

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2018

Accrual Basis

	Oct 31, 18	Oct 31, 17	\$ Change	% Change	Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	409	611	(202)	(33%)	289
1003-00 · Cash - Operations BOTW #6712	516,091	534,882	(18,791)	(4%)	619,232
1007-00 · Cash - Payroll BOTW #7421	16,618	8,809	7,809	89%	6,195
1008-00 · Marketing Reserve - Plumas	50,194	50,118	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,517	100,316	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	141,856	165,856	(24,000)	(14%)	88,355
10950 · Cash in Drawer	1,584	556	1,028	185%	597
Total Checking/Savings	856,851	890,730	(33,879)	(4%)	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	21,310	39,968	(18,658)	(47%)	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	263,254	0	263,254	100%	0
Total Accounts Receivable	284,564	50,437	234,127	464%	24,331
Other Current Assets					
1200-99 · AR Other	5,945	1,614	4,331	268%	(41)
1201-00 · WebLink Accounts Receivable					
1201-01 · WebLink AR - Member Dues	14,810	0	14,810	100%	3,417
1201-00 · WebLink Accounts Receivable - Other	1,210	1,810	(600)	(33%)	2,870
Total 1201-00 · WebLink Accounts Receivable	16,020	1,810	14,210	785%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	0	(2,775)	(100%)	(2,500)
12100 · Inventory Asset	24,561	23,345	1,216	5%	28,203
1299 · Receivable from NLTMC	22,632	6,684	15,948	239%	28,954
1490-00 · Security Deposits	1,250	550	700	127%	650
Total Other Current Assets	67,633	34,003	33,630	99%	61,553
Total Current Assets	1,209,048	975,170	233,878	24%	980,751
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(7,964)	(471)	(6%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,076)	(17,288)	(1,788)	(10%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	2,445	4,704	(2,259)	(48%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	17,211	1,586	15,625	985%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	15,586	13,179	2,407	18%	17,116
Total 1400-00 · Prepaid Expenses	33,797	15,765	18,032	114%	27,267
Total Other Assets	33,797	15,765	18,032	114%	27,267
TOTAL ASSETS	1,245,290	995,639	249,651	25%	1,011,059

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2018

Accrual Basis

	Oct 31, 18	Oct 31, 17	\$ Change	% Change	Jun 30, 18
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	33,627	58,323	(24,696)	(42%)	42,156
Total Accounts Payable	33,627	58,323	(24,696)	(42%)	42,156
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-15 MC_2339 Liz	280	0	280	100%	0
2080-16 MC_2321 Bonnie	11	0	11	100%	0
2080-02 · MC_6765_Jason	15	15	0	0%	15
2080-04 · MC_5968_Ronald	0	93	(93)	(100%)	126
2080-06 · MC_5288_Emily	0	420	(420)	(100%)	0
2080-09 · MC_0319_Sarah	0	188	(188)	(100%)	0
2080-10 · MC_9495_AI	345	232	113	49%	180
2080-11 · MC_3978_Amber	451	101	350	347%	3,070
2080-12 · MC_3960_Natalie	0	260	(260)	(100%)	0
2080-13 · MC_6903_Cindy	1,528	1,056	472	45%	2,430
2080-14 · MC_6193_Daphne	556	0	556	100%	83
Total 2080-00 · Bank of the West - Master Cards	3,186	2,365	821	35%	5,904
Total Credit Cards	3,186	2,365	821	35%	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	16,655	38,973	(22,318)	(57%)	36,870
2101-00 · Incentive Payable	20,105	31,152	(11,047)	(35%)	43,384
2102-00 · Commissions Payable	1,330	7,373	(6,043)	(82%)	4,698
2120-00 · Empl. Federal Tax Payable	8,090	3,118	4,972	159%	3,072
2175-00 · 401 (k) Plan	3,727	1,559	2,168	139%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	98,911	156,900	(57,989)	(37%)	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	26	0	26	100%	853
25500 · *Sales Tax Payable	687	342	345	101%	1,941
Total 2190-00 · Sales and Use Tax Payable	713	342	371	108%	2,794
2250-00 · Accrued Expenses	3,526	0	3,526	100%	49,521
2400-42 · Marketing Co-op	230	0	230	100%	67,000
2400-60 · Deferred Revenue- Member Dues	41,283	31,454	9,829	31%	56,979
2500-00 · Deferred Revenue - TMBC	793	0	793	100%	535
2651-00 · Deferred Rev - Conference	6,233	7,333	(1,100)	(15%)	0
26900 · Unbilled Purchases	50	0	50	100%	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,067	673	3,394	504%	4,202
2900-00 · Due To/From County of Placer	221,592	227,079	(5,487)	(2%)	229,432
Total Other Current Liabilities	727,703	423,781	303,922	72%	548,648
Total Current Liabilities	764,516	484,469	280,047	58%	596,708
Total Liabilities	764,516	484,469	280,047	58%	596,708
Equity					

