

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

May 31, 2021

North Lake Tahoe Resort Association
Balance Sheet
As of May 31, 2021

Accrual Basis

	May 31, 21	May 31, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	158	158	0	0%
1003-00 · Cash - Operations BOTW #6712	1,864,047	575,650	1,288,397	224%
1007-00 · Cash - Payroll BOTW #7421	7,973	2,551	5,421	213%
1008-00 · Marketing Reserve - Plumas	50,354	50,309	45	0%
1009-00 · Cash Flow Reserve - Plumas	100,967	100,827	141	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	42,137	89,739	(47,603)	(53)%
10950 · Cash in Drawer	1,356	139	1,218	877%
Total Checking/Savings	2,096,573	848,955	1,247,619	147%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	1,000	45,212	(44,212)	(98)%
1290-00 · A/R - TOT	218,253	231,500	(13,247)	(6)%
Total Accounts Receivable	219,253	276,712	(57,459)	(21)%
Other Current Assets				
1200-99 · AR Other	2,397	1,776	621	35%
12000 · Undeposited Funds	0	538	(538)	(100)%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	80,020	73,610	6,410	9%
1201-03 · Member AR - Other	575	955	(380)	(40)%
Total 1201-00 · Member Accounts Receivable	80,595	74,565	6,030	8%
1201-02 · Allowance for Doubtful Accounts	(49,558)	(2,775)	(46,783)	(1,686)%
12100 · Inventory Asset				
25300 · Gift Cards Outstanding	18	18	0	0%
12100 · Inventory Asset - Other	28,229	83,786	(55,557)	(66)%
Total 12100 · Inventory Asset	28,246	83,803	(55,557)	(66)%
1299 · Receivable from NLTMC	3,041	328	2,713	827%
1490-00 · Security Deposits	1,150	1,150	0	0%
Total Other Current Assets	65,871	159,386	(93,515)	(59)%
Total Current Assets	2,381,697	1,285,052	1,096,645	85%
Fixed Assets				
1700-00 · Furniture & Fixtures	45,289	45,289	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(45,289)	0	0%
1740-00 · Computer Equipment	11,013	4,270	6,743	158%
1741-00 · Accum. Depr. - Computer Equip	(3,069)	(4,269)	1,200	28%
1750-00 · Computer Software	20,493	20,493	0	0%
1751-00 · Accum. Amort. - Software	(20,493)	(20,383)	(110)	(1)%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%
Total Fixed Assets	7,944	110	7,834	7,125%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	16,337	16,595	(259)	(2)%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	9,601	26,722	(17,121)	(64)%
Total 1400-00 · Prepaid Expenses	26,038	43,417	(17,379)	(40)%
Total Other Assets	26,038	43,417	(17,379)	(40)%
TOTAL ASSETS	2,415,679	1,328,579	1,087,100	82%
LIABILITIES & EQUITY				
Liabilities				

