

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

November 30, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of November 30, 2020

Accrual Basis

	Nov 30, 20	Nov 30, 19	\$ Change	% Change	Jun 30, 20
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	293	(135)	(46%)	158
1003-00 · Cash - Operations BOTW #6712	1,016,464	525,812	490,652	93%	565,602
1007-00 · Cash - Payroll BOTW #7421	4,065	5,864	(1,799)	(31%)	3,200
1008-00 · Marketing Reserve - Plumas	50,333	50,275	58	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,902	100,735	167	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	69,301	211,221	(141,920)	(67%)	86,322
10950 · Cash in Drawer	139	2,676	(2,537)	(95%)	139
Total Checking/Savings	1,270,944	926,458	344,486	37%	836,155
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	2,500	28,654	(26,154)	(91%)	3,500
1290-00 · A/R - TOT	480,122	238,355	241,767	101%	201,387
Total Accounts Receivable	482,622	267,009	215,613	81%	204,887
Other Current Assets					
1200-99 · AR Other	1,420	623	797	128%	12,881
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	85,760	17,960	67,800	378%	35,696
1201-03 · Member AR - Other	1,550	1,270	280	22%	1,040
Total 1201-00 · Member Accounts Receivable	87,310	19,230	68,080	354%	36,736
1201-02 · Allowance for Doubtful Accounts	(24,987)	(2,775)	(22,212)	(800%)	(24,987)
12100 · Inventory Asset					
1210-01 · Inventory - Other	0	0	0	0%	4,236
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	25,396	30,512	(5,116)	(17%)	81,762
Total 12100 · Inventory Asset	25,414	30,530	(5,116)	(17%)	86,016
1299 · Receivable from NLTMC	1,790	7,425	(5,635)	(76%)	0
1490-00 · Security Deposits	1,150	1,250	(100)	(8%)	1,150
Total Other Current Assets	92,097	56,283	35,814	64%	111,796
Total Current Assets	1,845,663	1,249,750	595,913	48%	1,152,838
Fixed Assets					
1700-00 · Furniture & Fixtures	45,289	45,289	0	0%	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(45,289)	0	0%	(45,289)
1740-00 · Computer Equipment	7,674	4,270	3,404	80%	4,270
1741-00 · Accum. Depr. - Computer Equip	(2,041)	(4,269)	2,228	52%	(4,270)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(19,675)	(818)	(4%)	(20,493)
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	5,633	819	4,814	588%	0
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	14,723	14,904	(181)	(1%)	16,326

North Lake Tahoe Resort Association

Balance Sheet

As of November 30, 2020

Accrual Basis

	Nov 30, 20	Nov 30, 19	\$ Change	% Change	Jun 30, 20
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	11,429	7,521	3,908	52%	8,751
Total 1400-00 · Prepaid Expenses	26,252	22,525	3,727	17%	25,177
Total Other Assets	26,252	22,525	3,727	17%	25,177
TOTAL ASSETS	1,877,548	1,273,094	604,454	47%	1,178,015
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	32,204	137,743	(105,539)	(77%)	26,683
Total Accounts Payable	32,204	137,743	(105,539)	(77%)	26,683
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	23,603	18,109	5,494	30%	39,445
2101-00 · Incentive Payable	53,328	24,086	29,242	121%	88,359
2102-00 · Commissions Payable	3,500	16,486	(12,986)	(79%)	3,506
2120-00 · Empl. Federal Tax Payable	10,478	7,023	3,455	49%	1,551
2175-00 · 401 (k) Plan	5,342	3,928	1,414	36%	2,626
2180-00 · Estimated PTO Liability	54,845	52,993	1,852	3%	54,845
Total 21000 · Salaries/Wages/Payroll Liabilit	151,096	122,625	28,471	23%	190,332
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	551	0	551	100%	0
25500 · *Sales Tax Payable	1,797	1,150	647	56%	1,374
2190-00 · Sales and Use Tax Payable - Other	(496)	0	(496)	(100%)	1,374
Total 2190-00 · Sales and Use Tax Payable	1,852	1,150	702	61%	73,722
2250-00 · Accrued Expenses	20,507	8,451	12,056	143%	6,073
2400-60 · Deferred Revenue- Member Dues	33,024	33,778	(754)	(2%)	28,890
2500-00 · Deferred Revenue - TMBC	1,290	675	615	91%	1,290
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%	0
2900-00 · Due To/From County of Placer	384,939	19,871	365,068	1,837%	384,939
Total Other Current Liabilities	1,118,013	536,855	581,158	108%	686,620
Total Current Liabilities	1,150,217	674,598	475,619	71%	713,303
Total Liabilities	1,150,217	674,598	475,619	71%	713,303
Equity					
32000 · Unrestricted Net Assets	(10,145)	(17,007)	6,862	40%	(17,007)
3300-11 · Designated Marketing Reserve	324,590	308,202	16,388	5%	324,590
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	262,619	157,034	105,585	67%	6,862
Total Equity	727,330	598,495	128,835	22%	464,711
TOTAL LIABILITIES & EQUITY	1,877,548	1,273,094	604,454	47%	1,178,015

