

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

April 30, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of April 30, 2020

Accrual Basis

| | Apr 30, 20 | Apr 30, 19 | \$ Change | % Change | Jun 30, 19 |
|---|------------------|------------------|-----------------|--------------|----------------|
| ASSETS | | | | | |
| Current Assets | | | | | |
| Checking/Savings | | | | | |
| 1001-00 · Petty Cash | 158 | 137 | 21 | 15% | 116 |
| 1003-00 · Cash - Operations BOTW #6712 | 502,671 | 364,750 | 137,921 | 38% | 332,281 |
| 1007-00 · Cash - Payroll BOTW #7421 | 4,603 | 3,110 | 1,493 | 48% | 11,572 |
| 1008-00 · Marketing Reserve - Plumas | 50,304 | 50,231 | 73 | 0% | 50,244 |
| 1009-00 · Cash Flow Reserve - Plumas | 100,814 | 100,617 | 197 | 0% | 100,650 |
| 1071-00 · Payroll Reserves BOTW #8163 | 29,582 | 29,582 | 0 | 0% | 29,582 |
| 1080-00 · Special Events BOTW #1626 | 95,384 | 143,631 | (48,247) | (34%) | 138,243 |
| 10950 · Cash in Drawer | 139 | 1,040 | (901) | (87%) | 1,678 |
| Total Checking/Savings | 783,655 | 693,098 | 90,557 | 13% | 664,366 |
| Accounts Receivable | | | | | |
| 1200-00 · Quickbooks Accounts Receivable | 70,212 | 25,525 | 44,687 | 175% | 24,817 |
| 1290-00 · A/R - TOT | 301,548 | 393,492 | (91,944) | (23%) | 57,504 |
| Total Accounts Receivable | 371,760 | 419,017 | (47,257) | (11%) | 82,321 |
| Other Current Assets | | | | | |
| 1200-99 · AR Other | 1,353 | 10 | 1,343 | 13,430% | 10 |
| 1201-00 · Member Accounts Receivable | | | | | |
| 1201-01 · Member AR - Member Dues | 67,830 | 25,565 | 42,265 | 165% | 2,720 |
| 1201-03 · Member AR - Other | 1,385 | 14,545 | (13,160) | (90%) | 3,745 |
| Total 1201-00 · Member Accounts Receivable | 69,215 | 40,110 | 29,105 | 73% | 6,465 |
| 1201-02 · Allowance for Doubtful Accounts | (2,775) | (2,775) | 0 | 0% | (1,587) |
| 12100 · Inventory Asset | | | | | |
| 25300 · Gift Cards Outstanding | 18 | 0 | 18 | 100% | 15 |
| 12100 · Inventory Asset - Other | 22,880 | 21,086 | 1,794 | 9% | 22,015 |
| Total 12100 · Inventory Asset | 22,898 | 21,086 | 1,812 | 9% | 22,030 |
| 1299 · Receivable from NLTMC | 328 | 11,968 | (11,640) | (97%) | 15,703 |
| 1490-00 · Security Deposits | 1,150 | 1,610 | (460) | (29%) | 1,250 |
| Total Other Current Assets | 92,169 | 72,009 | 20,160 | 28% | 43,871 |
| Total Current Assets | 1,247,584 | 1,184,124 | 63,460 | 5% | 790,558 |
| Fixed Assets | | | | | |
| 1700-00 · Furniture & Fixtures | 45,289 | 68,768 | (23,479) | (34%) | 45,289 |
| 1701-00 · Accum. Depr. - Furn & Fix | (45,289) | (68,768) | 23,479 | 34% | (45,289) |
| 1740-00 · Computer Equipment | 4,270 | 8,436 | (4,166) | (49%) | 4,270 |
| 1741-00 · Accum. Depr. - Computer Equip | (4,269) | (8,435) | 4,166 | 49% | (4,269) |
| 1750-00 · Computer Software | 20,493 | 21,520 | (1,027) | (5%) | 20,493 |
| 1751-00 · Accum. Amort. - Software | (20,265) | (19,877) | (388) | (2%) | (19,085) |
| 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 | 229 | 1,644 | (1,415) | (86%) | 1,409 |
| Other Assets | | | | | |
| 1400-00 · Prepaid Expenses | | | | | |
| 1410-00 · Prepaid Insurance | 11,677 | 11,914 | (237) | (2%) | 14,312 |
| 1430-00 · Prepaid 1st Class Postage | 100 | 500 | (400) | (80%) | 100 |

North Lake Tahoe Resort Association

Balance Sheet

As of April 30, 2020

| | Apr 30, 20 | Apr 30, 19 | \$ Change | % Change | Jun 30, 19 |
|--|------------|------------|-----------|----------|------------|
| 1400-00 · Prepaid Expenses - Other | 583 | 6,367 | (5,784) | (91%) | 3,964 |
| Total 1400-00 · Prepaid Expenses | 12,360 | 18,781 | (6,421) | (34%) | 18,376 |
| Total Other Assets | 12,360 | 18,781 | (6,421) | (34%) | 18,376 |
| TOTAL ASSETS | 1,260,173 | 1,204,549 | 55,624 | 5% | 810,343 |
| LIABILITIES & EQUITY | | | | | |
| Liabilities | | | | | |
| Current Liabilities | | | | | |
| Accounts Payable | | | | | |
| 2000-00 · Accounts Payable | 8,708 | 79,214 | (70,506) | (89%) | 73,556 |
| Total Accounts Payable | 8,708 | 79,214 | (70,506) | (89%) | 73,556 |
| Other Current Liabilities | | | | | |
| 21000 · Salaries/Wages/Payroll Liabilit | | | | | |
| 2100-00 · Salaries / Wages Payable | 17,809 | 11,600 | 6,209 | 54% | 20,922 |
| 2101-00 · Incentive Payable | 57,135 | 72,616 | (15,481) | (21%) | 58,630 |
| 2102-00 · Commissions Payable | 5,657 | 3,534 | 2,123 | 60% | 7,132 |
| 2120-00 · Empl. Federal Tax Payable | 7,683 | 4,916 | 2,767 | 56% | 9,775 |
| 2175-00 · 401 (k) Plan | 2,617 | 2,613 | 4 | 0% | 4,369 |
| 2180-00 · Estimated PTO Liability | 36,333 | 43,126 | (6,793) | (16%) | 52,993 |
| Total 21000 · Salaries/Wages/Payroll Liabilit | 127,234 | 138,405 | (11,171) | (8%) | 153,821 |
| 2190-00 · Sales and Use Tax Payable | | | | | |
| 2195-00 · Use Tax Payable | 0 | 36 | (36) | (100%) | 827 |
| 25500 · *Sales Tax Payable | 0 | 657 | (657) | (100%) | 2,307 |
| 2190-00 · Sales and Use Tax Payable - Other | 0 | 3 | (3) | (100%) | 3,134 |
| Total 2190-00 · Sales and Use Tax Payable | 0 | 696 | (696) | (100%) | 59,690 |
| 2250-00 · Accrued Expenses | 0 | 339 | (339) | (100%) | 0 |
| 2300-00 · Marketing Cooperative Liabili | 8,910 | 0 | 8,910 | 100% | 0 |
| 2400-60 · Deferred Revenue- Member Dues | 77,096 | 80,886 | (3,790) | (5%) | 57,969 |
| 2500-00 · Deferred Revenue - TMBC | 1,290 | 855 | 435 | 51% | 840 |
| 2650-00 · Deferred Rev - Events | 2,255 | 0 | 2,255 | 100% | 0 |
| 2651-00 · Deferred Rev - Conference | 0 | 733 | (733) | (100%) | 0 |
| 2700-00 · Deferred Rev. County | 350,305 | 350,305 | 0 | 0% | 0 |
| 2800-00 · Suspense | 0 | 4,137 | (4,137) | (100%) | 0 |
| 2900-00 · Due To/From County of Placer | 19,871 | 0 | 19,871 | 100% | 19,871 |
| Total Other Current Liabilities | 586,961 | 576,356 | 10,605 | 2% | 295,325 |
| Total Current Liabilities | 595,669 | 655,570 | (59,901) | (9%) | 368,881 |
| Total Liabilities | 595,669 | 655,570 | (59,901) | (9%) | 368,881 |
| Equity | | | | | |
| 32000 · Unrestricted Net Assets | (17,007) | (11,669) | (5,338) | (46%) | (11,669) |
| 3300-11 · Designated Marketing Reserve | 308,202 | 275,755 | 32,447 | 12% | 308,202 |
| 3301 · Cash Flow Reserve | 100,248 | 100,248 | 0 | 0% | 100,248 |
| 3302 · Marketing Cash Reserve | 50,018 | 50,018 | 0 | 0% | 50,018 |
| Net Income | 223,040 | 134,623 | 88,417 | 66% | (5,338) |
| Total Equity | 664,501 | 548,975 | 115,526 | 21% | 441,461 |
| TOTAL LIABILITIES & EQUITY | 1,260,173 | 1,204,549 | 55,624 | 5% | 810,343 |