North Lake Tahoe Resort Association

Balance Sheet

As of May 31, 2021

06/24/21

Accrual Basis

	May 31, 21	May 31, 20	\$ Change	% Change
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	135,490	59,628	75,862	127%
Total Accounts Payable	135,490	59,628	75,862	127%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	20,202	20,217	(15)	(0)%
2101-00 · Incentive Payable	85,711	64,411	21,300	33%
2102-00 · Commissions Payable	30	5,657	(5,628)	(100)%
2120-00 · Empl. Federal Tax Payable	9,032	8,710	322	4%
2175-00 · 401 (k) Plan	4,204	3,396	808	24%
2180-00 · Estimated PTO Liability	54,845	36,333	18,512	51%
Total 21000 · Salaries/Wages/Payroll Liabilit	174,023	138,724	35,299	26%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	10	0	10	100%
25500 · *Sales Tax Payable	1,584	651	933	143%
Total 2190-00 · Sales and Use Tax Payable	1,595	651	943	145%
2300-00 · Marketing Cooperative Liabili	0	9,202	(9,202)	(100)%
2400-60 · Deferred Revenue- Member Dues	72,693	73,951	(1,258)	(2)%
2500-00 · Deferred Revenue - TMBC	1,290	1,290	(0)	0%
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%
Total Other Current Liabilities	774,906	574,123	200,783	35%
Total Current Liabilities	910,395	633,750	276,645	44%
Total Liabilities	910,395	633,750	276,645	44%
Equity				
32000 · Unrestricted Net Assets	(10,145)	(17,007)	6,862	40%
3300-11 · Designated Marketing Reserve	324,590	308,202	16,388	5%
3301 · Cash Flow Reserve	100,248	100,248	0	0%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	1,040,572	253,367	787,205	311%
Total Equity	1,505,283	694,829	810,455	117%
TOTAL LIABILITIES & EQUITY	2,415,679	1,328,579	1,087,100	82%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	May 21	Budget	\$ Over Bu...	Jul '20 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	218,253	289,253	(71,000)	3,086,073	3,510,624	(424,551)	4,043,867
4200-00 · Membership Dues Revenue	11,554	10,417	1,137	127,247	114,583	12,663	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	19,000	(19,000)	19,000
4250-05 · Sponsorships	0	0	0	0	19,000	(19,000)	19,000
4250-01 · Community Awards - Other	0	0	0	0	20,000	(20,000)	20,000
Total 4250-01 · Community Awards	0	0	0	0	58,000	(58,000)	58,000
4250-02 · Chamber Events	0	1,500	(1,500)	0	6,000	(6,000)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	200	(200)	500	1,600	(1,100)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	550	(550)	0	3,450	(3,450)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	500	5,050	(4,550)	6,000
4250-00 · Revenues-Membership Activities - Other	385	0	385	6,675	0	6,675	0
Total 4250-00 · Revenues-Membership Activities	385	2,250	(1,865)	7,175	70,550	(63,375)	72,500
4253-00 · Revenue- Other	0	500	(500)	1,525	2,000	(475)	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	2,664	0	2,664	4,802	0	4,802	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	10,803	8,000	2,803	87,150	75,000	12,150	85,000
Total 46000 · Merchandise Sales	13,467	8,000	5,467	92,512	75,000	17,512	85,000
4720-00 · Miscellaneous	2,403	0	2,403	15,254	0	15,254	0
Total Income	246,062	310,420	(64,358)	3,329,786	3,772,758	(442,972)	4,328,867
Gross Profit	246,062	310,420	(64,358)	3,329,786	3,772,758	(442,972)	4,328,867
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	5,229	7,049	(1,820)	64,889	77,537	(12,648)	84,586
5030-00 · P/R - Health Insurance Expense	8,527	11,750	(3,223)	109,151	129,250	(20,099)	141,000
5040-00 · P/R - Workmans Comp	670	1,128	(458)	9,819	12,404	(2,585)	13,532
5060-00 · 401 (k)	2,422	3,308	(886)	21,466	36,392	(14,926)	39,700
5070-00 · Other Benefits and Expenses	25	428	(403)	3,553	4,707	(1,154)	5,135
5000-00 · Salaries & Wages - Other	80,711	94,593	(13,883)	907,989	1,040,528	(132,539)	1,135,121
Total 5000-00 · Salaries & Wages	97,584	118,256	(20,672)	1,118,973	1,300,818	(181,845)	1,419,074
5100-00 · Rent							
5110-00 · Utilities	654	967	(313)	9,496	10,718	(1,222)	11,655
5140-00 · Repairs & Maintenance	342	888	(546)	7,254	9,772	(2,518)	10,660
5150-00 · Office - Cleaning	0	1,058	(1,058)	5,875	11,642	(5,767)	12,700
5100-00 · Rent - Other	13,279	12,819	460	147,127	139,979	7,148	152,798
Total 5100-00 · Rent	14,274	15,732	(1,458)	169,751	172,110	(2,359)	187,813
5310-00 · Telephone							
5320-00 · Telephone	2,631	1,924	707	26,951	21,164	5,787	23,088
Total 5310-00 · Telephone	2,631	1,924	707	26,951	21,164	5,787	23,088
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	50	0	50	50	0	50	0
5420-00 · Mail - USPS - Other	235	127	108	1,266	1,393	(128)	1,520
Total 5420-00 · Mail - USPS	285	127	158	1,316	1,393	(77)	1,520
5510-00 · Insurance/Bonding	269	1,692	(1,423)	9,352	18,608	(9,256)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	3,176	287	2,890	10,665	3,153	7,512	3,440
5520-00 · Supplies - Other	2,189	7,598	(5,409)	21,331	83,576	(62,245)	91,174
Total 5520-00 · Supplies	5,365	7,885	(2,519)	31,996	86,730	(54,734)	94,614
5610-00 · Depreciation	153	0	153	1,222	0	1,222	0
5700-00 · Equipment Support & Maintenance	2,396	2,267	129	24,321	24,933	(612)	27,200
5710-00 · Taxes, Licenses & Fees	322	1,025	(703)	12,201	11,275	926	12,300
5740-00 · Equipment Rental/Leasing	0	969	(969)	4,237	10,661	(6,423)	11,630
5800-00 · Training Seminars	0	1,667	(1,667)	526	20,333	(19,807)	22,000
5850-00 · Artist of Month - Commissions	2,070	250	1,820	3,272	2,750	522	3,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	May 21	Budget	\$ Over Bu...	Jul '20 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,460	750	710	7,320	8,250	(930)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	29,166	17,750	11,416	83,725	120,250	(36,525)	134,000
Total 5900-00 · Professional Fees	30,626	18,500	12,126	112,845	154,500	(41,655)	169,000
5941-00 · Research & Planning	0	6,250	(6,250)	0	43,750	(43,750)	55,000
6020-00 · Programs							
6016-00 · Special Event Partnership	1,500	10,000	(8,500)	2,926	43,750	(40,824)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	15,000	(15,000)	30,000
Total 6020-00 · Programs	1,500	10,000	(8,500)	2,926	58,750	(55,824)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	6,000	(6,000)	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	24,400	(24,400)	24,400
6421-17 · Enduro	0	0	0	0	31,500	(31,500)	31,500
6420-01 · Sponsorships - Other	0	50,000	(50,000)	0	200,000	(200,000)	240,800
Total 6420-01 · Sponsorships	0	50,000	(50,000)	0	307,300	(307,300)	529,000
6421-00 · New Event Development	0	5,000	(5,000)	18,000	27,500	(9,500)	30,000
6424-00 · Event Operation Expenses	0	1,000	(1,000)	13	5,000	(4,987)	6,000
Total 6420-00 · Events	0	56,000	(56,000)	18,013	339,800	(321,787)	565,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	295	28,000	(27,705)	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	413	(413)	0	2,588	(2,588)	3,000
6442-00 · Public Relations/Website/Digita	319	417	(98)	6,121	4,583	1,538	5,000
6423-00 · Membership Activities - Other	0	417	(417)	2,560	4,583	(2,023)	5,000
Total 6423-00 · Membership Activities	319	1,246	(927)	8,976	40,254	(31,278)	42,000
6730-00 · Marketing Cooperative/Media	(124,402)	9,718	(134,120)	421,850	923,800	(501,950)	1,000,000
6740-00 · Media/Collateral/Production	1,825	1,667	158	1,825	18,333	(16,508)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	109,261	23,000	86,261	113,636	209,000	(95,364)	232,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	13,409	9,000	4,409	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	9,000	(9,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	9,000	(9,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	9,000	(9,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	(14,507)	36,000	(50,507)	40,000
6743-07 · Winter Regional Campaign	0	0	0	17,277	0	17,277	0
Total 6743-00 · BACC Marketing Programs	0	8,000	(8,000)	16,178	72,000	(55,822)	80,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	395	13,750	(13,355)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	206	125	81	1,562	1,375	187	1,500
59900 · POS Inventory Adjustments	(16)	0	(16)	572	0	572	0
8100-01 · CGS - Other	0	0	0	247	0	247	0
8100-00 · Cost of Goods Sold - Other	5,591	3,576	2,015	46,000	33,525	12,475	38,000
Total 8100-00 · Cost of Goods Sold	5,780	3,701	2,079	48,380	34,900	13,480	39,500
8200-00 · Associate Relations	479	135	344	3,086	1,465	1,621	1,600
8300-00 · Board Functions	1,014	500	514	4,001	6,500	(2,499)	7,000
8500-00 · Credit Card Fees	337	376	(39)	3,588	5,375	(1,787)	5,850
8600-00 · Additional Opportunites	797	10,000	(9,203)	75,900	110,000	(34,100)	120,000
8700-00 · Automobile Expenses	82	466	(384)	2,026	4,984	(2,958)	5,450
8750-00 · Meals/Meetings	0	763	(763)	450	8,138	(7,687)	8,900
8810-00 · Dues & Subscriptions	587	1,513	(926)	12,775	16,387	(3,612)	17,900
8910-00 · Travel	0	4,000	(4,000)	134	11,500	(11,366)	12,600
8920-00 · Bad Debt	50	0	50	38,280	0	38,280	0
Total Expense	153,604	308,876	(155,272)	2,289,383	3,743,962	(1,454,580)	4,299,338
Net Ordinary Income	92,457	1,543	90,914	1,040,403	28,795	1,011,608	29,529
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	15	0	15	169	0	169	0