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Nov 20	Budget	\$ Over Budget	Jul - Nov 20	YTD Budget	\$ Over Budget	Annual Bud...
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400
6421-17 · Enduro	0	0	0	0	0	0	31,500
6420-01 · Sponsorships - Other	0	0	0	0	0	0	240,800
Total 6420-01 · Sponsorships	0	0	0	0	0	0	529,000
6421-00 · New Event Development	0	0	0	4,000	2,500	1,500	30,000
6424-00 · Event Operation Expenses	0	0	0	0	1,000	(1,000)	6,000
Total 6420-00 · Events	0	0	0	4,000	3,500	500	565,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	188	(188)	0	375	(375)	3,000
6442-00 · Public Relations/Website	734	417	317	3,154	2,083	1,071	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	2,083	(1,168)	5,000
Total 6423-00 · Membership Activities	734	1,021	(287)	4,364	5,042	(677)	42,000
6730-00 · Marketing Cooperative/Media	35,066	35,066	0	263,148	263,148	0	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	8,333	(8,333)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	275	23,000	(22,725)	1,652	71,000	(69,348)	232,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	0	3,000	(3,000)	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	3,000	(3,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	3,000	(3,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	3,000	(3,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	12,000	(12,000)	40,000
Total 6743-00 · BACC Marketing Programs	0	8,000	(8,000)	0	24,000	(24,000)	80,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	395	6,250	(5,855)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	162	125	37	997	625	372	1,500
59900 · POS Inventory Adjustments	0	0	0	478	0	478	0
8100-01 · CGS - Other	1,451	0	1,451	58,178	0	58,178	0
8100-00 · Cost of Goods Sold - Other	3,567	2,682	885	27,796	18,551	9,245	38,000
Total 8100-00 · Cost of Goods Sold	5,180	2,807	2,373	87,449	19,176	68,273	39,500
8200-00 · Associate Relations	356	135	221	1,260	653	607	1,600
8300-00 · Board Functions	348	500	(153)	1,914	3,500	(1,586)	7,000
8500-00 · Credit Card Fees	765	282	483	2,238	1,951	288	5,850
8600-00 · Additional Opportunitites	1,375	10,000	(8,625)	11,760	50,000	(38,240)	120,000
8700-00 · Automobile Expenses	478	466	13	1,289	2,191	(902)	5,450
8750-00 · Meals/Meetings	40	763	(722)	247	3,563	(3,316)	8,900
8810-00 · Dues & Subscriptions	635	1,513	(878)	3,342	7,307	(3,965)	17,900
8910-00 · Travel	0	0	0	0	0	0	12,600
8920-00 · Bad Debt	285	0	285	285	0	285	0
Total Expense	171,297	257,811	(86,513)	1,053,657	1,319,436	(265,779)	4,299,338
Net Ordinary Income	80,518	888	79,630	262,535	(2,027)	264,562	29,529
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	16	0	16	84	0	84	0
Total Other Income	16	0	16	84	0	84	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	16	0	16	84	0	84	(0)
Net Income	80,534	888	79,646	262,619	(2,027)	264,646	29,529