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through April 2020

| | Jul '19 - Apr 20 | Jul '18 - Apr 19 | \$ Change | % Change |
|---|------------------|------------------|-----------------|--------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4050-00 · County of Placer TOT Funding | 3,131,500 | 3,075,321 | 56,179 | 2% |
| 4200-00 · Membership Dues Revenue | 112,305 | 114,081 | -1,777 | -2% |
| 4205-00 · Conference Dues | 0 | 6,096 | -6,096 | -100% |
| 4250-00 · Revenues-Membership Activities | | | | |
| 4250-01 · Community Awards | | | | |
| 4250-04 · Silent Auction | 0 | 12,876 | -12,876 | -100% |
| 4250-05 · Sponsorships | 0 | 17,165 | -17,165 | -100% |
| 4250-01 · Community Awards - Other | 0 | 14,646 | -14,646 | -100% |
| Total 4250-01 · Community Awards | 0 | 44,687 | -44,687 | -100% |
| 4250-02 · Chamber Events | 0 | 2,847 | -2,847 | -100% |
| 4250-03 · Summer/Winter Rec Luncheon | 0 | 2,622 | -2,622 | -100% |
| 4251-00 · Tues AM Breakfast Club | | | | |
| 4251-01 · Tues AM Breakfast Club Sponsors | 3,325 | 2,500 | 825 | 33% |
| 4251-00 · Tues AM Breakfast Club - Other | 4,380 | 4,887 | -507 | -10% |
| Total 4251-00 · Tues AM Breakfast Club | 7,705 | 7,387 | 318 | 4% |
| 4250-00 · Revenues-Membership Activities - Other | 7,956 | 3,453 | 4,503 | 130% |
| Total 4250-00 · Revenues-Membership Activities | 15,661 | 60,996 | -45,335 | -74% |
| 4252-00 · Sponsorships | 0 | 600 | -600 | -100% |
| 4253-00 · Revenue- Other | 1,000 | 6 | 994 | 16,567% |
| 4350-00 · Special Events (Marketing) | 0 | 0 | 0 | 0% |
| 4600-00 · Commissions | | | | |
| 4601-00 · Commissions - South Shore | 10,138 | 8,417 | 1,721 | 21% |
| 4600-00 · Commissions - Other | 34,320 | 43,832 | -9,512 | -22% |
| Total 4600-00 · Commissions | 44,459 | 52,249 | -7,791 | -15% |
| 46000 · Merchandise Sales | | | | |
| 4502-00 · Non-Retail VIC income | 9,867 | 2,989 | 6,878 | 230% |
| 46000 · Merchandise Sales - Other | 73,746 | 85,132 | -11,386 | -13% |
| Total 46000 · Merchandise Sales | 83,613 | 88,121 | -4,508 | -5% |
| Total Income | 3,388,538 | 3,397,471 | -8,933 | -0% |
| Cost of Goods Sold | | | | |
| 52900 · Purchases - Resale Items | 0 | 0 | 0 | 0% |
| Total COGS | 0 | 0 | 0 | 0% |
| Gross Profit | 3,388,538 | 3,397,471 | -8,933 | -0% |
| Expense | | | | |
| 5000-00 · Salaries & Wages | | | | |
| 5000-01 · In-Market Administration | 0 | 0 | 0 | 0% |
| 5010-00 · Sales Commissions | 15,326 | 14,798 | 527 | 4% |
| 5020-00 · P/R - Tax Expense | 60,200 | 66,996 | -6,796 | -10% |
| 5030-00 · P/R - Health Insurance Expense | 101,747 | 104,817 | -3,070 | -3% |
| 5040-00 · P/R - Workmans Comp | 7,035 | 6,109 | 927 | 15% |
| 5060-00 · 401 (k) | 26,683 | 29,415 | -2,732 | -9% |
| 5070-00 · Other Benefits and Expenses | 2,854 | 3,554 | -699 | -20% |
| 5000-00 · Salaries & Wages - Other | 724,260 | 855,062 | -130,802 | -15% |
| Total 5000-00 · Salaries & Wages | 938,106 | 1,080,751 | -142,645 | -13% |
| 5100-00 · Rent | | | | |
| 5110-00 · Utilities | 8,822 | 10,120 | -1,298 | -13% |
| 5140-00 · Repairs & Maintenance | 7,011 | 13,443 | -6,431 | -48% |
| 5150-00 · Office - Cleaning | 7,065 | 5,340 | 1,725 | 32% |
| 5100-00 · Rent - Other | 130,664 | 127,892 | 2,772 | 2% |
| Total 5100-00 · Rent | 153,562 | 156,795 | -3,232 | -2% |
| 5310-00 · Telephone | | | | |
| 5320-00 · Telephone | 20,000 | 22,457 | -2,457 | -11% |
| 5350-00 · Internet | 0 | 25 | -25 | -100% |
| Total 5310-00 · Telephone | 20,000 | 22,482 | -2,482 | -11% |
| 5420-00 · Mail - USPS | | | | |
| 5480-00 · Mail - Fed Ex | 0 | 84 | -84 | -100% |
| 5420-00 · Mail - USPS - Other | 1,417 | -3,562 | 4,979 | 140% |
| Total 5420-00 · Mail - USPS | 1,417 | -3,479 | 4,896 | 141% |

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through April 2020

| | Jul '19 - Apr 20 | Jul '18 - Apr 19 | \$ Change | % Change |
|--|------------------|------------------|-----------------|-------------|
| 5510-00 · Insurance/Bonding | 9,942 | 6,296 | 3,647 | 58% |
| 5520-00 · Supplies | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 855 | 6,141 | -5,286 | -86% |
| 5520-00 · Supplies - Other | 29,254 | 11,701 | 17,552 | 150% |
| Total 5520-00 · Supplies | 30,109 | 17,842 | 12,267 | 69% |
| 5610-00 · Depreciation | 1,180 | 1,397 | -218 | -16% |
| 5700-00 · Equipment Support & Maintenance | 22,110 | 3,406 | 18,704 | 549% |
| 5710-00 · Taxes, Licenses & Fees | 10,273 | 8,919 | 1,354 | 15% |
| 5740-00 · Equipment Rental/Leasing | 7,042 | 12,902 | -5,860 | -45% |
| 5800-00 · Training Seminars | 4,513 | 7,939 | -3,426 | -43% |
| 5850-00 · Artist of Month - Commissions | 9,927 | 2,579 | 7,348 | 285% |
| 5900-00 · Professional Fees | | | | |
| 5910-00 · Professional Fees - Attorneys | 4,320 | 1,000 | 3,320 | 332% |
| 5920-00 · Professional Fees - Accountant | 21,825 | 24,250 | -2,425 | -10% |
| 5921-00 · Professional Fees - Other | 91,498 | 6,610 | 84,888 | 1,284% |
| Total 5900-00 · Professional Fees | 117,643 | 31,860 | 85,783 | 269% |
| 5941-00 · Research & Planning | 0 | 28,820 | -28,820 | -100% |
| 6020-00 · Programs | | | | |
| 6016-00 · Special Event Partnership | 20,954 | 27,750 | -6,796 | -25% |
| Total 6020-00 · Programs | 20,954 | 27,750 | -6,796 | -25% |
| 6420-00 · Events | | | | |
| 6420-01 · Sponsorships | | | | |
| 6023-00 · Autumn Food & Wine | 34,668 | 34,278 | 391 | 1% |
| 6421-01 · 4th of July Fireworks | 0 | 20,000 | -20,000 | -100% |
| 6421-04 · Broken Arrow Skyrace | 0 | 27,500 | -27,500 | -100% |
| 6421-05 · No Barriers | 0 | 8,400 | -8,400 | -100% |
| 6421-06 · Spartan | 254,019 | 254,353 | -335 | -0% |
| 6421-07 · Tahoe Lacrosse Tournament | 6,000 | 5,000 | 1,000 | 20% |
| 6421-08 · Tough Mudder | 0 | 0 | 0 | 0% |
| 6421-09 · Wanderlust | 0 | 30,476 | -30,476 | -100% |
| 6421-10 · WinterWonderGrass - Tahoe | 21,120 | 19,447 | 1,673 | 9% |
| 6421-13 · Big Blue Adventure | 0 | 0 | 0 | 0% |
| 6421-16 · Mountain Travel Symposium | 10,078 | 5,625 | 4,453 | 79% |
| Total 6420-01 · Sponsorships | 325,885 | 405,080 | -79,195 | -20% |
| 6421-00 · New Event Development | 0 | 27,991 | -27,991 | -100% |
| 6422-00 · Event Media | 0 | 0 | 0 | 0% |
| 6424-00 · Event Operation Expenses | 1,617 | 2,056 | -439 | -21% |
| Total 6420-00 · Events | 327,502 | 435,127 | -107,625 | -25% |
| 6423-00 · Membership Activities | | | | |
| 6434-00 · Community Awards Dinner | 1,222 | 25,943 | -24,720 | -95% |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 633 | 3,469 | -2,836 | -82% |
| 6437-00 · Tuesday Morning Breakfast Club | 2,724 | 4,714 | -1,990 | -42% |
| 6441-00 · Membership - Miscellaneous Exp | 0 | 60 | -60 | -100% |
| 6442-00 · Public Relations/Website | 4,555 | 12,558 | -8,003 | -64% |
| 6444-00 · Trades | 0 | 1,430 | -1,430 | -100% |
| 6423-00 · Membership Activities - Other | 13,280 | 13,052 | 228 | 2% |
| Total 6423-00 · Membership Activities | 22,414 | 61,225 | -38,812 | -63% |
| 6730-00 · Marketing Cooperative/Media | 1,344,959 | 1,216,523 | 128,436 | 11% |
| 6740-00 · Media/Collateral/Production | 413 | 1,278 | -864 | -68% |
| 6742-00 · Non-NLT Co-Op Marketing Program | 9,744 | 23,085 | -13,341 | -58% |
| 6743-00 · BACC Marketing Programs | | | | |
| 6743-01 · Shop Local | 10,557 | 7,883 | 2,673 | 34% |
| 6743-03 · Touch Lake Tahoe | 19,788 | 12,500 | 7,288 | 58% |
| 6743-04 · High Notes | 0 | 0 | 0 | 0% |
| 6743-05 · Peak Your Adventure | -1,000 | 1,000 | -2,000 | -200% |
| Total 6743-00 · BACC Marketing Programs | 29,345 | 21,383 | 7,961 | 37% |
| 7500-00 · Trade Shows/Travel | 3,722 | 372 | 3,350 | 900% |
| 8100-00 · Cost of Goods Sold | | | | |
| 51100 · Freight and Shipping Costs | 885 | 1,073 | -188 | -18% |
| 52500 · Purchase Discounts | -101 | -40 | -60 | -150% |
| 59900 · POS Inventory Adjustments | 351 | -56 | 407 | 729% |
| 8100-00 · Cost of Goods Sold - Other | 39,399 | 46,917 | -7,518 | -16% |