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2018

Accrual Basis

	<u>Oct 31, 18</u>	<u>Oct 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	66,418	113,027	(46,609)	(41%)	(5,239)
Total Equity	480,770	511,169	(30,399)	(6%)	414,352
TOTAL LIABILITIES & EQUITY	<u>1,245,286</u>	<u>995,638</u>	<u>249,648</u>	<u>25%</u>	<u>1,011,060</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	263,254	263,921	(667)	1,329,875	1,373,587	(43,712)	3,793,727
4200-00 · Membership Dues	10,859	10,600	259	44,044	42,400	1,644	128,000
4205-00 · Conference Dues	779	825	(46)	3,667	3,300	367	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	63	836	(773)	2,500
4250-03 · Summer/Winter Rec Luncheon	2,622	4,000	(1,378)	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	494	580	(86)	1,656	2,320	(664)	6,960
Total 4251-00 · Tues AM Breakfast Club	494	580	(86)	1,656	3,370	(1,714)	10,010
4250-00 · Revenues-Membership Activities - Other	(620)	0	(620)	1,060	0	1,060	0
Total 4250-00 · Revenues-Membership Activities	2,496	4,788	(2,292)	5,401	8,206	(2,805)	70,510
4253-00 · Revenue- Other	6			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	(353)	1,667	(2,020)	8,417	6,664	1,753	20,000
4600-00 · Commissions - Other	1,237	2,500	(1,263)	21,957	10,000	11,957	30,000
Total 4600-00 · Commissions	884	4,167	(3,283)	30,374	16,664	13,710	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	612	500	112	2,296	5,500	(3,204)	9,500
46000 · Merchandise Sales - Other	8,861	6,000	2,861	51,034	40,000	11,034	95,000
Total 46000 · Merchandise Sales	9,473	6,500	2,973	53,330	45,500	7,830	104,500
Total Income	287,751	290,801	(3,051)	1,466,698	1,489,657	(22,959)	4,156,637
Gross Profit	287,751	290,801	(3,051)	1,466,698	1,489,657	(22,959)	4,156,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	389	633	(244)	9,665	2,536	7,129	7,600
5020-00 · P/R - Tax Expense	6,259	7,026	(767)	26,230	30,346	(4,116)	86,761
5030-00 · P/R - Health Insurance Expense	6,170	11,058	(4,888)	37,924	44,226	(6,302)	132,690
5040-00 · P/R - Workmans Comp	0	963	(963)	3,285	4,125	(841)	11,845
5060-00 · 401 (k)	4,105	3,577	528	13,790	14,620	(830)	43,048
5070-00 · Other Benefits and Expenses	516	586	(70)	1,349	2,341	(992)	7,029
5000-00 · Salaries & Wages - Other	83,577	88,732	(5,155)	345,539	362,854	(17,315)	1,068,067
Total 5000-00 · Salaries & Wages	101,016	112,575	(11,559)	437,782	461,048	(23,266)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,033	1,028	5	3,952	3,717	235	12,191
5140-00 · Repairs & Maintenance	0	3,902	(3,902)	45	15,605	(15,560)	46,850
5150-00 · Office - Cleaning	515	800	(285)	2,315	3,521	(1,206)	10,444
5100-00 · Rent - Other	12,706	12,957	(251)	51,212	51,812	(600)	155,468
Total 5100-00 · Rent	14,254	18,687	(4,433)	57,523	74,655	(17,132)	224,953
5310-00 · Telephone							
5320-00 · Telephone	1,782	2,129	(347)	12,077	8,516	3,561	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	1,847	(1,847)	5,535
Total 5310-00 · Telephone	1,782	2,590	(808)	12,102	10,363	1,739	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	54	0	54	0
5420-00 · Mail - USPS - Other	20	475	(455)	541	1,603	(1,062)	5,203
Total 5420-00 · Mail - USPS	20	475	(455)	594	1,603	(1,009)	5,203
5510-00 · Insurance/Bonding	552	485	67	1,996	2,258	(262)	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	651	125	526	2,629	2,300	329	7,600
5520-00 · Supplies - Other	913	1,650	(737)	4,387	7,293	(2,906)	21,493
Total 5520-00 · Supplies	1,564	1,775	(211)	7,016	9,593	(2,577)	29,093
5610-00 · Depreciation	149	177	(28)	596	713	(117)	2,129
