	110	5,577	6,380	(803)	6,960
Total 4251-00 · Tues AM Breakfast Club	690	880	(190)	8,077	9,130	(1,053)	10,010
4250-00 · Revenues-Membership Activities - Other	465			3,918	0	3,918	0
Total 4250-00 · Revenues-Membership Activities	1,201	1,088	113	62,197	65,422	(3,225)	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	6	0
Total Income	13,199	11,788	1,411	188,882	182,722	6,160	198,510
Gross Profit	13,199	11,788	1,411	188,882	182,722	6,160	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(15,125)	(15,125)	0	(16,500)
5020-00 · P/R - Tax Expense	56	547	(491)	4,542	6,019	(1,477)	6,566
5030-00 · P/R - Health Insurance Expense	1,082	888	194	10,787	9,768	1,019	10,656
5040-00 · P/R - Workmans Comp	26	7	19	341	80	261	87
5060-00 · 401 (k)	155	262	(107)	2,524	2,883	(359)	3,145
5070-00 · Other Benefits and Expenses	4	66	(62)	186	726	(540)	792
5000-00 · Salaries & Wages - Other	6,026	6,553	(527)	75,877	72,083	3,794	78,636
Total 5000-00 · Salaries & Wages	5,973	6,948	(975)	79,133	76,434	2,699	83,382
5100-00 · Rent							
5110-00 · Utilities	35	50	(15)	343	555	(212)	605
5140-00 · Repairs & Maintenance	0	25	(25)	478	275	203	300
5150-00 · Office - Cleaning	48	201	(153)	368	1,099	(731)	1,177
5100-00 · Rent - Other	608	819	(211)	4,775	9,007	(4,232)	9,826
Total 5100-00 · Rent	690	1,095	(405)	5,964	10,936	(4,972)	11,908
5310-00 · Telephone							
5320-00 · Telephone	123	253	(130)	1,577	2,783	(1,206)	3,036
Total 5310-00 · Telephone	123	253	(130)	1,577	2,783	(1,206)	3,036
5420-00 · Mail - USPS	0	50	(50)	88	950	(862)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	720	(478)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	43	0	43	892	500	392	500
5520-00 · Supplies - Other	23	83	(60)	643	917	(274)	1,000
Total 5520-00 · Supplies	66	83	(17)	1,535	1,417	118	1,500
5610-00 · Depreciation	0	8	(8)	0	88	(88)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	616	(616)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	150	(150)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	1,944	2,740	(796)	2,990
5800-00 · Training Seminars	0	0	0	3,721	1,950	1,771	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	1,125	(1,125)	1,500
Total 5900-00 · Professional Fees	0	0	0	0	1,125	(1,125)	1,500
6420-00 · Events							
6422-00 · Event Media	0			(300)			
Total 6420-00 · Events	0			(300)			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	(172)	0	(172)	25,770	27,500	(1,730)	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	723	650	73	5,436	6,500	(1,064)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	1,710	344	1,366	14,568	5,284	9,284	5,628
6444-00 · Trades	0			1,430	0	1,430	0
6423-00 · Membership Activities - Other	371	0	371	13,423	0	13,423	0
Total 6423-00 · Membership Activities	2,631	994	1,637	64,156	41,784	22,372	45,278
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	733	(733)	800
8500-00 · Credit Card Fees	289	155	134	3,830	2,750	1,080	3,000

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

Accrual Basis

60 - Membership

	May 19	Budget	\$ Over Budget	Jul '18 - May ...	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	13	78	(65)	392	855	(463)	933
8750-00 · Meals/Meetings	89	150	(61)	910	1,650	(740)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	385	145	420
8920-00 · Bad Debt	710			5,100	0	5,100	0
Total Expense	10,750	10,277	473	169,528	148,066	21,462	161,240
Net Ordinary Income	2,448	1,511	937	19,353	34,656	(15,303)	37,270
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,132	1,975	1,157	23,179	23,138	40	25,113
Total Other Expense	3,132	1,975	1,157	23,179	23,138	40	25,113
Net Other Income	(3,132)	(1,975)	(1,157)	(23,179)	(23,138)	(40)	(25,113)
Net Income	(683)	(464)	(219)	(3,825)	11,518	(15,343)	12,157