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

Accrual Basis

July 2019 through April 2020

| | Jul '19 - Apr 20 | Jul '18 - Apr 19 | \$ Change | % Change |
|---|------------------|------------------|----------------|------------|
| Total 8100-00 · Cost of Goods Sold | 40,535 | 47,894 | -7,359 | -15% |
| 8200-00 · Associate Relations | 1,042 | 2,627 | -1,585 | -60% |
| 8300-00 · Board Functions | 21,632 | 8,053 | 13,580 | 169% |
| 8500-00 · Credit Card Fees | 4,588 | 6,496 | -1,909 | -29% |
| 8600-00 · Additional Opportunites | 0 | 8,500 | -8,500 | -100% |
| 8700-00 · Automobile Expenses | 2,056 | 4,425 | -2,369 | -54% |
| 8750-00 · Meals/Meetings | 1,369 | 3,746 | -2,377 | -64% |
| 8810-00 · Dues & Subscriptions | 6,424 | 7,307 | -883 | -12% |
| 8910-00 · Travel | 0 | 3,654 | -3,654 | -100% |
| 8920-00 · Bad Debt | 3,199 | 5,123 | -1,924 | -38% |
| Total Expense | 3,165,722 | 3,263,078 | -97,356 | -3% |
| Net Ordinary Income | 222,816 | 134,393 | 88,423 | 66% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 4700-00 · Revenues- Interest & Investment | 224 | 230 | -6 | -3% |
| Total Other Income | 224 | 230 | -6 | -3% |
| Other Expense | | | | |
| Balancing Adjustments | 0 | 0 | 0 | 0% |
| 8990-00 · Allocated | 0 | 0 | 0 | 0% |
| Total Other Expense | 0 | 0 | 0 | 0% |
| Net Other Income | 224 | 230 | -6 | -3% |
| Net Income | 223,040 | 134,623 | 88,417 | 66% |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

| | Apr 20 | Budget | \$ Over Budget | Jul '19 - Apr ... | YTD Budget | \$ Over Budget | Annual Bud... |
|---|----------------|----------------|------------------|-------------------|------------------|------------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 301,548 | 345,215 | (43,667) | 3,131,500 | 3,360,739 | (229,238) | 3,914,430 |
| 4200-00 · Membership Dues Revenue | 11,189 | 10,833 | 356 | 112,305 | 108,333 | 3,971 | 130,000 |
| 4250-00 · Revenues-Membership Activities | | | | | | | |
| 4250-01 · Community Awards | | | | | | | |
| 4250-04 · Silent Auction | 0 | 17,000 | (17,000) | 0 | 17,000 | (17,000) | 17,000 |
| 4250-05 · Sponsorships | (1,405) | 17,000 | (18,405) | 0 | 17,000 | (17,000) | 17,000 |
| 4250-01 · Community Awards - Other | 0 | 16,000 | (16,000) | 0 | 16,000 | (16,000) | 16,000 |
| Total 4250-01 · Community Awards | (1,405) | 50,000 | (51,405) | 0 | 50,000 | (50,000) | 50,000 |
| 4250-02 · Chamber Events | 0 | 0 | 0 | 0 | 2,500 | (2,500) | 2,500 |
| 4250-03 · Summer/Winter Rec Luncheon | 0 | | | 0 | 2,700 | (2,700) | 2,700 |
| 4251-00 · Tues AM Breakfast Club | | | | | | | |
| 4251-01 · Tues AM Breakfast Club Sponsors | 0 | 0 | 0 | 3,325 | 3,000 | 325 | 3,000 |
| 4251-00 · Tues AM Breakfast Club - Other | 0 | 636 | (636) | 4,380 | 5,727 | (1,347) | 7,000 |
| Total 4251-00 · Tues AM Breakfast Club | 0 | 636 | (636) | 7,705 | 8,727 | (1,022) | 10,000 |
| 4250-00 · Revenues-Membership Activities - Other | 150 | 200 | (50) | 7,956 | 3,600 | 4,356 | 4,000 |
| Total 4250-00 · Revenues-Membership Activities | (1,255) | 50,836 | (52,091) | 15,661 | 67,527 | (51,866) | 69,200 |
| 4253-00 · Revenue- Other | 0 | 0 | 0 | 1,000 | 0 | 1,000 | 0 |
| 4600-00 · Commissions | | | | | | | |
| 4601-00 · Commissions - South Shore | 0 | 0 | 0 | 10,138 | 0 | 10,138 | 0 |
| 4600-00 · Commissions - Other | 0 | 0 | 0 | 34,320 | 28,276 | 6,044 | 28,276 |
| Total 4600-00 · Commissions | 0 | 0 | 0 | 44,459 | 28,276 | 16,183 | 28,276 |
| 46000 · Merchandise Sales | | | | | | | |
| 4502-00 · Non-Retail VIC income | 0 | 400 | (400) | 9,867 | 4,000 | 5,867 | 4,800 |
| 46000 · Merchandise Sales - Other | 0 | 9,000 | (9,000) | 73,746 | 85,600 | (11,854) | 108,100 |
| Total 46000 · Merchandise Sales | 0 | 9,400 | (9,400) | 83,613 | 89,600 | (5,987) | 112,900 |
| Total Income | 311,483 | 416,285 | (104,802) | 3,388,538 | 3,654,475 | (265,937) | 4,254,806 |
| Gross Profit | 311,483 | 416,285 | (104,802) | 3,388,538 | 3,654,475 | (265,937) | 4,254,806 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5010-00 · Sales Commissions | (186) | 800 | (986) | 15,326 | 8,000 | 7,326 | 9,600 |
| 5020-00 · P/R - Tax Expense | 4,856 | 7,183 | (2,327) | 60,200 | 72,197 | (11,997) | 84,163 |
| 5030-00 · P/R - Health Insurance Expense | 8,309 | 11,868 | (3,559) | 101,747 | 118,680 | (16,933) | 142,416 |
| 5040-00 · P/R - Workmans Comp | (152) | 1,104 | (1,256) | 7,035 | 11,654 | (4,619) | 13,981 |
| 5060-00 · 401 (k) | 1,984 | 3,486 | (1,503) | 26,683 | 34,902 | (8,219) | 41,981 |
| 5061-00 · 401k Profit Sharing | 0 | 80 | (80) | 0 | 800 | (800) | 960 |
| 5070-00 · Other Benefits and Expenses | 170 | 413 | (244) | 2,854 | 4,133 | (1,279) | 5,040 |
| 5000-00 · Salaries & Wages - Other | 76,044 | 87,142 | (11,098) | 724,260 | 872,370 | (148,110) | 1,049,304 |
| Total 5000-00 · Salaries & Wages | 91,023 | 112,077 | (21,054) | 938,106 | 1,122,737 | (184,630) | 1,347,445 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 960 | 1,078 | (117) | 8,822 | 10,770 | (1,948) | 12,899 |
| 5140-00 · Repairs & Maintenance | 552 | 1,542 | (989) | 7,011 | 17,010 | (9,999) | 21,938 |
| 5150-00 · Office - Cleaning | 815 | 648 | 167 | 7,065 | 7,077 | (12) | 10,362 |
| 5100-00 · Rent - Other | 13,079 | 13,108 | (29) | 130,664 | 126,936 | 3,728 | 151,529 |
| Total 5100-00 · Rent | 15,407 | 16,375 | (969) | 153,562 | 161,795 | (8,232) | 196,728 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 2,312 | 1,842 | 470 | 20,000 | 20,450 | (450) | 24,134 |
| Total 5310-00 · Telephone | 2,312 | 1,842 | 470 | 20,000 | 20,450 | (450) | 24,134 |
| 5420-00 · Mail - USPS | 0 | 213 | (213) | 1,417 | 2,151 | (734) | 2,578 |
| 5510-00 · Insurance/Bonding | 269 | 795 | (526) | 9,942 | 8,014 | 1,928 | 9,604 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 61 | 1,389 | (1,328) | 855 | 9,597 | (8,741) | 10,442 |
| 5520-00 · Supplies - Other | 643 | 1,080 | (436) | 29,254 | 27,221 | 2,033 | 29,248 |
| Total 5520-00 · Supplies | 704 | 2,468 | (1,764) | 30,109 | 36,818 | (6,709) | 39,690 |
| 5610-00 · Depreciation | 118 | 158 | (40) | 1,180 | 1,576 | (397) | 1,656 |
| 5700-00 · Equipment Support & Maintenance | 2,689 | 2,596 | 93 | 22,110 | 25,000 | (2,890) | 29,952 |
| 5710-00 · Taxes, Licenses & Fees | 790 | 1,062 | (271) | 10,273 | 10,772 | (499) | 12,895 |
| 5740-00 · Equipment Rental/Leasing | 365 | 1,241 | (875) | 7,042 | 12,622 | (5,581) | 15,104 |
| 5800-00 · Training Seminars | 0 | 1,421 | (1,421) | 4,513 | 10,494 | (5,981) | 12,835 |
| 5850-00 · Artist of Month - Commissions | 0 | 360 | (360) | 9,927 | 3,600 | 6,327 | 4,320 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 725 | (725) | 4,320 | 7,250 | (2,930) | 9,000 |
| 5920-00 · Professional Fees - Accountant | 0 | 2,500 | (2,500) | 21,825 | 24,900 | (3,075) | 24,900 |
| 5921-00 · Professional Fees - Other | 0 | 2,983 | (2,983) | 91,498 | 76,833 | 14,665 | 81,800 |
| Total 5900-00 · Professional Fees | 0 | 6,208 | (6,208) | 117,643 | 108,983 | 8,660 | 115,700 |
| 5941-00 · Research & Planning | 0 | 1,800 | (1,800) | 0 | 18,000 | (18,000) | 21,600 |
| 6020-00 · Programs | | | | | | | |
| 6016-00 · Special Event Partnership | 1,954 | 10,000 | (8,046) | 20,954 | 35,000 | (14,046) | 50,000 |
| 6018-00 · Business Assoc. Grants | 0 | 0 | 0 | 0 | 0 | 0 | 30,000 |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