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06/24/21

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	<u>May 21</u>	<u>Budget</u>	<u>\$ Over Bu...</u>	<u>Jul '20 - M...</u>	<u>YTD Budget</u>	<u>\$ Over Bu...</u>	<u>Annual Bu...</u>
Total Other Income	15	0	15	169	0	169	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	15	0	15	169	0	169	(0)
Net Income	<u>92,472</u>	<u>1,543</u>	<u>90,929</u>	<u>1,040,572</u>	<u>28,795</u>	<u>1,011,777</u>	<u>29,529</u>

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
July 2020 through May 2021

	Jul '20 - May 21	Jul '19 - May 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	3,086,073	3,363,001	(276,927)	(8)%
4200-00 · Membership Dues Revenue	127,247	123,594	3,652	3%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-05 · Sponsorships	0	0	0	0%
Total 4250-01 · Community Awards	0	0	0	0%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	500	3,325	(2,825)	(85)%
4251-00 · Tues AM Breakfast Club - Other	0	4,380	(4,380)	(100)%
Total 4251-00 · Tues AM Breakfast Club	500	7,705	(7,205)	(94)%
4250-00 · Revenues-Membership Activities - Other	6,675	8,106	(1,431)	(18)%
Total 4250-00 · Revenues-Membership Activities	7,175	15,811	(8,636)	(55)%
4253-00 · Revenue- Other	1,525	1,000	525	53%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	10,138	(10,138)	(100)%
4600-00 · Commissions - Other	0	34,320	(34,320)	(100)%
Total 4600-00 · Commissions	0	44,459	(44,459)	(100)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	4,802	9,867	(5,065)	(51)%
4504-00 · Retail Revenue - Other	560	8,984	(8,424)	(94)%
46000 · Merchandise Sales - Other	87,150	73,746	13,404	18%
Total 46000 · Merchandise Sales	92,512	92,597	(85)	(0)%
4720-00 · Miscellaneous	15,254	0	15,254	100%
Total Income	3,329,786	3,640,461	(310,676)	(9)%
Cost of Goods Sold				
52900 · Purchases - Resale Items	0	0	0	0%
Total COGS	0	0	0	0%
Gross Profit	3,329,786	3,640,461	(310,676)	(9)%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	15,326	(13,220)	(86)%
5020-00 · P/R - Tax Expense	64,889	64,853	36	0%
5030-00 · P/R - Health Insurance Expense	109,151	115,244	(6,093)	(5)%
5040-00 · P/R - Workmans Comp	9,819	7,571	2,248	30%
5060-00 · 401 (k)	21,466	28,633	(7,167)	(25)%
5070-00 · Other Benefits and Expenses	3,553	3,822	(269)	(7)%
5000-00 · Salaries & Wages - Other	907,989	797,035	110,954	14%
Total 5000-00 · Salaries & Wages	1,118,973	1,032,484	86,488	8%
5100-00 · Rent				
5110-00 · Utilities	9,496	9,418	78	1%
5140-00 · Repairs & Maintenance	7,254	7,098	155	2%
5150-00 · Office - Cleaning	5,875	9,190	(3,315)	(36)%
5100-00 · Rent - Other	147,127	143,994	3,133	2%
Total 5100-00 · Rent	169,751	169,701	51	0%
5310-00 · Telephone				
5320-00 · Telephone	26,951	22,050	4,901	22%