North Lake Tahoe Resort Association Profit & Loss Budget Performance

70 - Administration

Accrual Basis

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,391	2,130	1,262	23,413	23,425	(12)	25,555
5030-00 · P/R - Health Insurance Expense	2,025	2,648	(622)	19,651	29,123	(9,472)	31,770
5040-00 · P/R - Workmans Comp	198	182	16	1,561	2,002	(441)	2,184
5060-00 · 401 (k)	799	1,089	(290)	7,322	11,983	(4,661)	13,072
5070-00 · Other Benefits and Expenses	17	167	(150)	669	1,833	(1,164)	2,000
5000-00 · Salaries & Wages - Other	45,426	27,188	18,239	313,319	299,063	14,257	326,250
Total 5000-00 · Salaries & Wages	51,857	33,403	18,454	365,936	367,428	(1,492)	400,831
5100-00 · Rent							
5110-00 · Utilities	128	123	5	1,742	1,353	389	1,476
5140-00 · Repairs & Maintenance	692	375	317	5,293	4,125	1,168	4,500
5150-00 · Office - Cleaning	176	208	(32)	2,000	2,289	(289)	2,497
5100-00 · Rent - Other	2,247	2,176	71	27,311	23,931	3,380	26,107
Total 5100-00 · Rent	3,244	2,882	362	36,346	31,698	4,648	34,580
5310-00 · Telephone							
5320-00 · Telephone	664	1,000	(336)	8,647	11,000	(2,353)	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	664	1,000	(336)	8,672	11,000	(2,328)	12,000
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	0	88	(88)	(4,387)	971	(5,358)	1,059
Total 5420-00 · Mail - USPS	0	88	(88)	(4,357)	971	(5,328)	1,059
5510-00 · Insurance/Bonding	728	0	728	4,726	205	4,521	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	250	0	250	2,996	2,000	996	2,000
5520-00 · Supplies - Other	1,016	625	391	5,419	6,875	(1,456)	7,500
Total 5520-00 · Supplies	1,266	625	641	8,416	8,875	(459)	9,500
5610-00 · Depreciation	0	54	(54)	218	596	(378)	650
5700-00 · Equipment Support & Maintenance	0	330	(330)	2,646	3,625	(979)	3,955
5710-00 · Taxes, Licenses & Fees	1,108	1,042	66	10,027	11,458	(1,431)	12,500
5740-00 · Equipment Rental/Leasing	321	329	(8)	3,668	3,621	47	3,950
5800-00 · Training Seminars	0	417	(417)	774	4,583	(3,809)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	625	(505)	1,120	6,875	(5,755)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	5,200	1,500	3,700	11,810	18,000	(6,190)	19,500
Total 5900-00 · Professional Fees	5,320	2,125	3,195	37,180	49,875	(12,695)	52,000
5941-00 · Research & Planning	0	0	0	10,100	0	10,100	0
6420-00 · Events							
6422-00 · Event Media	0			300			
Total 6420-00 · Events	0			300			
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
Total 6423-00 · Membership Activities	0			(300)	0	(300)	0
6742-00 · Non-NLT Co-Op Marketing Program	3,600	0	3,600	3,600	0	3,600	0
7500-00 · Trade Shows/Travel	0	0	0	372	0	372	0
8200-00 · Associate Relations	954	333	621	3,476	3,667	(191)	4,000
8300-00 · Board Functions	305	150	155	8,357	4,350	4,007	4,500
8500-00 · Credit Card Fees	0			313	0	313	0
8600-00 · Additional Opportunitites	0	467	(467)	5,625	5,133	492	5,600
8700-00 · Automobile Expenses	0	250	(250)	1,859	2,750	(891)	3,000
8750-00 · Meals/Meetings	27	120	(93)	2,290	1,320	970	1,440
8810-00 · Dues & Subscriptions	270	275	(5)	4,998	3,025	1,973	3,300
Total Expense	69,663	43,890	25,773	515,243	514,180	1,063	558,070
Net Ordinary Income	(69,663)	(43,890)	(25,773)	(515,243)	(514,180)	(1,063)	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(69,593)	(43,890)	(25,704)	(515,079)	(514,180)	(899)	(558,070)
Total Other Expense	(69,593)	(43,890)	(25,704)	(515,079)	(514,180)	(899)	(558,070)
Net Other Income	69,593	43,890	25,704	515,096	514,180	916	558,070
Net Income	(70)	0	(70)	(147)	0	(147)	0