| | Apr 20 | Budget | \$ Over Budget | Jul '19 - Apr ... | YTD Budget | \$ Over Budget | Annual Bud... |
|--|----------|---------|----------------|-------------------|------------|----------------|---------------|
| Total 6020-00 · Programs | 1,954 | 10,000 | (8,046) | 20,954 | 35,000 | (14,046) | 80,000 |
| 6420-00 · Events | | | | | | | |
| 6420-01 · Sponsorships | | | | | | | |
| 6023-00 · Autumn Food & Wine | 0 | 0 | 0 | 34,668 | 37,495 | (2,827) | 37,495 |
| 6421-01 · 4th of July Fireworks | 0 | 0 | 0 | 0 | 20,000 | (20,000) | 20,000 |
| 6421-04 · Broken Arrow Skyrace | (25,000) | 0 | (25,000) | 0 | 25,000 | (25,000) | 25,400 |
| 6421-06 · Spartan | 0 | 0 | 0 | 254,019 | 254,400 | (381) | 254,400 |
| 6421-07 · Tahoe Lacrosse Tournament | 0 | 0 | 0 | 6,000 | 6,000 | 0 | 6,000 |
| 6421-09 · Wanderlust | 0 | 0 | 0 | 0 | 30,500 | (30,500) | 37,500 |
| 6421-10 · WinterWonderGrass - Tahoe | 0 | 4,000 | (4,000) | 21,120 | 21,900 | (780) | 21,900 |
| 6421-16 · Mountain Travel Symposium | 0 | 25,000 | (25,000) | 10,078 | 75,000 | (64,922) | 75,000 |
| Total 6420-01 · Sponsorships | (25,000) | 29,000 | (54,000) | 325,885 | 470,295 | (144,410) | 477,695 |
| 6421-00 · New Event Development | 0 | 2,500 | (2,500) | 0 | 25,000 | (25,000) | 30,000 |
| 6424-00 · Event Operation Expenses | 0 | 667 | (667) | 1,617 | 6,670 | (5,053) | 8,000 |
| Total 6420-00 · Events | (25,000) | 32,167 | (57,167) | 327,502 | 501,965 | (174,463) | 515,695 |
| 6423-00 · Membership Activities | | | | | | | |
| 6434-00 · Community Awards Dinner | 7 | 27,500 | (27,493) | 1,222 | 27,500 | (26,278) | 27,500 |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 0 | 0 | 633 | 3,500 | (2,867) | 5,000 |
| 6437-00 · Tuesday Morning Breakfast Club | 0 | 545 | (545) | 2,724 | 4,909 | (2,185) | 6,000 |
| 6442-00 · Public Relations/Website | 376 | 417 | (41) | 4,555 | 4,167 | 388 | 5,000 |
| 6423-00 · Membership Activities - Other | 11,386 | 500 | 10,886 | 13,280 | 7,450 | 5,830 | 8,500 |
| Total 6423-00 · Membership Activities | 11,768 | 28,962 | (17,194) | 22,414 | 47,526 | (25,112) | 52,000 |
| 6730-00 · Marketing Cooperative/Media | 154,348 | 154,348 | 0 | 1,344,959 | 1,344,959 | 0 | 1,503,362 |
| 6740-00 · Media/Collateral/Production | 0 | 0 | 0 | 413 | 1,500 | (1,087) | 3,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 215 | 2,500 | (2,285) | 9,744 | 22,910 | (13,166) | 27,910 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Shop Local | 0 | 0 | 0 | 10,557 | 7,883 | 2,673 | 20,000 |
| 6743-03 · Touch Lake Tahoe | 0 | 4,500 | (4,500) | 19,788 | 12,500 | 7,288 | 20,000 |
| 6743-04 · High Notes | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6743-05 · Peak Your Adventure | 0 | 0 | 0 | (1,000) | 1,000 | (2,000) | 20,000 |
| Total 6743-00 · BACC Marketing Programs | 0 | 4,500 | (4,500) | 29,345 | 21,383 | 7,961 | 80,000 |
| 7500-00 · Trade Shows/Travel | 0 | 0 | 0 | 3,722 | 3,000 | 722 | 3,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 0 | 20 | (20) | 885 | 940 | (55) | 1,190 |
| 52500 · Purchase Discounts | 0 | 0 | 0 | (101) | 0 | 0 | 0 |
| 59900 · POS Inventory Adjustments | 0 | 0 | 0 | 351 | 0 | 0 | 0 |
| 8100-00 · Cost of Goods Sold - Other | 0 | 4,500 | (4,500) | 39,399 | 42,800 | (3,401) | 54,050 |
| Total 8100-00 · Cost of Goods Sold | 0 | 4,520 | (4,520) | 40,535 | 43,740 | (3,205) | 55,240 |
| 8200-00 · Associate Relations | 0 | 648 | (648) | 1,042 | 6,480 | (5,438) | 7,756 |
| 8300-00 · Board Functions | 299 | 150 | 149 | 21,632 | 5,650 | 15,982 | 5,950 |
| 8500-00 · Credit Card Fees | 20 | 1,829 | (1,809) | 4,588 | 6,274 | (1,687) | 7,454 |
| 8600-00 · Additional Opportunites | 0 | 3,500 | (3,500) | 0 | 25,091 | (25,091) | 32,091 |
| 8700-00 · Automobile Expenses | 89 | 493 | (403) | 2,056 | 5,300 | (3,244) | 6,285 |
| 8750-00 · Meals/Meetings | 23 | 461 | (438) | 1,369 | 4,612 | (3,243) | 5,534 |
| 8810-00 · Dues & Subscriptions | 841 | 616 | 225 | 6,424 | 6,258 | 166 | 7,490 |
| 8910-00 · Travel | 0 | 1,500 | (1,500) | 0 | 7,800 | (7,800) | 7,800 |
| 8920-00 · Bad Debt | 0 | 0 | 0 | 3,199 | 0 | 3,199 | 0 |
| Total Expense | 258,235 | 394,810 | (136,575) | 3,165,722 | 3,632,460 | (466,738) | 4,234,808 |
| Net Ordinary Income | 53,248 | 21,475 | 31,773 | 222,816 | 22,015 | 200,801 | 19,998 |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |
| 4700-00 · Revenues- Interest & Investment | 17 | 0 | 17 | 224 | 0 | 224 | 0 |
| Total Other Income | 17 | 0 | 17 | 224 | 0 | 224 | 0 |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 0 | 0 | 0 | 0 | (2) | 2 | 0 |
| Total Other Expense | 0 | 0 | 0 | 0 | (2) | 2 | 0 |
| Net Other Income | 17 | 0 | 17 | 224 | 2 | 222 | 0 |
| Net Income | 53,264 | 21,475 | 31,789 | 223,040 | 22,017 | 201,023 | 19,998 |