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06/24/21

Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
July 2020 through May 2021

	Jul '20 - May 21	Jul '19 - May 20	\$ Change	% Change
Total 5310-00 · Telephone	26,951	22,050	4,901	22%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	50	0	50	100%
5420-00 · Mail - USPS - Other	1,266	1,957	(691)	(35)%
Total 5420-00 · Mail - USPS	1,316	1,957	(641)	(33)%
5510-00 · Insurance/Bonding	9,352	10,211	(859)	(8)%
5520-00 · Supplies				
5525-00 · Supplies- Computer	10,665	855	9,810	1,147%
5520-00 · Supplies - Other	21,331	31,564	(10,232)	(32)%
Total 5520-00 · Supplies	31,996	32,419	(423)	(1)%
5610-00 · Depreciation	1,222	1,297	(75)	(6)%
5700-00 · Equipment Support & Maintenance	24,321	22,359	1,962	9%
5710-00 · Taxes, Licenses & Fees	12,201	10,521	1,680	16%
5740-00 · Equipment Rental/Leasing	4,237	9,658	(5,421)	(56)%
5800-00 · Training Seminars	526	4,513	(3,986)	(88)%
5850-00 · Artist of Month - Commissions	3,272	9,927	(6,656)	(67)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	7,320	4,720	2,600	55%
5920-00 · Professional Fees - Accountant	21,800	21,825	(25)	(0)%
5921-00 · Professional Fees - Other	83,725	91,498	(7,773)	(9)%
Total 5900-00 · Professional Fees	112,845	118,043	(5,198)	(4)%
6020-00 · Programs				
6016-00 · Special Event Partnership	2,926	18,454	(15,529)	(84)%
Total 6020-00 · Programs	2,926	18,454	(15,529)	(84)%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	0	34,668	(34,668)	(100)%
6421-04 · Broken Arrow Skyrace	0	0	0	0%
6421-06 · Spartan	0	254,019	(254,019)	(100)%
6421-07 · Tahoe Lacrosse Tournament	0	6,000	(6,000)	(100)%
6421-10 · WinterWonderGrass - Tahoe	0	21,120	(21,120)	(100)%
6421-13 · Big Blue Adventure	0	0	0	0%
6421-16 · Mountain Travel Symposium	0	10,078	(10,078)	(100)%
6420-01 · Sponsorships - Other	0	5,000	(5,000)	(100)%
Total 6420-01 · Sponsorships	0	330,885	(330,885)	(100)%
6421-00 · New Event Development	18,000	0	18,000	100%
6424-00 · Event Operation Expenses	13	1,617	(1,604)	(99)%
Total 6420-00 · Events	18,013	332,502	(314,489)	(95)%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	295	1,222	(927)	(76)%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	633	(633)	(100)%
6437-00 · Tuesday Morning Breakfast Club	0	2,724	(2,724)	(100)%
6442-00 · Public Relations/Website/Digita	6,121	5,025	1,096	22%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	2,560	1,894	666	35%
Total 6423-00 · Membership Activities	8,976	11,498	(2,522)	(22)%
6730-00 · Marketing Cooperative/Media	421,850	1,421,444	(999,594)	(70)%
6740-00 · Media/Collateral/Production	1,825	413	1,412	342%
6742-00 · Non-NLT Co-Op Marketing Program	113,636	10,004	103,632	1,036%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	13,409	10,557	2,852	27%
6743-03 · Winter Lakeside Campaign	0	19,788	(19,788)	(100)%
6743-04 · Summerlong Music Campaign	0	0	0	0%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
July 2020 through May 2021

	Jul '20 - May 21	Jul '19 - May 20	\$ Change	% Change
6743-05 · Summer Mountain Campaign	0	(1,000)	1,000	100%
6743-06 · COVID Summer Recovery Campaign	(14,507)	0	(14,507)	(100)%
6743-07 · Winter Regional Campaign	17,277	0	17,277	100%
Total 6743-00 · BACC Marketing Programs	16,178	29,345	(13,166)	(45)%
7500-00 · Trade Shows/Travel	395	3,476	(3,081)	(89)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,562	2,405	(843)	(35)%
52500 · Purchase Discounts	0	(101)	101	100%
59900 · POS Inventory Adjustments	572	351	221	63%
8100-01 · CGS - Other	247	8,654	(8,407)	(97)%
8100-00 · Cost of Goods Sold - Other	46,000	39,399	6,601	17%
Total 8100-00 · Cost of Goods Sold	48,380	50,707	(2,327)	(5)%
8200-00 · Associate Relations	3,086	1,042	2,044	196%
8300-00 · Board Functions	4,001	21,632	(17,631)	(82)%
8500-00 · Credit Card Fees	3,588	4,856	(1,268)	(26)%
8600-00 · Additional Opportunitites	75,900	21,017	54,883	261%
8700-00 · Automobile Expenses	2,026	2,376	(350)	(15)%
8750-00 · Meals/Meetings	450	1,369	(919)	(67)%
8810-00 · Dues & Subscriptions	12,775	8,625	4,150	48%
8910-00 · Travel	134	0	134	100%
8920-00 · Bad Debt	38,280	3,434	34,846	1,015%
Total Expense	2,289,383	3,387,335	(1,097,953)	(32)%
Net Ordinary Income	1,040,403	253,126	787,277	311%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	169	241	(72)	(30)%
Total Other Income	169	241	(72)	(30)%
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	169	241	(72)	(30)%
Net Income	1,040,572	253,367	787,205	311%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