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through November 2020

	Jul - Nov 20	Jul - Nov 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,201,425	1,517,768	(316,343)	(21)%
4200-00 · Membership Dues Revenue	56,660	55,971	689	1%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	0	2,340	(2,340)	(100)%
4250-00 · Revenues-Membership Activities - Other	2,255	3,576	(1,321)	(37)%
Total 4250-00 · Revenues-Membership Activities	2,255	5,916	(3,661)	(62)%
4253-00 · Revenue- Other	1,525	0	1,525	100%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	6,563	(6,563)	(100)%
4600-00 · Commissions - Other	0	27,597	(27,597)	(100)%
Total 4600-00 · Commissions	0	34,160	(34,160)	(100)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	1,255	215	1,040	484%
4504-00 · Retail Revenue - Other	560	0	560	100%
46000 · Merchandise Sales - Other	52,513	58,755	(6,242)	(11)%
Total 46000 · Merchandise Sales	54,328	58,970	(4,642)	(8)%
Total Income	1,316,192	1,672,785	(356,593)	(21)%
Gross Profit	1,316,192	1,672,785	(356,593)	(21)%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	11,445	(9,339)	(82)%
5020-00 · P/R - Tax Expense	27,709	29,401	(1,692)	(6)%
5030-00 · P/R - Health Insurance Expense	49,542	56,258	(6,716)	(12)%
5040-00 · P/R - Workmans Comp	2,924	4,151	(1,226)	(30)%
5060-00 · 401 (k)	7,517	15,141	(7,623)	(50)%
5070-00 · Other Benefits and Expenses	1,964	1,739	225	13%
5000-00 · Salaries & Wages - Other	415,059	359,172	55,888	16%
Total 5000-00 · Salaries & Wages	506,822	477,306	29,516	6%
5100-00 · Rent				
5110-00 · Utilities	4,007	4,032	(26)	(1)%
5140-00 · Repairs & Maintenance	750	2,387	(1,636)	(69)%
5150-00 · Office - Cleaning	2,750	3,900	(1,150)	(30)%
5100-00 · Rent - Other	66,912	65,290	1,622	3%
Total 5100-00 · Rent	74,419	75,609	(1,190)	(2)%
5310-00 · Telephone				
5320-00 · Telephone	11,469	9,257	2,212	24%
Total 5310-00 · Telephone	11,469	9,257	2,212	24%
5420-00 · Mail - USPS	431	817	(386)	(47)%
5510-00 · Insurance/Bonding	4,583	6,889	(2,306)	(34)%
5520-00 · Supplies				
5525-00 · Supplies- Computer	1,610	575	1,035	180%
5520-00 · Supplies - Other	6,018	8,008	(1,989)	(25)%
Total 5520-00 · Supplies	7,629	8,583	(954)	(11)%
5610-00 · Depreciation	194	590	(396)	(67)%
5700-00 · Equipment Support & Maintenance	14,035	205	13,829	6,741%
5710-00 · Taxes, Licenses & Fees	4,107	4,499	(393)	(9)%
5740-00 · Equipment Rental/Leasing	2,173	13,536	(11,363)	(84)%
5800-00 · Training Seminars	66	755	(689)	(91)%
5850-00 · Artist of Month - Commissions	918	2,338	(1,420)	(61)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,380	2,000	(620)	(31)%
5920-00 · Professional Fees - Accountant	17,000	18,800	(1,800)	(10)%
5921-00 · Professional Fees - Other	24,960	50,399	(25,439)	(51)%
Total 5900-00 · Professional Fees	43,340	71,199	(27,859)	(39)%
6020-00 · Programs				
6016-00 · Special Event Partnership	131	0	131	100%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through November 2020

	Jul - Nov 20	Jul - Nov 19	\$ Change	% Change
Total 6020-00 · Programs	131	0	131	100%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	0	34,668	(34,668)	(100)%
6421-06 · Spartan	0	254,019	(254,019)	(100)%
6421-10 · WinterWonderGrass - Tahoe	0	(220)	220	100%
Total 6420-01 · Sponsorships	0	288,467	(288,467)	(100)%
6421-00 · New Event Development	4,000	220	3,780	1,718%
6424-00 · Event Operation Expenses	0	1,617	(1,617)	(100)%
Total 6420-00 · Events	4,000	290,304	(286,304)	(99)%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	295	1,140	(845)	(74)%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	633	(633)	(100)%
6437-00 · Tuesday Morning Breakfast Club	0	1,741	(1,741)	(100)%
6442-00 · Public Relations/Website	3,154	2,649	505	19%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	915	1,129	(214)	(19)%
Total 6423-00 · Membership Activities	4,364	7,292	(2,928)	(40)%
6730-00 · Marketing Cooperative/Media	263,148	487,145	(223,997)	(46)%
6742-00 · Non-NLT Co-Op Marketing Program	1,652	5,399	(3,747)	(69)%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	0	5,450	(5,450)	(100)%
6743-04 · Summerlong Music Campaign	0	0	0	0%
6743-05 · Summer Mountain Campaign	0	0	0	0%
Total 6743-00 · BACC Marketing Programs	0	5,450	(5,450)	(100)%
7500-00 · Trade Shows/Travel	395	0	395	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	997	729	268	37%
52500 · Purchase Discounts	0	(1)	1	100%
59900 · POS Inventory Adjustments	478	116	362	311%
8100-01 · CGS - Other	58,178	0	58,178	100%
8100-00 · Cost of Goods Sold - Other	27,796	31,270	(3,475)	(11)%
Total 8100-00 · Cost of Goods Sold	87,449	32,115	55,334	172%
8200-00 · Associate Relations	1,260	489	771	158%
8300-00 · Board Functions	1,914	4,755	(2,841)	(60)%
8500-00 · Credit Card Fees	2,238	3,065	(826)	(27)%
8600-00 · Additional Opportunit	11,760	0	11,760	100%
8700-00 · Automobile Expenses	1,289	1,322	(33)	(3)%
8750-00 · Meals/Meetings	247	993	(747)	(75)%
8810-00 · Dues & Subscriptions	3,342	3,817	(475)	(13)%
8920-00 · Bad Debt	285	2,138	(1,853)	(87)%
Total Expense	1,053,657	1,515,867	(462,209)	(31)%
Net Ordinary Income	262,535	156,918	105,616	67%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	84	116	(32)	(28)%
Total Other Income	84	116	(32)	(28)%
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	84	116	(32)	(28)%
Net Income	262,619	157,034	105,584	67%