5700-00 · Equipment Support & Maintenance	10	1,118	(1,108)	640	4,472	(3,832)	13,412
5710-00 · Taxes, Licenses & Fees	453	1,050	(597)	3,291	4,401	(1,110)	12,951
5740-00 · Equipment Rental/Leasing	1,131	1,478	(347)	5,212	5,902	(690)	17,726
5800-00 · Training Seminars	1,045	1,917	(872)	1,609	5,514	(3,905)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	499	1,836	(1,337)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	840	3,000	(2,160)	9,000
5920-00 · Professional Fees - Accountant	11,000	0	11,000	21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,917	(1,917)	0	9,543	(9,543)	26,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	11,000	2,667	8,333	21,840	37,543	(15,703)	60,000
5941-00 · Research & Planning	0	0	0	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	30,398	37,375	(6,977)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	8,000	0	8,000	258,000	254,500	3,500	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	8,000	0	8,000	8,000	0	8,000	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	16,000	0	16,000	296,445	291,875	4,570	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	11,000	(11,000)	58,000
6422-00 · Event Media	(300)	0	(300)	0	0	0	0
6424-00 · Event Operation Expenses	133	667	(534)	2,222	2,666	(444)	8,000
Total 6420-00 · Events	15,833	3,417	12,416	298,667	305,541	(6,874)	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	3,194	2,500	694	3,194	2,500	694	5,000
6437-00 · Tuesday Morning Breakfast Club	741	650	91	1,632	1,950	(318)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	0	0
6442-00 · Public Relations/Website	2,944	344	2,600	4,436	2,876	1,560	5,628
6423-00 · Membership Activities - Other	979	0	979	1,230	0	1,230	0
Total 6423-00 · Membership Activities	7,858	3,494	4,364	10,551	7,326	3,225	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	486,611	486,607	4	1,459,823
6742-00 · Non-NLT Co-Op Marketing Program	1,296	4,318	(3,022)	4,229	17,272	(13,043)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,841	1,000	841	2,941	6,000	(3,059)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	450	0	450	450	0	450	20,000
Total 6743-00 · BACC Marketing Programs	2,291	1,000	1,291	3,391	6,000	(2,609)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	113	0	113	648	0	648	0
52500 · Purchase Discounts	(6)	0	(6)	(40)	0	(40)	0
59900 · POS Inventory Adjustments	181	0	181	32	0	32	0
8100-00 · Cost of Goods Sold - Other	4,809	3,150	1,659	27,465	20,998	6,467	49,875
Total 8100-00 · Cost of Goods Sold	5,096	3,150	1,946	28,105	20,998	7,107	49,875
8200-00 · Associate Relations	25	616	(591)	678	2,472	(1,794)	7,400
8300-00 · Board Functions	1,371	1,500	(129)	4,708	1,950	2,758	4,500
8500-00 · Credit Card Fees	529	398	131	2,345	2,351	(6)	6,658
8600-00 · Additional Opportunites	0	3,133	(3,133)	0	12,528	(12,528)	37,600
8700-00 · Automobile Expenses	374	498	(124)	1,824	2,179	(355)	6,183
8750-00 · Meals/Meetings	835	637	198	1,114	2,544	(1,430)	7,640
8810-00 · Dues & Subscriptions	410	852	(442)	2,173	3,404	(1,231)	10,220
8910-00 · Travel	0	0	0	0	100	(100)	6,600
8920-00 · Bad Debt	275	0	275	275	0	275	0
Total Expense	290,822	290,117	705	1,400,372	1,503,673	(103,301)	4,153,480
Net Ordinary Income	(3,072)	684	(3,756)	66,325	(14,016)	80,341	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	0	93	0	0	0
Total Other Income	23	0	0	93	0	0	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	23	0	23	93	0	93	0
Net Income	(3,048)	684	(3,732)	66,418	(14,016)	80,434	3,157