06/24/21

Accrual Basis

11 - Marketing

	May 21	Budget	\$ Over Budget	Jul '20 - May 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	128,159	199,159	(71,000)	2,119,160	2,543,710	(424,550)	2,983,682
4253-00 · Revenue- Other	0			1,525	0	1,525	0
4720-00 · Miscellaneous	0			1,250			
Total Income	128,159	199,159	(71,000)	2,121,935	2,543,710	(421,775)	2,983,682
Gross Profit	128,159	199,159	(71,000)	2,121,935	2,543,710	(421,775)	2,983,682
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,288	1,667	(379)	16,029	18,333	(2,304)	20,000
5030-00 · P/R - Health Insurance Expense	2,534	4,000	(1,466)	35,110	44,000	(8,890)	48,000
5040-00 · P/R - Workmans Comp	175	125	50	3,768	1,375	2,393	1,500
5060-00 · 401 (k)	780	833	(54)	9,022	9,167	(145)	10,000
5070-00 · Other Benefits and Expenses	(14)	142	(156)	722	1,558	(837)	1,700
5000-00 · Salaries & Wages - Other	21,468	22,299	(832)	246,179	245,293	886	267,592
Total 5000-00 · Salaries & Wages	26,229	29,066	(2,837)	310,829	319,726	(8,897)	348,792
5100-00 · Rent							
5110-00 · Utilities	84	150	(66)	1,513	1,735	(222)	1,855
5140-00 · Repairs & Maintenance	0	75	(75)	374	825	(451)	900
5150-00 · Office - Cleaning	0	250	(250)	1,872	2,750	(878)	3,000
5100-00 · Rent - Other	2,219	2,400	(181)	23,841	25,377	(1,536)	27,777
Total 5100-00 · Rent	2,303	2,875	(572)	27,600	30,687	(3,087)	33,532
5310-00 · Telephone							
5320-00 · Telephone	623	549	74	6,238	6,039	199	6,588
Total 5310-00 · Telephone	623	549	74	6,238	6,039	199	6,588
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	50			50			
5420-00 · Mail - USPS - Other	26	0	26	212	0	212	0
Total 5420-00 · Mail - USPS	76	0	76	262	0	262	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	1,090			4,472	0	4,472	0
5520-00 · Supplies - Other	46	1,716	(1,670)	760	18,878	(18,118)	20,594
Total 5520-00 · Supplies	1,136	1,716	(580)	5,232	18,878	(13,646)	20,594
5700-00 · Equipment Support & Maintenance	0	13	(13)	0	138	(138)	150
5710-00 · Taxes, Licenses & Fees	0	13	(13)	124	138	(13)	150
5740-00 · Equipment Rental/Leasing	0	167	(167)	1,063	1,833	(770)	2,000
5800-00 · Training Seminars	0	750	(750)	0	8,250	(8,250)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,375	(1,375)	1,500
5921-00 · Professional Fees - Other	13,000	1,125	11,875	13,000	12,375	625	13,500
Total 5900-00 · Professional Fees	13,000	1,250	11,750	13,000	13,750	(750)	15,000
5941-00 · Research & Planning	0	5,000	(5,000)	0	30,000	(30,000)	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	1,500	10,000	(8,500)	2,926	43,750	(40,824)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	15,000	(15,000)	30,000
Total 6020-00 · Programs	1,500	10,000	(8,500)	2,926	58,750	(55,824)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	6,000	(6,000)	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	24,400	(24,400)	24,400
6421-17 · Enduro	0	0	0	0	31,500	(31,500)	31,500
6420-01 · Sponsorships - Other	0	50,000	(50,000)	0	200,000	(200,000)	240,800
Total 6420-01 · Sponsorships	0	50,000	(50,000)	0	307,300	(307,300)	529,000
6421-00 · New Event Development	0	5,000	(5,000)	18,000	27,500	(9,500)	30,000
6424-00 · Event Operation Expenses	0	1,000	(1,000)	13	5,000	(4,987)	6,000
Total 6420-00 · Events	0	56,000	(56,000)	18,013	339,800	(321,787)	565,000
6423-00 · Membership Activities							
6442-00 · Public Relations/Website/Digita	0			600			
Total 6423-00 · Membership Activities	0			600			
6730-00 · Marketing Cooperative/Media	(114,705)	8,551	(123,256)	388,694	859,656	(470,962)	925,000
6742-00 · Non-NLT Co-Op Marketing Program	109,061	22,000	87,061	111,436	198,000	(86,564)	220,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	13,409	9,000	4,409	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	9,000	(9,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	9,000	(9,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	9,000	(9,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	(14,507)	36,000	(50,507)	40,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

	May 21	Budget	\$ Over Budget	Jul '20 - May 21	YTD Budget	\$ Over Budget	Annual Budget
6743-07 · Winter Regional Campaign	0	0	0	17,277	0	17,277	0
Total 6743-00 · BACC Marketing Programs	0	8,000	(8,000)	16,178	72,000	(55,822)	80,000
7500-00 · Trade Shows/Travel	0	0	0	395	0	395	0
8200-00 · Associate Relations	0	23	(23)	168	227	(59)	250
8600-00 · Additional Opportunit	147	7,917	(7,769)	68,750	87,083	(18,333)	95,000
8700-00 · Automobile Expenses	11	136	(125)	329	1,364	(1,035)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	2,500	(2,484)	2,750
8810-00 · Dues & Subscriptions	32	259	(227)	497	2,591	(2,094)	2,850
8910-00 · Travel	0	2,500	(2,500)	0	10,000	(10,000)	11,100
8920-00 · Bad Debt	0			556			
Total Expense	39,415	157,034	(117,618)	972,906	2,061,409	(1,088,504)	2,459,256
Net Ordinary Income	88,744	42,125	46,618	1,149,030	482,301	666,729	524,426
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	15	0	15	169	0	169	0
Total Other Income	15	0	15	169	0	169	0
Other Expense							
8990-00 · Allocated	26,923	42,125	(15,202)	371,988	482,301	(110,314)	524,426
Total Other Expense	26,923	42,125	(15,202)	371,988	482,301	(110,314)	524,426
Net Other Income	(26,908)	(42,125)	15,217	(371,819)	(482,301)	110,483	(524,426)
Net Income	61,835	0	61,835	777,211	(0)	777,211	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