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

Accrual Basis

11 - Marketing

| | Apr 20 | Budget | \$ Over Budget | Jul '19 - Apr 20 | YTD Budget | \$ Over Budget | Annual Budget |
|--|-----------------|----------------|-----------------|------------------|------------------|------------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 232,490 | 276,156 | (43,667) | 2,398,349 | 2,627,592 | (229,242) | 3,044,007 |
| 4253-00 · Revenue- Other | 0 | 0 | 0 | 1,000 | 0 | 1,000 | 0 |
| Total Income | <u>232,490</u> | <u>276,156</u> | <u>(43,667)</u> | <u>2,399,349</u> | <u>2,627,592</u> | <u>(228,242)</u> | <u>3,044,007</u> |
| Gross Profit | 232,490 | 276,156 | (43,667) | 2,399,349 | 2,627,592 | (228,242) | 3,044,007 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5000-01 · In-Market Administration | 1,375 | 1,375 | 0 | 13,750 | 13,750 | 0 | 16,500 |
| 5020-00 · P/R - Tax Expense | 1,420 | 2,037 | (617) | 18,454 | 20,374 | (1,920) | 21,537 |
| 5030-00 · P/R - Health Insurance Expense | 3,672 | 3,667 | 5 | 42,259 | 36,670 | 5,589 | 44,004 |
| 5040-00 · P/R - Workmans Comp | 126 | 178 | (52) | 1,360 | 1,783 | (423) | 2,139 |
| 5060-00 · 401 (k) | 895 | 1,019 | (124) | 8,585 | 10,187 | (1,602) | 12,224 |
| 5070-00 · Other Benefits and Expenses | 116 | 160 | (44) | 1,162 | 1,600 | (438) | 1,920 |
| 5000-00 · Salaries & Wages - Other | 23,180 | 25,467 | (2,287) | 231,990 | 254,670 | (22,680) | 305,604 |
| Total 5000-00 · Salaries & Wages | <u>30,785</u> | <u>33,903</u> | <u>(3,119)</u> | <u>317,559</u> | <u>339,033</u> | <u>(21,474)</u> | <u>403,929</u> |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 184 | 201 | (17) | 1,631 | 1,601 | 30 | 2,001 |
| 5140-00 · Repairs & Maintenance | 46 | 78 | (32) | 461 | 2,367 | (1,906) | 4,367 |
| 5150-00 · Office - Cleaning | 304 | 206 | 98 | 2,637 | 1,866 | 771 | 2,866 |
| 5100-00 · Rent - Other | 2,431 | 2,386 | 45 | 24,352 | 21,852 | 2,500 | 24,200 |
| Total 5100-00 · Rent | <u>2,965</u> | <u>2,871</u> | <u>94</u> | <u>29,081</u> | <u>27,685</u> | <u>1,396</u> | <u>33,434</u> |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 619 | 400 | 219 | 5,577 | 5,800 | (223) | 6,600 |
| Total 5310-00 · Telephone | <u>619</u> | <u>400</u> | <u>219</u> | <u>5,577</u> | <u>5,800</u> | <u>(223)</u> | <u>6,600</u> |
| 5420-00 · Mail - USPS | 0 | 50 | (50) | 458 | 500 | (42) | 600 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 100 | (100) | 0 | 3,500 | (3,500) | 3,700 |
| 5520-00 · Supplies - Other | 98 | 200 | (102) | 1,222 | 4,250 | (3,028) | 4,750 |
| Total 5520-00 · Supplies | <u>98</u> | <u>300</u> | <u>(202)</u> | <u>1,222</u> | <u>7,750</u> | <u>(6,528)</u> | <u>8,450</u> |
| 5700-00 · Equipment Support & Maintenance | 0 | 120 | (120) | 0 | 1,200 | (1,200) | 1,440 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 60 | 0 | 60 | 0 |
| 5740-00 · Equipment Rental/Leasing | 91 | 315 | (224) | 1,798 | 3,150 | (1,352) | 3,780 |
| 5800-00 · Training Seminars | 0 | 1,000 | (1,000) | 4,424 | 4,285 | 138 | 4,785 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 100 | (100) | 0 | 1,000 | (1,000) | 1,500 |
| 5921-00 · Professional Fees - Other | 0 | 400 | (400) | 0 | 4,000 | (4,000) | 4,800 |
| Total 5900-00 · Professional Fees | <u>0</u> | <u>500</u> | <u>(500)</u> | <u>0</u> | <u>5,000</u> | <u>(5,000)</u> | <u>6,300</u> |
| 5941-00 · Research & Planning | 0 | 1,500 | (1,500) | 0 | 15,000 | (15,000) | 18,000 |
| 6020-00 · Programs | | | | | | | |
| 6016-00 · Special Event Partnership | 1,954 | 10,000 | (8,046) | 20,954 | 35,000 | (14,046) | 50,000 |
| 6018-00 · Business Assoc. Grants | 0 | 0 | 0 | 0 | 0 | 0 | 30,000 |
| Total 6020-00 · Programs | <u>1,954</u> | <u>10,000</u> | <u>(8,046)</u> | <u>20,954</u> | <u>35,000</u> | <u>(14,046)</u> | <u>80,000</u> |
| 6420-00 · Events | | | | | | | |
| 6420-01 · Sponsorships | | | | | | | |
| 6023-00 · Autumn Food & Wine | 0 | 0 | 0 | 34,668 | 37,495 | (2,827) | 37,495 |
| 6421-01 · 4th of July Fireworks | 0 | 0 | 0 | 0 | 20,000 | (20,000) | 20,000 |
| 6421-04 · Broken Arrow Skyrace | (25,000) | 0 | (25,000) | 0 | 25,000 | (25,000) | 25,400 |
| 6421-06 · Spartan | 0 | 0 | 0 | 254,019 | 254,400 | (381) | 254,400 |
| 6421-07 · Tahoe Lacrosse Tournament | 0 | 0 | 0 | 6,000 | 6,000 | 0 | 6,000 |
| 6421-09 · Wanderlust | 0 | 0 | 0 | 0 | 30,500 | (30,500) | 37,500 |
| 6421-10 · WinterWonderGrass - Tahoe | 0 | 4,000 | (4,000) | 21,120 | 21,900 | (780) | 21,900 |
| 6421-16 · Mountain Travel Symposium | 0 | 25,000 | (25,000) | 10,078 | 75,000 | (64,922) | 75,000 |
| Total 6420-01 · Sponsorships | <u>(25,000)</u> | <u>29,000</u> | <u>(54,000)</u> | <u>325,885</u> | <u>470,295</u> | <u>(144,410)</u> | <u>477,695</u> |
| 6421-00 · New Event Development | 0 | 2,500 | (2,500) | 0 | 25,000 | (25,000) | 30,000 |
| 6424-00 · Event Operation Expenses | 0 | 667 | (667) | 1,617 | 6,670 | (5,053) | 8,000 |
| Total 6420-00 · Events | <u>(25,000)</u> | <u>32,167</u> | <u>(57,167)</u> | <u>327,502</u> | <u>501,965</u> | <u>(174,463)</u> | <u>515,695</u> |
| 6730-00 · Marketing Cooperative/Media | 143,772 | 143,772 | 0 | 1,239,196 | 1,239,196 | 0 | 1,376,446 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 15 | 1,500 | (1,485) | 5,023 | 12,910 | (7,887) | 15,910 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Shop Local | 0 | 0 | 0 | 10,557 | 7,883 | 2,673 | 20,000 |
| 6743-03 · Touch Lake Tahoe | 0 | 4,500 | (4,500) | 19,788 | 12,500 | 7,288 | 20,000 |
| 6743-04 · High Notes | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| 6743-05 · Peak Your Adventure | 0 | 0 | 0 | (1,000) | 1,000 | (2,000) | 20,000 |
| Total 6743-00 · BACC Marketing Programs | <u>0</u> | <u>4,500</u> | <u>(4,500)</u> | <u>29,345</u> | <u>21,383</u> | <u>7,961</u> | <u>80,000</u> |
| 7500-00 · Trade Shows/Travel | 0 | 0 | 0 | 1,525 | 0 | 0 | 0 |
| 8200-00 · Associate Relations | 0 | 140 | (140) | 191 | 1,400 | (1,210) | 1,660 |
| 8500-00 · Credit Card Fees | 0 | 0 | 0 | 50 | 0 | 0 | 0 |
| 8600-00 · Additional Opportunitites | 0 | 3,000 | (3,000) | 0 | 20,091 | (20,091) | 26,091 |
| 8700-00 · Automobile Expenses | 13 | 130 | (117) | 1,169 | 1,300 | (131) | 1,560 |

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

Accrual Basis

11 - Marketing

| | Apr 20 | Budget | \$ Over Budget | Jul '19 - Apr 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|-----------------|-----------------|------------------|------------------|------------------|------------------|
| 8750-00 · Meals/Meetings | 0 | 163 | (163) | 252 | 1,625 | (1,373) | 1,950 |
| 8810-00 · Dues & Subscriptions | 171 | 250 | (79) | 1,193 | 2,500 | (1,307) | 3,000 |
| 8910-00 · Travel | 0 | 0 | 0 | 0 | 6,300 | (6,300) | 6,300 |
| Total Expense | 155,483 | 236,580 | (81,098) | 1,986,576 | 2,253,074 | (266,497) | 2,595,931 |
| Net Ordinary Income | 77,007 | 39,576 | 37,431 | 412,773 | 374,518 | 38,255 | 448,076 |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |
| 4700-00 · Revenues- Interest & Investment | 17 | 0 | 17 | 224 | 0 | 224 | 0 |
| Total Other Income | 17 | 0 | 17 | 224 | 0 | 224 | 0 |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 32,043 | 38,904 | (6,861) | 305,961 | 374,493 | (68,532) | 448,076 |
| Total Other Expense | 32,043 | 38,904 | (6,861) | 305,961 | 374,493 | (68,532) | 448,076 |
| Net Other Income | (32,026) | (38,904) | 6,878 | (305,737) | (374,493) | 68,756 | (448,076) |
| Net Income | 44,981 | 672 | 44,309 | 107,036 | 25 | 107,011 | 0 |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