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

11 - Marketing

Accrual Basis

	Nov 20	Budget	\$ Over Budget	Jul - Nov 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	151,212	157,462	(6,250)	777,484	795,984	(18,500)	2,983,682
4253-00 · Revenue- Other	0	0	0	1,525	0	1,525	0
Total Income	151,212	157,462	(6,250)	779,009	795,984	(16,975)	2,983,682
Gross Profit	151,212	157,462	(6,250)	779,009	795,984	(16,975)	2,983,682
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,183	1,667	(483)	6,570	8,333	(1,764)	20,000
5030-00 · P/R - Health Insurance Expense	(1,811)	4,000	(5,811)	11,899	20,000	(8,101)	48,000
5040-00 · P/R - Workmans Comp	165	125	40	1,056	625	431	1,500
5060-00 · 401 (k)	708	833	(125)	3,964	4,167	(203)	10,000
5070-00 · Other Benefits and Expenses	437	142	296	578	708	(131)	1,700
5000-00 · Salaries & Wages - Other	19,489	22,299	(2,810)	108,050	111,497	(3,446)	267,592
Total 5000-00 · Salaries & Wages	20,173	29,066	(8,893)	132,117	145,330	(13,213)	348,792
5100-00 · Rent							
5110-00 · Utilities	111	120	(9)	720	715	5	1,855
5140-00 · Repairs & Maintenance	37	75	(38)	37	375	(338)	900
5150-00 · Office - Cleaning	0	250	(250)	935	1,250	(315)	3,000
5100-00 · Rent - Other	2,022	2,229	(207)	11,124	11,147	(23)	27,777
Total 5100-00 · Rent	2,170	2,674	(504)	12,815	13,487	(671)	33,532
5310-00 · Telephone							
5320-00 · Telephone	488	549	(61)	2,719	2,745	(26)	6,588
Total 5310-00 · Telephone	488	549	(61)	2,719	2,745	(26)	6,588
5420-00 · Mail - USPS	0	0	0	29	0	29	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	1,403	0	1,403	0
5520-00 · Supplies - Other	59	1,716	(1,658)	356	8,581	(8,225)	20,594
Total 5520-00 · Supplies	59	1,716	(1,658)	1,759	8,581	(6,822)	20,594
5700-00 · Equipment Support & Maintenance	0	13	(13)	(3)	63	(65)	150
5710-00 · Taxes, Licenses & Fees	0	13	(13)	79	63	17	150
5740-00 · Equipment Rental/Leasing	100	167	(67)	548	833	(285)	2,000
5800-00 · Training Seminars	0	750	(750)	0	3,750	(3,750)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	625	(625)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	5,625	(5,625)	13,500
Total 5900-00 · Professional Fees	0	1,250	(1,250)	0	6,250	(6,250)	15,000
5941-00 · Research & Planning	0	5,000	(5,000)	0	10,000	(10,000)	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	131	1,250	(1,119)	131	5,000	(4,869)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	131	1,250	(1,119)	131	5,000	(4,869)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400
6421-17 · Enduro	0	0	0	0	0	0	31,500
6420-01 · Sponsorships - Other	0	0	0	0	0	0	240,800
Total 6420-01 · Sponsorships	0	0	0	0	0	0	529,000
6421-00 · New Event Development	0	0	0	4,000	2,500	1,500	30,000
6424-00 · Event Operation Expenses	0	0	0	0	1,000	(1,000)	6,000
Total 6420-00 · Events	0	0	0	4,000	3,500	500	565,000
6730-00 · Marketing Cooperative/Media	32,903	32,903	0	234,577	234,577	0	925,000
6742-00 · Non-NLT Co-Op Marketing Program	75	22,000	(21,925)	652	66,000	(65,348)	220,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	0	3,000	(3,000)	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	3,000	(3,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	3,000	(3,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	3,000	(3,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	12,000	(12,000)	40,000