30 - Conference

	May 21	Budget	\$ Over Bud...	Jul '20 - Ma...	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	26,552	26,552	0	347,813	347,813	0	384,054
Total Income	26,552	26,552	0	347,813	347,813	0	384,054
Gross Profit	26,552	26,552	0	347,813	347,813	0	384,054
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	1,569	1,157	412	13,250	12,729	521	13,886
5030-00 · P/R - Health Insurance Expense	1,001	2,042	(1,040)	23,451	22,458	992	24,500
5040-00 · P/R - Workmans Comp	179	167	12	2,520	1,833	687	2,000
5060-00 · 401 (k)	846	500	346	6,661	5,500	1,161	6,000
5070-00 · Other Benefits and Expenses	39	38	2	908	413	495	450
5000-00 · Salaries & Wages - Other	22,218	14,030	8,188	174,107	154,335	19,772	168,365
Total 5000-00 · Salaries & Wages	25,852	17,933	7,919	223,002	197,268	25,735	215,201
5100-00 · Rent							
5110-00 · Utilities	60	75	(15)	1,030	825	205	900
5140-00 · Repairs & Maintenance	0	22	(22)	275	238	37	260
5150-00 · Office - Cleaning	0	142	(142)	1,306	1,558	(253)	1,700
5100-00 · Rent - Other	1,449	1,167	283	15,667	12,833	2,834	14,000
Total 5100-00 · Rent	1,510	1,405	105	18,277	15,455	2,822	16,860
5310-00 · Telephone							
5320-00 · Telephone	408	267	141	4,649	2,933	1,715	3,200
Total 5310-00 · Telephone	408	267	141	4,649	2,933	1,715	3,200
5420-00 · Mail - USPS	18	17	2	145	183	(38)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	45	(45)	1,232	495	737	540
5520-00 · Supplies - Other	32	113	(81)	472	1,238	(766)	1,350
Total 5520-00 · Supplies	32	158	(126)	1,704	1,733	(28)	1,890
5710-00 · Taxes, Licenses & Fees	0	8	(8)	120	92	28	100
5740-00 · Equipment Rental/Leasing	0	83	(83)	492	917	(425)	1,000
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	2,000
6730-00 · Marketing Cooperative/Media	(9,697)	1,167	(10,864)	33,156	64,144	(30,988)	75,000
8200-00 · Associate Relations	391			419	0	419	0
8750-00 · Meals/Meetings	0	29	(29)	0	321	(321)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	688	(688)	750
Total Expense	18,514	21,130	(2,616)	281,965	285,733	(3,768)	316,551
Net Ordinary Income	8,038	5,422	2,616	65,848	62,081	3,768	67,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,464	5,422	(1,958)	47,862	62,081	(14,219)	67,503
Total Other Expense	3,464	5,422	(1,958)	47,862	62,081	(14,219)	67,503
Net Other Income	(3,464)	(5,422)	1,958	(47,862)	(62,081)	14,219	(67,503)
Net Income	4,574	(0)	4,574	17,987	(0)	17,987	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	May 21	Budget	\$ Over Budget	Jul '20 - May 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	38,789	38,789	0	421,433	421,434	(1)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	2,664	0	2,664	4,802	0	4,802	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	10,803	8,000	2,803	87,150	75,000	12,150	85,000
Total 46000 · Merchandise Sales	13,467	8,000	5,467	92,512	75,000	17,512	85,000
Total Income	52,256	46,789	5,467	513,945	496,434	17,511	542,711
Gross Profit	52,256	46,789	5,467	513,945	496,434	17,511	542,711
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	621	1,292	(670)	8,831	14,208	(5,377)	15,500
5030-00 · P/R - Health Insurance Expense	1,254	1,583	(330)	13,066	17,417	(4,350)	19,000
5040-00 · P/R - Workmans Comp	254	433	(180)	3,532	4,767	(1,235)	5,200
5060-00 · 401 (K)	336	417	(81)	3,820	4,583	(763)	5,000
5070-00 · Other Benefits and Expenses	0	82	(82)	965	900	65	982
5000-00 · Salaries & Wages - Other	8,858	15,568	(6,710)	100,591	171,250	(70,659)	186,818
Total 5000-00 · Salaries & Wages	11,323	19,375	(8,052)	130,806	213,125	(82,319)	232,500
5100-00 · Rent							
5110-00 · Utilities	382	583	(201)	4,806	6,417	(1,611)	7,000
5140-00 · Repairs & Maintenance	0	458	(458)	1,238	5,042	(3,804)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	3,942	(3,942)	4,300
5100-00 · Rent - Other	6,522	6,721	(199)	70,502	73,929	(3,428)	80,650
Total 5100-00 · Rent	6,904	8,121	(1,217)	76,545	89,329	(12,784)	97,450
5310-00 · Telephone							
5320-00 · Telephone	377	238	139	3,692	2,613	1,080	2,850
Total 5310-00 · Telephone	377	238	139	3,692	2,613	1,080	2,850
5420-00 · Mail - USPS	18	17	2	145	183	(38)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	75	(75)	95	825	(730)	900
5520-00 · Supplies - Other	143	2,917	(2,774)	3,510	32,083	(28,573)	35,000
Total 5520-00 · Supplies	143	2,992	(2,849)	3,606	32,908	(29,303)	35,900
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	46	(46)	50
5710-00 · Taxes, Licenses & Fees	0	4	(4)	31	46	(15)	50
5740-00 · Equipment Rental/Leasing	0	129	(129)	841	1,421	(580)	1,550
5800-00 · Training Seminars	0	250	(250)	0	2,750	(2,750)	3,000
5850-00 · Artist of Month - Commissions	2,070	250	1,820	3,272	2,750	522	3,000
6740-00 · Media/Collateral/Production	1,825	1,667	158	1,825	18,333	(16,508)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	2,200	11,000	(8,800)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	206	125	81	1,562	1,375	187	1,500
59900 · POS Inventory Adjustments	(16)	0	(16)	572	0	572	0
8100-01 · CGS - Other	0	0	0	247	0	247	0
8100-00 · Cost of Goods Sold - Other	5,591	3,576	2,015	46,000	33,525	12,475	38,000
Total 8100-00 · Cost of Goods Sold	5,780	3,701	2,079	48,380	34,900	13,480	39,500
8200-00 · Associate Relations	0	17	(17)	142	183	(42)	200
8500-00 · Credit Card Fees	293	376	(83)	3,059	3,525	(466)	4,000
8700-00 · Automobile Expenses	12	46	(34)	125	504	(379)	550
8750-00 · Meals/Meetings	0	33	(33)	58	367	(308)	400
8810-00 · Dues & Subscriptions	0	8	(8)	1,530	92	1,438	100
8910-00 · Travel	0	1,500	(1,500)	0	1,500	(1,500)	1,500
Total Expense	28,943	39,727	(10,784)	276,257	415,575	(139,318)	454,800
Net Ordinary Income	23,313	7,062	16,251	237,688	80,859	156,829	87,911
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,980	7,062	(2,082)	68,811	80,859	(12,048)	87,921
Total Other Expense	4,980	7,062	(2,082)	68,811	80,859	(12,048)	87,921
Net Other Income	(4,980)	(7,062)	2,082	(68,811)	(80,859)	12,048	(87,921)
Net Income	18,333	0	18,333	168,877	0	168,877	(10)