| | Apr 20 | Budget | \$ Over Budget | Jul '19 - Apr 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|---------------------|-----------------|---------------------|----------------------|-----------------|----------------------|-----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 34,574 | 34,575 | (0) | 314,834 | 314,833 | 1 | 383,252 |
| 4600-00 · Commissions | | | | | | | |
| 4601-00 · Commissions - South Shore | 0 | 0 | 0 | 10,138 | 0 | 10,138 | 0 |
| 4600-00 · Commissions - Other | 0 | 0 | 0 | 34,320 | 28,276 | 6,044 | 28,276 |
| Total 4600-00 · Commissions | <u>0</u> | <u>0</u> | <u>0</u> | <u>44,459</u> | <u>28,276</u> | <u>16,183</u> | <u>28,276</u> |
| Total Income | <u>34,574</u> | <u>34,575</u> | <u>(0)</u> | <u>359,293</u> | <u>343,109</u> | <u>16,184</u> | <u>411,528</u> |
| Gross Profit | 34,574 | 34,575 | (0) | 359,293 | 343,109 | 16,184 | 411,528 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5010-00 · Sales Commissions | (186) | 800 | (986) | 15,326 | 8,000 | 7,326 | 9,600 |
| 5020-00 · P/R - Tax Expense | 493 | 1,064 | (571) | 6,400 | 10,637 | (4,237) | 12,764 |
| 5030-00 · P/R - Health Insurance Expense | 1,281 | 1,754 | (473) | 20,357 | 17,540 | 2,817 | 21,048 |
| 5040-00 · P/R - Workmans Comp | 36 | 88 | (52) | 592 | 876 | (284) | 1,051 |
| 5060-00 · 401 (k) | 269 | 501 | (232) | 3,046 | 5,006 | (1,959) | 6,007 |
| 5061-00 · 401k Profit Sharing | 0 | 80 | (80) | 0 | 800 | (800) | 960 |
| 5070-00 · Other Benefits and Expenses | 8 | 0 | 8 | 300 | 0 | 300 | 0 |
| 5000-00 · Salaries & Wages - Other | 6,617 | 12,514 | (5,897) | 68,672 | 125,140 | (56,468) | 150,168 |
| Total 5000-00 · Salaries & Wages | <u>8,517</u> | <u>16,800</u> | <u>(8,283)</u> | <u>114,693</u> | <u>167,999</u> | <u>(53,305)</u> | <u>201,598</u> |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 90 | 66 | 24 | 796 | 660 | 136 | 792 |
| 5140-00 · Repairs & Maintenance | 23 | 45 | (23) | 225 | 450 | (225) | 540 |
| 5150-00 · Office - Cleaning | 148 | 94 | 54 | 1,286 | 940 | 346 | 1,128 |
| 5100-00 · Rent - Other | 1,140 | 1,025 | 115 | 11,425 | 10,250 | 1,175 | 12,300 |
| Total 5100-00 · Rent | <u>1,401</u> | <u>1,230</u> | <u>171</u> | <u>13,732</u> | <u>12,300</u> | <u>1,432</u> | <u>14,760</u> |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 277 | 300 | (23) | 2,714 | 3,000 | (286) | 3,600 |
| Total 5310-00 · Telephone | <u>277</u> | <u>300</u> | <u>(23)</u> | <u>2,714</u> | <u>3,000</u> | <u>(286)</u> | <u>3,600</u> |
| 5420-00 · Mail - USPS | 0 | 15 | (15) | 167 | 150 | 17 | 180 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 31 | (31) | 0 | 310 | (310) | 372 |
| 5520-00 · Supplies - Other | 18 | 29 | (12) | 360 | 578 | (217) | 594 |
| Total 5520-00 · Supplies | <u>18</u> | <u>60</u> | <u>(43)</u> | <u>360</u> | <u>888</u> | <u>(527)</u> | <u>966</u> |
| 5700-00 · Equipment Support & Maintenance | 0 | 120 | (120) | 0 | 240 | (240) | 240 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 31 | 0 | 31 | 0 |
| 5740-00 · Equipment Rental/Leasing | 40 | 125 | (84) | 797 | 1,246 | (449) | 1,496 |
| 6730-00 · Marketing Cooperative/Media | 10,576 | 10,576 | 0 | 105,763 | 105,763 | 0 | 126,916 |
| 8200-00 · Associate Relations | 0 | 80 | (80) | 54 | 800 | (746) | 960 |
| 8500-00 · Credit Card Fees | 0 | 0 | 0 | 90 | 0 | 90 | 0 |
| 8810-00 · Dues & Subscriptions | 0 | 20 | (20) | 4 | 200 | (196) | 240 |
| Total Expense | <u>20,829</u> | <u>29,326</u> | <u>(8,497)</u> | <u>238,406</u> | <u>292,586</u> | <u>(54,180)</u> | <u>350,956</u> |
| Net Ordinary Income | 13,745 | 5,249 | 8,496 | 120,887 | 50,523 | 70,364 | 60,572 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 4,323 | 5,249 | (926) | 41,277 | 50,523 | (9,246) | 60,572 |
| Total Other Expense | <u>4,323</u> | <u>5,249</u> | <u>(926)</u> | <u>41,277</u> | <u>50,523</u> | <u>(9,246)</u> | <u>60,572</u> |
| Net Other Income | <u>(4,323)</u> | <u>(5,249)</u> | <u>926</u> | <u>(41,277)</u> | <u>(50,523)</u> | <u>9,246</u> | <u>(60,572)</u> |
| Net Income | <u><u>9,422</u></u> | <u><u>0</u></u> | <u><u>9,422</u></u> | <u><u>79,610</u></u> | <u><u>0</u></u> | <u><u>79,610</u></u> | <u><u>0</u></u> |

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

42 - Visitor Center

Accrual Basis

| | Apr 20 | Budget | \$ Over Budget | Jul '19 - Apr 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|----------------|----------------|-----------------|------------------|-----------------|-----------------|-----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 32,717 | 32,717 | (0) | 332,855 | 332,853 | 2 | 398,306 |
| 46000 · Merchandise Sales | | | | | | | |
| 4502-00 · Non-Retail VIC income | 0 | 400 | (400) | 9,867 | 4,000 | 5,867 | 4,800 |
| 46000 · Merchandise Sales - Other | 0 | 9,000 | (9,000) | 73,746 | 85,600 | (11,854) | 108,100 |
| Total 46000 · Merchandise Sales | 0 | 9,400 | (9,400) | 83,613 | 89,600 | (5,987) | 112,900 |
| Total Income | 32,717 | 42,117 | (9,400) | 416,468 | 422,453 | (5,985) | 511,206 |
| Gross Profit | 32,717 | 42,117 | (9,400) | 416,468 | 422,453 | (5,985) | 511,206 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 524 | 1,274 | (750) | 12,557 | 14,304 | (1,747) | 17,362 |
| 5030-00 · P/R - Health Insurance Expense | 1,764 | 2,225 | (461) | 17,545 | 22,250 | (4,705) | 26,700 |
| 5040-00 · P/R - Workmans Comp | 218 | 585 | (367) | 4,601 | 6,567 | (1,966) | 7,856 |
| 5060-00 · 401 (k) | 178 | 520 | (342) | 4,886 | 5,838 | (952) | 6,984 |
| 5070-00 · Other Benefits and Expenses | 22 | 80 | (58) | 407 | 800 | (393) | 960 |
| 5000-00 · Salaries & Wages - Other | 8,284 | 13,000 | (4,716) | 137,929 | 145,950 | (8,021) | 174,600 |
| Total 5000-00 · Salaries & Wages | 10,990 | 17,684 | (6,694) | 177,924 | 195,709 | (17,785) | 234,462 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 485 | 600 | (115) | 4,611 | 6,400 | (1,789) | 7,600 |
| 5140-00 · Repairs & Maintenance | 128 | 1,000 | (872) | 2,303 | 10,000 | (7,698) | 12,000 |
| 5150-00 · Office - Cleaning | 30 | 50 | (20) | 257 | 950 | (693) | 2,500 |
| 5100-00 · Rent - Other | 6,501 | 6,500 | 1 | 65,010 | 65,000 | 10 | 78,800 |
| Total 5100-00 · Rent | 7,143 | 8,150 | (1,007) | 72,181 | 82,350 | (10,169) | 100,900 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 211 | 242 | (31) | 2,283 | 2,420 | (137) | 2,904 |
| Total 5310-00 · Telephone | 211 | 242 | (31) | 2,283 | 2,420 | (137) | 2,904 |
| 5420-00 · Mail - USPS | 0 | 50 | (50) | 117 | 500 | (383) | 600 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 966 | (966) | 0 | 1,310 | (1,310) | 1,310 |
| 5520-00 · Supplies - Other | 101 | 142 | (41) | 3,249 | 4,800 | (1,551) | 4,894 |
| Total 5520-00 · Supplies | 101 | 1,108 | (1,007) | 3,249 | 6,110 | (2,861) | 6,204 |
| 5610-00 · Depreciation | 118 | 118 | (0) | 1,180 | 1,180 | (1) | 1,180 |
| 5700-00 · Equipment Support & Maintenance | 0 | 100 | (100) | 41 | 1,000 | (959) | 1,200 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 0 | 0 | 21 | 155 | (134) | 155 |
| 5740-00 · Equipment Rental/Leasing | 73 | 235 | (162) | 1,363 | 2,350 | (987) | 2,820 |
| 5800-00 · Training Seminars | 0 | 0 | 0 | 0 | 2,000 | (2,000) | 3,000 |
| 5850-00 · Artist of Month - Commissions | 0 | 360 | (360) | 9,927 | 3,600 | 6,327 | 4,320 |
| 6740-00 · Media/Collateral/Production | 0 | 0 | 0 | 413 | 1,500 | (1,087) | 3,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 200 | 1,000 | (800) | 2,000 | 10,000 | (8,000) | 12,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 0 | 20 | (20) | 885 | 940 | (55) | 1,190 |
| 52500 · Purchase Discounts | 0 | 0 | 0 | (101) | 0 | (101) | 0 |
| 59900 · POS Inventory Adjustments | 0 | 0 | 0 | 351 | 0 | 351 | 0 |
| 8100-00 · Cost of Goods Sold - Other | 0 | 4,500 | (4,500) | 39,399 | 42,800 | (3,401) | 54,050 |
| Total 8100-00 · Cost of Goods Sold | 0 | 4,520 | (4,520) | 40,535 | 43,740 | (3,205) | 55,240 |
| 8200-00 · Associate Relations | 0 | 58 | (58) | 176 | 580 | (404) | 696 |
| 8500-00 · Credit Card Fees | 0 | 329 | (329) | 3,008 | 3,138 | (130) | 3,954 |
| 8700-00 · Automobile Expenses | 5 | 50 | (45) | 350 | 850 | (500) | 950 |
| 8750-00 · Meals/Meetings | 0 | 65 | (65) | 214 | 650 | (436) | 780 |
| 8810-00 · Dues & Subscriptions | 0 | 0 | 0 | 55 | 100 | (45) | 100 |
| 8910-00 · Travel | 0 | 1,500 | (1,500) | 0 | 1,500 | (1,500) | 1,500 |
| Total Expense | 18,843 | 35,569 | (16,726) | 315,036 | 359,432 | (44,396) | 435,965 |
| Net Ordinary Income | 13,874 | 6,548 | 7,326 | 101,432 | 63,021 | 38,411 | 75,241 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 5,392 | 6,547 | (1,155) | 51,490 | 63,023 | (11,533) | 75,243 |
| Total Other Expense | 5,392 | 6,547 | (1,155) | 51,490 | 63,023 | (11,533) | 75,243 |
| Net Other Income | (5,392) | (6,547) | 1,155 | (51,490) | (63,023) | 11,533 | (75,243) |
| Net Income | 8,481 | 1 | 8,480 | 49,942 | (2) | 49,944 | (2) |