Total 6743-00 · BACC Marketing Programs	0	8,000	(8,000)	0	24,000	(24,000)	80,000
7500-00 · Trade Shows/Travel	0			395			0
8200-00 · Associate Relations	0	23	(23)	145	91	54	250
8600-00 · Additional Opportunitites	725	7,917	(7,192)	8,510	39,583	(31,073)	95,000
8700-00 · Automobile Expenses	38	136	(98)	236	545	(309)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	1,000	(984)	2,750
8810-00 · Dues & Subscriptions	32	259	(227)	184	1,036	(853)	2,850
8910-00 · Travel	0	0	0	0	0	0	11,100
Total Expense	56,892	113,935	(57,042)	398,908	566,434	(167,525)	2,459,256
Net Ordinary Income	94,319	43,527	50,792	380,101	229,550	150,550	524,426
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	16	0	16	84	0	84	0
Total Other Income	16	0	16	84	0	84	0
Other Expense							
8990-00 · Allocated	30,369	43,527	(13,158)	177,991	229,550	(51,559)	524,426
Total Other Expense	30,369	43,527	(13,158)	177,991	229,550	(51,559)	524,426
Net Other Income	(30,353)	(43,527)	13,174	(177,907)	(229,550)	51,643	(524,426)
Net Income	63,966	0	63,966	202,193	(0)	202,193	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Nov 20	Budget	\$ Over Budget	Jul - Nov 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	27,728	27,728	0	157,931	157,931	0	384,054
Total Income	27,728	27,728	0	157,931	157,931	0	384,054
Gross Profit	27,728	27,728	0	157,931	157,931	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	1,107	1,157	(50)	4,988	5,786	(798)	13,886
5030-00 · P/R - Health Insurance Expense	6,772	2,042	4,731	10,972	10,208	764	24,500
5040-00 · P/R - Workmans Comp	97	167	(69)	487	833	(346)	2,000
5060-00 · 401 (k)	600	500	100	2,713	2,500	213	6,000
5070-00 · Other Benefits and Expenses	47	38	10	198	188	11	450
5000-00 · Salaries & Wages - Other	16,059	14,030	2,029	71,040	70,152	888	168,365
Total 5000-00 · Salaries & Wages	24,683	17,933	6,750	92,505	89,667	2,837	215,201
5100-00 · Rent							
5110-00 · Utilities	82	75	7	460	375	85	900
5140-00 · Repairs & Maintenance	28	22	6	28	108	(81)	260
5150-00 · Office - Cleaning	0	142	(142)	611	708	(97)	1,700
5100-00 · Rent - Other	1,422	1,167	255	6,592	5,833	759	14,000
Total 5100-00 · Rent	1,531	1,405	126	7,691	7,025	666	16,860
5310-00 · Telephone							
5320-00 · Telephone	403	267	136	1,967	1,333	633	3,200
Total 5310-00 · Telephone	403	267	136	1,967	1,333	633	3,200
5420-00 · Mail - USPS	0	17	(17)	18	83	(65)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	45	(45)	0	225	(225)	540
5520-00 · Supplies - Other	43	113	(69)	250	563	(313)	1,350
Total 5520-00 · Supplies	43	158	(114)	250	788	(538)	1,890
5710-00 · Taxes, Licenses & Fees	45	8	37	120	42	78	100
5740-00 · Equipment Rental/Leasing	44	83	(39)	248	417	(169)	1,000
5800-00 · Training Seminars	0	0	0	0	0	0	2,000
6730-00 · Marketing Cooperative/Media	2,163	2,163	0	28,571	28,571	0	75,000
8750-00 · Meals/Meetings	0	29	(29)	0	146	(146)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	313	(313)	750
Total Expense	28,912	22,126	6,787	131,368	128,384	2,984	316,551
Net Ordinary Income	(1,184)	5,603	(6,787)	26,563	29,547	(2,984)	67,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,907	5,603	(1,695)	22,901	29,547	(6,646)	67,503
Total Other Expense	3,907	5,603	(1,695)	22,901	29,547	(6,646)	67,503
Net Other Income	(3,907)	(5,603)	1,695	(22,901)	(29,547)	6,646	(67,503)
Net Income	(5,091)	(0)	(5,091)	3,662	(0)	3,662	0