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
51 - TMPI

	May 21	Budget	\$ Over ...	Jul '20 - ...	YTD Bu...	\$ Over ...	Annual ...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	24,753	24,753	0	197,667	197,667	0	218,419
Total Income	24,753	24,753	0	197,667	197,667	0	218,419
Gross Profit	24,753	24,753	0	197,667	197,667	0	218,419
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	95	225	(130)	1,177	2,475	(1,298)	2,700
5030-00 · P/R - Health Insurance Expense	156	167	(11)	1,685	1,833	(148)	2,000
5040-00 · P/R - Workmans Comp	6	175	(169)	76	1,925	(1,849)	2,100
5060-00 · 401 (k)	0	167	(167)	0	1,833	(1,833)	2,000
5070-00 · Other Benefits and Expenses	0	17	(17)	9	186	(178)	203
5000-00 · Salaries & Wages - Other	1,586	3,836	(2,250)	18,304	42,191	(23,887)	46,026
Total 5000-00 · Salaries & Wages	1,843	4,586	(2,743)	21,250	50,443	(29,193)	55,029
5100-00 · Rent							
5110-00 · Utilities	3			48	0	48	0
5140-00 · Repairs & Maintenance	0			14	0	14	0
5150-00 · Office - Cleaning	0			65	0	65	0
5100-00 · Rent - Other	72	0	72	783	0	783	0
Total 5100-00 · Rent	75	0	75	910	0	910	0
5310-00 · Telephone							
5320-00 · Telephone	21	0	21	207	0	207	0
Total 5310-00 · Telephone	21	0	21	207	0	207	0
5420-00 · Mail - USPS	1			7	0	7	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			3	0	3	0
5520-00 · Supplies - Other	1,820	2,083	(264)	13,821	22,917	(9,096)	25,000
Total 5520-00 · Supplies	1,820	2,083	(264)	13,824	22,917	(9,093)	25,000
5710-00 · Taxes, Licenses & Fees	0			1			
5740-00 · Equipment Rental/Leasing	0			3	0	3	0
5800-00 · Training Seminars	0			150			
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	16,166	15,000	1,166	70,725	89,000	(18,275)	100,000
Total 5900-00 · Professional Fees	16,166	15,000	1,166	70,725	89,000	(18,275)	100,000
8700-00 · Automobile Expenses	0	0	0	65	0	65	0
8750-00 · Meals/Meetings	0	0	0	61	0	61	0
8810-00 · Dues & Subscriptions	2	0	2	66	0	66	0
8910-00 · Travel	0			13			
Total Expense	19,927	21,669	(1,742)	107,283	162,360	(55,077)	180,029
Net Ordinary Income	4,826	3,084	1,742	90,384	35,307	55,077	38,390
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,971	3,084	(1,113)	27,234	35,307	(8,072)	38,390
Total Other Expense	1,971	3,084	(1,113)	27,234	35,307	(8,072)	38,390
Net Other Income	(1,971)	(3,084)	1,113	(27,234)	(35,307)	8,072	(38,390)
Net Income	2,854	(0)	2,854	63,149	(0)	63,149	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

60 - Membership

	May 21	Budget	\$ Over Budget	Jul '20 - May...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,554	10,417	1,137	127,247	114,583	12,663	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	19,000	(19,000)	19,000
4250-05 · Sponsorships	0	0	0	0	19,000	(19,000)	19,000
4250-01 · Community Awards - Other	0	0	0	0	20,000	(20,000)	20,000
Total 4250-01 · Community Awards	0	0	0	0	58,000	(58,000)	58,000
4250-02 · Chamber Events	0	1,500	(1,500)	0	6,000	(6,000)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	200	(200)	500	1,600	(1,100)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	550	(550)	0	3,450	(3,450)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	500	5,050	(4,550)	6,000
4250-00 · Revenues-Membership Activities - Other	385	0	385	6,675	0	6,675	0
Total 4250-00 · Revenues-Membership Activities	385	2,250	(1,865)	7,175	70,550	(63,375)	72,500
4253-00 · Revenue- Other	0	500	(500)	0	2,000	(2,000)	2,500
Total Income	11,939	13,167	(1,228)	134,422	187,133	(52,712)	200,000
Gross Profit	11,939	13,167	(1,228)	134,422	187,133	(52,712)	200,000
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	238	458	(220)	2,902	5,042	(2,139)	5,500
5030-00 · P/R - Health Insurance Expense	347	667	(319)	2,607	7,333	(4,727)	8,000
5040-00 · P/R - Workmans Comp	17	33	(16)	131	367	(236)	400
5060-00 · 401 (k)	105	142	(37)	970	1,558	(589)	1,700
5070-00 · Other Benefits and Expenses	0	33	(33)	19	367	(347)	400
5000-00 · Salaries & Wages - Other	3,551	5,333	(1,782)	36,769	58,667	(21,897)	64,000
Total 5000-00 · Salaries & Wages	4,259	6,667	(2,408)	43,398	73,333	(29,935)	80,000
5100-00 · Rent							
5110-00 · Utilities	23	33	(10)	369	367	2	400
5140-00 · Repairs & Maintenance	0	8	(8)	114	92	23	100
5150-00 · Office - Cleaning	0	58	(58)	447	642	(195)	700
5100-00 · Rent - Other	589	638	(49)	6,216	7,013	(797)	7,650
Total 5100-00 · Rent	612	737	(126)	7,146	8,112	(967)	8,850
5310-00 · Telephone							
5320-00 · Telephone	140	121	19	1,322	1,329	(7)	1,450
Total 5310-00 · Telephone	140	121	19	1,322	1,329	(7)	1,450
5420-00 · Mail - USPS	6	10	(4)	46	110	(64)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer	35			37	0	37	0
5520-00 · Supplies - Other	10	167	(156)	185	1,833	(1,649)	2,000
Total 5520-00 · Supplies	46	167	(121)	222	1,833	(1,612)	2,000
5710-00 · Taxes, Licenses & Fees	0			23	0	23	0
5740-00 · Equipment Rental/Leasing	0	173	(173)	604	1,907	(1,302)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	1,000	(1,000)	1,000
Total 5900-00 · Professional Fees	0	0	0	0	1,000	(1,000)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	295	28,000	(27,705)	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	413	(413)	0	2,588	(2,588)	3,000
6442-00 · Public Relations/Website/Digita	319	417	(98)	5,521	4,583	938	5,000
6423-00 · Membership Activities - Other	0	417	(417)	2,560	4,583	(2,023)	5,000
Total 6423-00 · Membership Activities	319	1,246	(927)	8,376	40,254	(31,878)	42,000
8200-00 · Associate Relations	88	13	76	181	138	44	150
8500-00 · Credit Card Fees	44	0	44	529	1,850	(1,321)	1,850
8700-00 · Automobile Expenses	0	33	(33)	159	367	(208)	400
8750-00 · Meals/Meetings	0	33	(33)	8	367	(359)	400
8810-00 · Dues & Subscriptions	11	17	(6)	194	183	11	200
8910-00 · Travel	0			7			
8920-00 · Bad Debt	0	0	0	37,587	0	37,587	0
Total Expense	5,524	9,217	(3,692)	99,802	130,783	(30,981)	140,500
Net Ordinary Income	6,414	3,950	2,464	34,620	56,350	(21,731)	59,500
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,540	2,407	(867)	21,272	27,554	(6,283)	29,961