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

Accrual Basis

51 - TMPI

| | Apr 20 | Budget | \$ Over Bu... | Jul '19 - A... | YTD Budget | \$ Over Bu... | Annual Bu... |
|---|------------|----------|---------------|-----------------|------------|-----------------|--------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 1,767 | 1,767 | 0 | 85,462 | 85,461 | 1 | 88,866 |
| Total Income | 1,767 | 1,767 | 0 | 85,462 | 85,461 | 1 | 88,866 |
| Gross Profit | 1,767 | 1,767 | 0 | 85,462 | 85,461 | 1 | 88,866 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 49 | 33 | 16 | 184 | 330 | (146) | 396 |
| 5030-00 · P/R - Health Insurance Expense | (37) | 4 | (41) | (37) | 40 | (77) | 48 |
| 5040-00 · P/R - Workmans Comp | 3 | 4 | (1) | 11 | 40 | (29) | 48 |
| 5060-00 · 401 (k) | 0 | 23 | (23) | 0 | 230 | (230) | 276 |
| 5000-00 · Salaries & Wages - Other | 824 | 567 | 257 | 2,595 | 5,670 | (3,075) | 6,804 |
| Total 5000-00 · Salaries & Wages | 839 | 631 | 208 | 2,753 | 6,310 | (3,557) | 7,572 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 0 | 0 | 0 | 0 | 36 | (36) | 36 |
| 5140-00 · Repairs & Maintenance | 0 | 0 | 0 | 0 | 6 | (6) | 6 |
| 5150-00 · Office - Cleaning | 0 | 0 | 0 | 0 | 41 | (41) | 41 |
| 5100-00 · Rent - Other | 0 | 0 | 0 | 0 | 504 | (504) | 504 |
| Total 5100-00 · Rent | 0 | 0 | 0 | 0 | 587 | (587) | 587 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 0 | 0 | 0 | 3 | 230 | (228) | 230 |
| Total 5310-00 · Telephone | 0 | 0 | 0 | 3 | 230 | (228) | 230 |
| 5420-00 · Mail - USPS | 0 | 0 | 0 | 0 | 18 | (18) | 18 |
| 5510-00 · Insurance/Bonding | 0 | 0 | 0 | 0 | 64 | (64) | 64 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 0 | 0 | 0 | 1,560 | (1,560) | 1,560 |
| 5520-00 · Supplies - Other | 0 | 0 | 0 | 19,300 | 10,510 | 8,790 | 10,510 |
| Total 5520-00 · Supplies | 0 | 0 | 0 | 19,300 | 12,070 | 7,230 | 12,070 |
| 5740-00 · Equipment Rental/Leasing | 0 | 0 | 0 | 0 | 216 | (216) | 216 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 0 | 0 | 1,720 | 0 | 1,720 | 0 |
| 5921-00 · Professional Fees - Other | 0 | 0 | 0 | 91,497 | 55,000 | 36,497 | 55,000 |
| Total 5900-00 · Professional Fees | 0 | 0 | 0 | 93,217 | 55,000 | 38,217 | 55,000 |
| 8700-00 · Automobile Expenses | 0 | 0 | 0 | 4 | 25 | (21) | 25 |
| 8750-00 · Meals/Meetings | 0 | 0 | 0 | 1 | 4 | (3) | 4 |
| 8810-00 · Dues & Subscriptions | 0 | 0 | 0 | 4 | 0 | 4 | 0 |
| Total Expense | 839 | 631 | 208 | 115,281 | 74,524 | 40,757 | 75,786 |
| Net Ordinary Income | 928 | 1,136 | (208) | (29,819) | 10,937 | (40,756) | 13,080 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 936 | 1,136 | (200) | 8,936 | 10,937 | (2,001) | 13,080 |
| Total Other Expense | 936 | 1,136 | (200) | 8,936 | 10,937 | (2,001) | 13,080 |
| Net Other Income | (936) | (1,136) | 200 | (8,936) | (10,937) | 2,001 | (13,080) |
| Net Income | (8) | 0 | (8) | (38,755) | 0 | (38,755) | 0 |

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

Accrual Basis

60 - Membership

| | Apr 20 | Budget | \$ Over Budget | Jul '19 - Apr 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|----------------|---------------|-----------------|------------------|----------------|-----------------|----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4200-00 · Membership Dues Revenue | 11,189 | 10,833 | 356 | 112,305 | 108,333 | 3,971 | 130,000 |
| 4250-00 · Revenues-Membership Activities | | | | | | | |
| 4250-01 · Community Awards | | | | | | | |
| 4250-04 · Silent Auction | 0 | 17,000 | (17,000) | 0 | 17,000 | (17,000) | 17,000 |
| 4250-05 · Sponsorships | (1,405) | 17,000 | (18,405) | 0 | 17,000 | (17,000) | 17,000 |
| 4250-01 · Community Awards - Other | 0 | 16,000 | (16,000) | 0 | 16,000 | (16,000) | 16,000 |
| Total 4250-01 · Community Awards | (1,405) | 50,000 | (51,405) | 0 | 50,000 | (50,000) | 50,000 |
| 4250-02 · Chamber Events | 0 | 0 | 0 | 0 | 2,500 | (2,500) | 2,500 |
| 4250-03 · Summer/Winter Rec Luncheon | 0 | 0 | 0 | 0 | 2,700 | (2,700) | 2,700 |
| 4251-00 · Tues AM Breakfast Club | | | | | | | |
| 4251-01 · Tues AM Breakfast Club Sponsors | 0 | 0 | 0 | 3,325 | 3,000 | 325 | 3,000 |
| 4251-00 · Tues AM Breakfast Club - Other | 0 | 636 | (636) | 4,380 | 5,727 | (1,347) | 7,000 |
| Total 4251-00 · Tues AM Breakfast Club | 0 | 636 | (636) | 7,705 | 8,727 | (1,022) | 10,000 |
| 4250-00 · Revenues-Membership Activities - Other | 150 | 200 | (50) | 7,956 | 3,600 | 4,356 | 4,000 |
| Total 4250-00 · Revenues-Membership Activities | (1,255) | 50,836 | (52,091) | 15,661 | 67,527 | (51,866) | 69,200 |
| Total Income | 9,934 | 61,670 | (51,735) | 127,966 | 175,861 | (47,895) | 199,200 |
| Gross Profit | 9,934 | 61,670 | (51,735) | 127,966 | 175,861 | (47,895) | 199,200 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5000-01 · In-Market Administration | (1,375) | (1,375) | 0 | (13,750) | (13,750) | 0 | (16,500) |
| 5020-00 · P/R - Tax Expense | 290 | 434 | (144) | 4,465 | 4,343 | 123 | 5,211 |
| 5030-00 · P/R - Health Insurance Expense | 593 | 849 | (256) | 6,991 | 8,490 | (1,499) | 10,188 |
| 5040-00 · P/R - Workmans Comp | 26 | 44 | (18) | 321 | 443 | (123) | 532 |
| 5060-00 · 401 (k) | 0 | 253 | (253) | 2,129 | 2,532 | (402) | 3,038 |
| 5070-00 · Other Benefits and Expenses | 6 | 13 | (7) | 88 | 133 | (46) | 160 |
| 5000-00 · Salaries & Wages - Other | 5,052 | 6,329 | (1,277) | 44,305 | 63,290 | (18,985) | 75,948 |
| Total 5000-00 · Salaries & Wages | 4,592 | 6,548 | (1,956) | 44,548 | 65,481 | (20,933) | 78,577 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 43 | 36 | 7 | 378 | 358 | 20 | 430 |
| 5140-00 · Repairs & Maintenance | 11 | 44 | (33) | 107 | 438 | (331) | 525 |
| 5150-00 · Office - Cleaning | 70 | 98 | (28) | 611 | 981 | (370) | 1,177 |
| 5100-00 · Rent - Other | 635 | 497 | 138 | 6,357 | 4,971 | 1,386 | 5,965 |
| Total 5100-00 · Rent | 758 | 675 | 84 | 7,453 | 6,747 | 705 | 8,097 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 124 | 150 | (27) | 1,191 | 1,500 | (309) | 1,800 |
| Total 5310-00 · Telephone | 124 | 150 | (27) | 1,191 | 1,500 | (309) | 1,800 |
| 5420-00 · Mail - USPS | 0 | 8 | (8) | 79 | 83 | (4) | 100 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 0 | 42 | (42) | 0 | 417 | (417) | 500 |
| 5520-00 · Supplies - Other | 279 | 83 | 196 | 506 | 833 | (327) | 1,000 |
| Total 5520-00 · Supplies | 279 | 125 | 154 | 506 | 1,250 | (744) | 1,500 |
| 5610-00 · Depreciation | 0 | 8 | (8) | 0 | 80 | (80) | 96 |
| 5700-00 · Equipment Support & Maintenance | 0 | 56 | (56) | 0 | 560 | (560) | 672 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 17 | (17) | 14 | 167 | (153) | 200 |
| 5740-00 · Equipment Rental/Leasing | 55 | 225 | (170) | 1,034 | 2,250 | (1,216) | 2,700 |
| 5800-00 · Training Seminars | 0 | 21 | (21) | 0 | 208 | (208) | 250 |
| 5900-00 · Professional Fees | | | | | | | |
| 5921-00 · Professional Fees - Other | 0 | 83 | (83) | 0 | 833 | (833) | 1,000 |
| Total 5900-00 · Professional Fees | 0 | 83 | (83) | 0 | 833 | (833) | 1,000 |
| 6423-00 · Membership Activities | | | | | | | |
| 6434-00 · Community Awards Dinner | 7 | 27,500 | (27,493) | 1,222 | 27,500 | (26,278) | 27,500 |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 0 | 0 | 633 | 3,500 | (2,867) | 5,000 |
| 6437-00 · Tuesday Morning Breakfast Club | 0 | 545 | (545) | 2,724 | 4,909 | (2,185) | 6,000 |
| 6442-00 · Public Relations/Website | 376 | 417 | (41) | 4,555 | 4,167 | 388 | 5,000 |
| 6423-00 · Membership Activities - Other | 11,386 | 500 | 10,886 | 13,280 | 7,450 | 5,830 | 8,500 |
| Total 6423-00 · Membership Activities | 11,768 | 28,962 | (17,194) | 22,414 | 47,526 | (25,112) | 52,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 0 | | | 2,350 | | | |
| 8200-00 · Associate Relations | 0 | 25 | (25) | 190 | 250 | (60) | 300 |
| 8500-00 · Credit Card Fees | 20 | 1,500 | (1,480) | 1,265 | 3,136 | (1,871) | 3,500 |
| 8700-00 · Automobile Expenses | 7 | 63 | (56) | 268 | 625 | (357) | 750 |
| 8750-00 · Meals/Meetings | 23 | 83 | (61) | 368 | 833 | (465) | 1,000 |
| 8810-00 · Dues & Subscriptions | 50 | 46 | 4 | 124 | 458 | (335) | 550 |
| 8920-00 · Bad Debt | 0 | 0 | 0 | 3,199 | 0 | 3,199 | 0 |
| Total Expense | 17,675 | 38,595 | (20,919) | 85,003 | 131,989 | (46,986) | 153,092 |
| Net Ordinary Income | (7,741) | 23,075 | (30,816) | 42,963 | 43,872 | (909) | 46,108 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |