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

42 - Visitor Center

Accrual Basis

	Nov 20	Budget	\$ Over Budget	Jul - Nov 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	38,536	38,536	0	188,860	188,861	(1)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	5	0	5	1,255	0	1,255	0
4504-00 · Retail Revenue - Other	90	0	90	560	0	560	0
46000 · Merchandise Sales - Other	6,081	6,000	81	52,513	41,500	11,013	85,000
Total 46000 · Merchandise Sales	6,176	6,000	176	54,328	41,500	12,828	85,000
Total Income	44,712	44,536	176	243,187	230,361	12,827	542,711
Gross Profit	44,712	44,536	176	243,187	230,361	12,827	542,711
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	620	1,292	(672)	4,261	6,458	(2,198)	15,500
5030-00 · P/R - Health Insurance Expense	1,247	1,583	(337)	5,624	7,917	(2,292)	19,000
5040-00 · P/R - Workmans Comp	291	433	(143)	1,887	2,167	(280)	5,200
5060-00 · 401 (k)	317	417	(100)	1,914	2,083	(170)	5,000
5070-00 · Other Benefits and Expenses	17	82	(65)	480	409	71	982
5000-00 · Salaries & Wages - Other	8,390	15,568	(7,179)	50,159	77,841	(27,681)	186,818
Total 5000-00 · Salaries & Wages	10,881	19,375	(8,494)	64,325	96,875	(32,550)	232,500
5100-00 · Rent							
5110-00 · Utilities	434	583	(150)	1,880	2,917	(1,037)	7,000
5140-00 · Repairs & Maintenance	124	458	(335)	124	2,292	(2,168)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	1,792	(1,792)	4,300
5100-00 · Rent - Other	6,398	6,721	(323)	32,455	33,604	(1,149)	80,650
Total 5100-00 · Rent	6,955	8,121	(1,165)	34,459	40,604	(6,145)	97,450
5310-00 · Telephone							
5320-00 · Telephone	313	238	75	1,530	1,188	342	2,850
Total 5310-00 · Telephone	313	238	75	1,530	1,188	342	2,850
5420-00 · Mail - USPS	0	17	(17)	18	83	(65)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	75	(75)	0	375	(375)	900
5520-00 · Supplies - Other	520	2,917	(2,397)	1,975	14,583	(12,608)	35,000
Total 5520-00 · Supplies	520	2,992	(2,472)	1,975	14,958	(12,983)	35,900
5610-00 · Depreciation	97	0	97	97	0	97	0
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	21	(21)	50
5710-00 · Taxes, Licenses & Fees	0	4	(4)	23	21	2	50
5740-00 · Equipment Rental/Leasing	80	129	(49)	432	646	(213)	1,550
5800-00 · Training Seminars	0	250	(250)	0	1,250	(1,250)	3,000
5850-00 · Artist of Month - Commissions	0	250	(250)	918	1,250	(332)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	8,333	(8,333)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,000	5,000	(4,000)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	162	125	37	997	625	372	1,500
59900 · POS Inventory Adjustments	0	0	0	478	0	478	0
8100-01 · CGS - Other	1,451	0	1,451	58,178	0	58,178	0
8100-00 · Cost of Goods Sold - Other	3,567	2,682	885	27,796	18,551	9,245	38,000
Total 8100-00 · Cost of Goods Sold	5,180	2,807	2,373	87,449	19,176	68,273	39,500
8200-00 · Associate Relations	54	17	37	54	83	(29)	200
8500-00 · Credit Card Fees	695	282	413	2,055	1,951	105	4,000
8700-00 · Automobile Expenses	0	46	(46)	83	229	(146)	550
8750-00 · Meals/Meetings	0	33	(33)	0	167	(167)	400
8810-00 · Dues & Subscriptions	0	8	(8)	0	42	(42)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	24,974	37,239	(12,265)	194,419	191,876	2,543	454,800
Net Ordinary Income	19,738	7,297	12,441	48,768	38,485	10,284	87,911
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,618	7,297	(1,680)	32,925	38,485	(5,560)	87,921
Total Other Expense	5,618	7,297	(1,680)	32,925	38,485	(5,560)	87,921
Net Other Income	(5,618)	(7,297)	1,680	(32,925)	(38,485)	5,560	(87,921)
Net Income	14,121	0	14,121	15,843	0	15,843	(10)

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

Accrual Basis

51 - TMPI

	Nov 20	Budget	\$ Over Bu...	Jul - Nov 20	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	16,605	16,605	0	77,150	77,150	0	218,419
Total Income	16,605	16,605	0	77,150	77,150	0	218,419
Gross Profit	16,605	16,605	0	77,150	77,150	0	218,419
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	97	225	(128)	538	1,125	(587)	2,700
5030-00 · P/R - Health Insurance Expense	156	167	(11)	758	833	(75)	2,000
5040-00 · P/R - Workmans Comp	7	175	(168)	34	875	(841)	2,100
5060-00 · 401 (k)	0	167	(167)	0	833	(833)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	4	85	(80)	203
5000-00 · Salaries & Wages - Other	1,586	3,836	(2,250)	8,728	19,178	(10,449)	46,026
Total 5000-00 · Salaries & Wages	1,846	4,586	(2,740)	10,063	22,929	(12,866)	55,029
5100-00 · Rent							
5110-00 · Utilities	4	0	4	19	0	19	0
5140-00 · Repairs & Maintenance	1	0	1	1	0	1	0
5150-00 · Office - Cleaning	0	0	0	31	0	31	0
5100-00 · Rent - Other	71	0	71	213	0	213	0
Total 5100-00 · Rent	77	0	77	265	0	265	0
5310-00 · Telephone							
5320-00 · Telephone	18	0	18	84	0	84	0
Total 5310-00 · Telephone	18	0	18	84	0	84	0
5420-00 · Mail - USPS	0	0	0	1	0	1	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	3	0	3	0
5520-00 · Supplies - Other	2	2,083	(2,081)	2,052	10,417	(8,365)	25,000
Total 5520-00 · Supplies	2	2,083	(2,081)	2,055	10,417	(8,362)	25,000
5710-00 · Taxes, Licenses & Fees	0			1			
5740-00 · Equipment Rental/Leasing	0	0	0	1	0	1	0
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	6,240	6,750	(510)	24,960	27,000	(2,040)	100,000
Total 5900-00 · Professional Fees	6,240	6,750	(510)	24,960	27,000	(2,040)	100,000
8700-00 · Automobile Expenses	30	0	30	30	0	30	0
8810-00 · Dues & Subscriptions	2	0	2	49	0	49	0
Total Expense	8,215	13,419	(5,205)	37,508	60,345	(22,838)	180,029
Net Ordinary Income	8,391	3,186	5,205	39,642	16,804	22,838	38,390
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,223	3,186	(963)	13,031	16,804	(3,773)	38,390
Total Other Expense	2,223	3,186	(963)	13,031	16,804	(3,773)	38,390
Net Other Income	(2,223)	(3,186)	963	(13,031)	(16,804)	3,773	(38,390)
Net Income	6,168	(0)	6,168	26,611	(0)	26,611	0