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

60 - Membership

	<u>May 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '20 - May...</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Bud...</u>
Total Other Expense	1,540	2,407	(867)	21,272	27,554	(6,283)	29,961
Net Other Income	(1,540)	(2,407)	867	(21,272)	(27,554)	6,283	(29,961)
Net Income	<u>4,875</u>	<u>1,543</u>	<u>3,332</u>	<u>13,348</u>	<u>28,796</u>	<u>(15,448)</u>	<u>29,539</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

06/24/21

Accrual Basis

70 - Administration

	May 21	Budget	\$ Over Budget	Jul '20 - May 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4720-00 · Miscellaneous	2,403	0	2,403	14,004	0	14,004	0
Total Income	2,403	0	2,403	14,004	0	14,004	0
Gross Profit	2,403	0	2,403	14,004	0	14,004	0
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,418	2,250	(832)	22,699	24,750	(2,051)	27,000
5030-00 · P/R - Health Insurance Expense	3,235	3,292	(56)	33,233	36,208	(2,976)	39,500
5040-00 · P/R - Workmans Comp	40	194	(155)	(208)	2,138	(2,346)	2,332
5060-00 · 401 (k)	356	1,250	(894)	993	13,750	(12,757)	15,000
5070-00 · Other Benefits and Expenses	0	117	(117)	931	1,283	(353)	1,400
5000-00 · Salaries & Wages - Other	23,030	33,527	(10,497)	332,039	368,793	(36,754)	402,320
Total 5000-00 · Salaries & Wages	28,079	40,629	(12,550)	389,687	446,923	(57,236)	487,552
5100-00 · Rent							
5110-00 · Utilities	101	125	(24)	1,731	1,375	356	1,500
5140-00 · Repairs & Maintenance	342	325	17	5,239	3,575	1,664	3,900
5150-00 · Office - Cleaning	0	250	(250)	2,185	2,750	(565)	3,000
5100-00 · Rent - Other	2,427	1,893	534	30,118	20,827	9,291	22,720
Total 5100-00 · Rent	2,870	2,593	277	39,273	28,527	10,746	31,120
5310-00 · Telephone							
5320-00 · Telephone	1,062	750	312	10,843	8,250	2,593	9,000
Total 5310-00 · Telephone	1,062	750	312	10,843	8,250	2,593	9,000
5420-00 · Mail - USPS	165	83	82	709	917	(207)	1,000
5510-00 · Insurance/Bonding	269	1,692	(1,423)	9,352	18,608	(9,256)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	2,051	167	1,884	4,825	1,833	2,992	2,000
5520-00 · Supplies - Other	139	603	(464)	2,584	6,628	(4,044)	7,230
Total 5520-00 · Supplies	2,190	769	1,421	7,409	8,461	(1,052)	9,230
5610-00 · Depreciation	153	0	153	1,222	0	1,222	0
5700-00 · Equipment Support & Maintenance	2,396	2,250	146	24,321	24,750	(429)	27,000
5710-00 · Taxes, Licenses & Fees	322	1,000	(678)	11,902	11,000	902	12,000
5740-00 · Equipment Rental/Leasing	0	417	(417)	1,234	4,583	(3,349)	5,000
5800-00 · Training Seminars	0	667	(667)	376	7,333	(6,957)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,460	625	835	7,320	6,875	445	7,500
5920-00 · Professional Fees - Accountant	0	0	0	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	17,875	(17,875)	19,500
Total 5900-00 · Professional Fees	1,460	2,250	(790)	29,120	50,750	(21,630)	53,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	13,750	(13,750)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	13,750	(13,750)	15,000
8200-00 · Associate Relations	0	83	(83)	2,175	917	1,259	1,000
8300-00 · Board Functions	1,014	500	514	4,001	6,500	(2,499)	7,000
8600-00 · Additional Opportunit	650	2,083	(1,433)	7,150	22,917	(15,767)	25,000
8700-00 · Automobile Expenses	59	250	(191)	1,348	2,750	(1,402)	3,000
8750-00 · Meals/Meetings	0	417	(417)	308	4,583	(4,275)	5,000
8810-00 · Dues & Subscriptions	542	1,167	(624)	10,487	12,833	(2,346)	14,000
8910-00 · Travel	0			114			
8920-00 · Bad Debt	50	0	50	137	0	137	0
Total Expense	41,280	60,100	(18,820)	551,170	688,102	(136,932)	748,202
Net Ordinary Income	(38,878)	(60,100)	21,223	(537,166)	(688,102)	150,936	(748,202)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(38,878)	(60,100)	21,223	(537,166)	(688,102)	150,936	(748,202)
Total Other Expense	(38,878)	(60,100)	21,223	(537,166)	(688,102)	150,936	(748,202)
Net Other Income	38,878	60,100	(21,223)	537,166	688,102	(150,936)	748,202
Net Income	0	(0)	0	0	(0)	0	0