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

Accrual Basis

60 - Membership

| | Apr 20 | Budget | \$ Over Budget | Jul '19 - Apr 20 | YTD Budget | \$ Over Budget | Annual Budget |
|----------------------------|----------------|----------------|-----------------|------------------|-----------------|----------------|-----------------|
| 8990-00 - Allocated | 1,872 | 2,273 | (401) | 17,873 | 21,878 | (4,005) | 26,107 |
| Total Other Expense | 1,872 | 2,273 | (401) | 17,873 | 21,878 | (4,005) | 26,107 |
| Net Other Income | (1,872) | (2,273) | 401 | (17,873) | (21,878) | 4,005 | (26,107) |
| Net Income | (9,613) | 20,802 | (30,415) | 25,090 | 21,994 | 3,096 | 20,001 |

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

70 - Administration

Accrual Basis

| | Apr 20 | Budget | \$ Over Budget | Jul '19 - Apr 20 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|-----------------|----------------|------------------|------------------|-----------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 2,080 | 2,341 | (261) | 18,142 | 22,210 | (4,068) | 26,892 |
| 5030-00 · P/R - Health Insurance Expense | 1,037 | 3,369 | (2,332) | 14,633 | 33,690 | (19,057) | 40,428 |
| 5040-00 · P/R - Workmans Comp | (561) | 205 | (766) | 151 | 1,945 | (1,794) | 2,355 |
| 5060-00 · 401 (k) | 641 | 1,171 | (530) | 8,037 | 11,110 | (3,073) | 13,452 |
| 5070-00 · Other Benefits and Expenses | 17 | 160 | (143) | 898 | 1,600 | (702) | 2,000 |
| 5000-00 · Salaries & Wages - Other | 32,086 | 29,265 | 2,821 | 238,769 | 277,650 | (38,881) | 336,180 |
| Total 5000-00 · Salaries & Wages | 35,300 | 36,511 | (1,211) | 280,630 | 348,205 | (67,575) | 421,307 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 159 | 175 | (16) | 1,406 | 1,715 | (309) | 2,040 |
| 5140-00 · Repairs & Maintenance | 345 | 375 | (30) | 3,916 | 3,750 | 166 | 4,500 |
| 5150-00 · Office - Cleaning | 263 | 200 | 63 | 2,273 | 2,300 | (27) | 2,650 |
| 5100-00 · Rent - Other | 2,372 | 2,700 | (328) | 23,520 | 24,360 | (841) | 29,760 |
| Total 5100-00 · Rent | 3,139 | 3,450 | (311) | 31,115 | 32,125 | (1,010) | 38,950 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 1,081 | 750 | 331 | 8,232 | 7,500 | 732 | 9,000 |
| Total 5310-00 · Telephone | 1,081 | 750 | 331 | 8,232 | 7,500 | 732 | 9,000 |
| 5420-00 · Mail - USPS | 0 | 90 | (90) | 596 | 900 | (304) | 1,080 |
| 5510-00 · Insurance/Bonding | 269 | 795 | (526) | 9,942 | 7,950 | 1,992 | 9,540 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer <\$1000 | 61 | 250 | (189) | 855 | 2,500 | (1,645) | 3,000 |
| 5520-00 · Supplies - Other | 147 | 625 | (478) | 4,615 | 6,250 | (1,635) | 7,500 |
| Total 5520-00 · Supplies | 208 | 875 | (667) | 5,471 | 8,750 | (3,279) | 10,500 |
| 5610-00 · Depreciation | 0 | 32 | (32) | 0 | 316 | (316) | 380 |
| 5700-00 · Equipment Support & Maintenance | 2,689 | 2,200 | 489 | 22,070 | 22,000 | 70 | 26,400 |
| 5710-00 · Taxes, Licenses & Fees | 790 | 1,045 | (255) | 10,147 | 10,450 | (303) | 12,540 |
| 5740-00 · Equipment Rental/Leasing | 106 | 341 | (235) | 2,050 | 3,410 | (1,360) | 4,092 |
| 5800-00 · Training Seminars | 0 | 400 | (400) | 89 | 4,000 | (3,911) | 4,800 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 625 | (625) | 2,600 | 6,250 | (3,650) | 7,500 |
| 5920-00 · Professional Fees - Accountant | 0 | 2,500 | (2,500) | 21,825 | 24,900 | (3,075) | 24,900 |
| 5921-00 · Professional Fees - Other | 0 | 2,500 | (2,500) | 1 | 17,000 | (16,999) | 21,000 |
| Total 5900-00 · Professional Fees | 0 | 5,625 | (5,625) | 24,426 | 48,150 | (23,724) | 53,400 |
| 5941-00 · Research & Planning | 0 | 300 | (300) | 0 | 3,000 | (3,000) | 3,600 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 0 | 0 | 0 | 371 | 0 | 371 | 0 |
| 7500-00 · Trade Shows/Travel | 0 | 0 | 0 | 2,197 | 3,000 | (803) | 3,000 |
| 8200-00 · Associate Relations | 0 | 345 | (345) | 432 | 3,450 | (3,018) | 4,140 |
| 8300-00 · Board Functions | 299 | 150 | 149 | 21,632 | 5,650 | 15,982 | 5,950 |
| 8500-00 · Credit Card Fees | 0 | 0 | 0 | 175 | 0 | 175 | 0 |
| 8600-00 · Additional Opportunites | 0 | 500 | (500) | 0 | 5,000 | (5,000) | 6,000 |
| 8700-00 · Automobile Expenses | 65 | 250 | (185) | 266 | 2,500 | (2,234) | 3,000 |
| 8750-00 · Meals/Meetings | 0 | 150 | (150) | 534 | 1,500 | (966) | 1,800 |
| 8810-00 · Dues & Subscriptions | 620 | 300 | 320 | 5,045 | 3,000 | 2,045 | 3,600 |
| Total Expense | 44,566 | 54,109 | (9,544) | 425,419 | 520,856 | (95,437) | 623,079 |
| Net Ordinary Income | (44,566) | (54,109) | 9,544 | (425,419) | (520,856) | 95,437 | (623,079) |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | (44,566) | (54,109) | 9,544 | (425,537) | (520,856) | 95,319 | (623,078) |
| Total Other Expense | (44,566) | (54,109) | 9,544 | (425,537) | (520,856) | 95,319 | (623,078) |
| Net Other Income | 44,566 | 54,109 | (9,544) | 425,537 | 520,856 | (95,319) | 623,078 |
| Net Income | 0 | 0 | 0 | 117 | 0 | 117 | (1) |