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

Accrual Basis

60 - Membership

	Nov 20	Budget	\$ Over Budget	Jul - Nov 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,308	10,417	891	56,660	52,083	4,577	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	19,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	20,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	58,000
4250-02 · Chamber Events	0	1,500	(1,500)	0	1,500	(1,500)	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)	0	400	(400)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	250	(250)	0	500	(500)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	450	(450)	0	900	(900)	6,000
4250-00 · Revenues-Membership Activities - Other	250	0	250	2,255	0	2,255	0
Total 4250-00 · Revenues-Membership Activities	250	1,950	(1,700)	2,255	3,900	(1,645)	72,500
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
Total Income	11,558	12,367	(809)	58,915	55,983	2,932	200,000
Gross Profit	11,558	12,367	(809)	58,915	55,983	2,932	200,000
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	334	458	(124)	1,262	2,292	(1,030)	5,500
5030-00 · P/R - Health Insurance Expense	526	667	(141)	2,017	3,333	(1,316)	8,000
5040-00 · P/R - Workmans Comp	27	33	(7)	165	167	(1)	400
5060-00 · 401 (k)	165	142	23	585	708	(123)	1,700
5070-00 · Other Benefits and Expenses	12	33	(21)	55	167	(111)	400
5000-00 · Salaries & Wages - Other	5,242	5,333	(91)	20,490	26,667	(6,176)	64,000
Total 5000-00 · Salaries & Wages	6,306	6,667	(361)	24,575	33,333	(8,758)	80,000
5100-00 · Rent							
5110-00 · Utilities	35	33	2	150	167	(16)	400
5140-00 · Repairs & Maintenance	12	8	3	12	42	(30)	100
5150-00 · Office - Cleaning	0	58	(58)	152	292	(140)	700
5100-00 · Rent - Other	707	638	69	3,514	3,188	326	7,650
Total 5100-00 · Rent	753	737	16	3,828	3,687	141	8,850
5310-00 · Telephone							
5320-00 · Telephone	147	121	26	475	604	(129)	1,450
Total 5310-00 · Telephone	147	121	26	475	604	(129)	1,450
5420-00 · Mail - USPS	0	10	(10)	3	50	(47)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	2	0	2	0
5520-00 · Supplies - Other	18	167	(148)	107	833	(726)	2,000
Total 5520-00 · Supplies	18	167	(148)	109	833	(725)	2,000
5710-00 · Taxes, Licenses & Fees	0	0	0	23	0	23	0
5740-00 · Equipment Rental/Leasing	60	173	(113)	312	867	(555)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	1,000
Total 5900-00 · Professional Fees	0	0	0	0	0	0	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	188	(188)	0	375	(375)	3,000
6442-00 · Public Relations/Website	734	417	317	3,154	2,083	1,071	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	2,083	(1,168)	5,000
Total 6423-00 · Membership Activities	734	1,021	(287)	4,364	5,042	(677)	42,000
8200-00 · Associate Relations	0	13	(13)	13	63	(49)	150
8500-00 · Credit Card Fees	70	0	70	183	0	183	1,850
8700-00 · Automobile Expenses	66	33	32	136	167	(31)	400
8750-00 · Meals/Meetings	0	33	(33)	7	167	(160)	400
8810-00 · Dues & Subscriptions	11	17	(6)	115	83	31	200
8920-00 · Bad Debt	285	0	285	285	0	285	0
Total Expense	8,450	8,992	(542)	34,427	44,896	(10,468)	140,500
Net Ordinary Income	3,108	3,375	(267)	24,488	11,088	13,400	59,500
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,737	2,487	(750)	10,178	13,114	(2,936)	29,961
Total Other Expense	1,737	2,487	(750)	10,178	13,114	(2,936)	29,961

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

Accrual Basis

60 - Membership

	Nov 20	Budget	\$ Over Budget	Jul - Nov 20	YTD Budget	\$ Over Budget	Annual Budget
Net Other Income	(1,737)	(2,487)	750	(10,178)	(13,114)	2,936	(29,961)
Net Income	<u>1,371</u>	<u>888</u>	<u>483</u>	<u>14,309</u>	<u>(2,027)</u>	<u>16,336</u>	<u>29,539</u>

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

70 - Administration

Accrual Basis

	Nov 20	Budget	\$ Over Budget	Jul - Nov 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,894	2,250	(356)	10,091	11,250	(1,159)	27,000
5030-00 · P/R - Health Insurance Expense	2,510	3,292	(782)	18,271	16,458	1,812	39,500
5040-00 · P/R - Workmans Comp	(1,160)	194	(1,354)	(705)	972	(1,677)	2,332
5060-00 · 401 (k)	611	1,250	(639)	(1,658)	6,250	(7,908)	15,000
5070-00 · Other Benefits and Expenses	60	117	(57)	648	583	64	1,400
5000-00 · Salaries & Wages - Other	30,075	33,527	(3,452)	156,591	167,633	(11,042)	402,320
Total 5000-00 · Salaries & Wages	33,989	40,629	(6,640)	183,238	203,147	(19,909)	487,552
5100-00 · Rent							
5110-00 · Utilities	138	125	13	777	625	152	1,500
5140-00 · Repairs & Maintenance	202	325	(123)	549	1,625	(1,076)	3,900
5150-00 · Office - Cleaning	0	250	(250)	1,022	1,250	(228)	3,000
5100-00 · Rent - Other	2,729	1,893	836	13,014	9,467	3,547	22,720
Total 5100-00 · Rent	3,069	2,593	476	15,362	12,967	2,395	31,120
5310-00 · Telephone							
5320-00 · Telephone	945	750	195	4,695	3,750	945	9,000
Total 5310-00 · Telephone	945	750	195	4,695	3,750	945	9,000
5420-00 · Mail - USPS	274	83	191	361	417	(55)	1,000
5510-00 · Insurance/Bonding	269	1,692	(1,423)	4,583	8,458	(3,876)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	167	(167)	202	833	(631)	2,000
5520-00 · Supplies - Other	204	603	(399)	1,278	3,013	(1,734)	7,230
Total 5520-00 · Supplies	204	769	(565)	1,481	3,846	(2,365)	9,230
5610-00 · Depreciation	0	0	0	97	0	97	0
5700-00 · Equipment Support & Maintenance	265	2,250	(1,985)	14,038	11,250	2,788	27,000
5710-00 · Taxes, Licenses & Fees	333	1,000	(667)	3,860	5,000	(1,140)	12,000
5740-00 · Equipment Rental/Leasing	116	417	(301)	632	2,083	(1,452)	5,000
5800-00 · Training Seminars	0	667	(667)	66	3,333	(3,267)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	180	625	(445)	1,380	3,125	(1,745)	7,500
5920-00 · Professional Fees - Accountant	1,935	2,000	(65)	17,000	26,000	(9,000)	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	8,125	(8,125)	19,500
Total 5900-00 · Professional Fees	2,115	4,250	(2,135)	18,380	37,250	(18,870)	53,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	6,250	(6,250)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	6,250	(6,250)	15,000
8200-00 · Associate Relations	302	83	219	1,048	417	631	1,000
8300-00 · Board Functions	348	500	(153)	1,914	3,500	(1,586)	7,000
8600-00 · Additional Opportunitites	650	2,083	(1,433)	3,250	10,417	(7,167)	25,000
8700-00 · Automobile Expenses	345	250	95	804	1,250	(446)	3,000
8750-00 · Meals/Meetings	40	417	(376)	224	2,083	(1,859)	5,000
8810-00 · Dues & Subscriptions	590	1,167	(577)	2,995	5,833	(2,838)	14,000
Total Expense	43,854	62,100	(18,246)	257,027	327,501	(70,474)	748,202
Net Ordinary Income	(43,854)	(62,100)	18,246	(257,027)	(327,501)	70,474	(748,202)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(43,854)	(62,100)	18,246	(257,027)	(327,501)	70,474	(748,202)
Total Other Expense	(43,854)	(62,100)	18,246	(257,027)	(327,501)	70,474	(748,202)
Net Other Income	43,854	62,100	(18,246)	257,027	327,501	(70,474)	748,202
Net Income	0	(0)	0	0	(0)	0	0