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

Accrual Basis

11 - Marketing

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	198,017	195,350	2,667	1,064,628	1,103,984	(39,356)	2,983,906
Total Income	198,017	195,350	2,667	1,064,628	1,103,984	(39,356)	2,983,906
Gross Profit	198,017	195,350	2,667	1,064,628	1,103,984	(39,356)	2,983,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	5,500	5,500	0	16,500
5020-00 · P/R - Tax Expense	1,615	1,943	(328)	6,626	7,664	(1,038)	22,712
5030-00 · P/R - Health Insurance Expense	2,504	4,080	(1,576)	18,263	16,320	1,943	48,960
5040-00 · P/R - Workmans Comp	0	195	(195)	547	767	(220)	2,268
5060-00 · 401 (k)	1,012	1,111	(99)	4,310	4,378	(68)	12,978
5070-00 · Other Benefits and Expenses	150	167	(17)	272	672	(400)	2,008
5000-00 · Salaries & Wages - Other	27,195	27,764	(569)	106,676	109,484	(2,808)	324,453
Total 5000-00 · Salaries & Wages	33,851	36,635	(2,784)	142,194	144,785	(2,591)	429,879
5100-00 · Rent							
5110-00 · Utilities	142	135	7	575	540	35	1,620
5140-00 · Repairs & Maintenance	0	1,167	(1,167)	0	4,668	(4,668)	14,033
5150-00 · Office - Cleaning	183	175	8	783	900	(117)	2,700
5100-00 · Rent - Other	2,062	1,984	78	8,544	7,933	611	23,805
Total 5100-00 · Rent	2,388	3,461	(1,073)	9,902	14,041	(4,139)	42,158
5310-00 · Telephone							
5320-00 · Telephone	379	670	(291)	2,697	2,680	17	8,040
Total 5310-00 · Telephone	379	670	(291)	2,697	2,680	17	8,040
5420-00 · Mail - USPS	0	150	(150)	95	300	(205)	900
5510-00 · Insurance/Bonding	105	169	(64)	379	676	(297)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	53	0	53	793	1,800	(1,007)	3,600
5520-00 · Supplies - Other	133	417	(284)	458	1,664	(1,206)	5,000
Total 5520-00 · Supplies	186	417	(231)	1,251	3,464	(2,213)	8,600
5610-00 · Depreciation	0	20	(20)	0	80	(80)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	0	1,168	(1,168)	3,500
5740-00 · Equipment Rental/Leasing	277	315	(38)	1,258	1,260	(2)	3,780
5800-00 · Training Seminars	350	0	350	609	0	609	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	500	(500)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	1,668	(1,668)	5,000
Total 5900-00 · Professional Fees	0	542	(542)	0	2,168	(2,168)	6,500
5941-00 · Research & Planning	0	0	0	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	30,398	37,375	(6,977)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	8,000	0	8,000	258,000	254,500	3,500	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	8,000	0	8,000	8,000	0	8,000	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	16,000	0	16,000	296,445	291,875	4,570	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	11,000	(11,000)	58,000
6424-00 · Event Operation Expenses	133	667	(534)	1,951	2,666	(715)	8,000
Total 6420-00 · Events	16,133	3,417	12,716	298,396	305,541	(7,145)	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	445,536	445,532	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	1,096	834	262	3,279	3,336	(57)	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,841	1,000	841	2,941	6,000	(3,059)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	450	0	450	450	0	450	20,000
Total 6743-00 · BACC Marketing Programs	2,291	1,000	1,291	3,391	6,000	(2,609)	80,000
8200-00 · Associate Relations	25	134	(109)	25	536	(511)	1,600
8500-00 · Credit Card Fees	0	0	0	45	0	45	0
8600-00 · Additional Opportunitites	0	2,666	(2,666)	0	10,664	(10,664)	32,000

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

Accrual Basis

11 - Marketing

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	45	125	(80)	488	500	(12)	1,500
8750-00 · Meals/Meetings	29	300	(272)	42	1,200	(1,158)	3,600
8810-00 · Dues & Subscriptions	30	292	(262)	468	1,164	(696)	3,500
8910-00 · Travel	0	0	0	0	0	0	5,500
Total Expense	168,568	162,823	5,745	915,055	957,595	(42,540)	2,582,654
Net Ordinary Income	29,449	32,527	(3,079)	149,572	146,389	3,184	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			76			
Total Other Income	23			76			
Other Expense							
8990-00 · Allocated	33,758	32,527	1,231	124,567	146,389	(21,822)	401,252
Total Other Expense	33,758	32,527	1,231	124,567	146,389	(21,822)	401,252
Net Other Income	(33,735)	(32,527)	(1,207)	(124,491)	(146,389)	21,898	(401,252)
Net Income	(4,286)	0	(4,286)	25,081	0	25,081	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,236	29,236	0	119,169	119,158	10	352,299
4205-00 · Conference Dues	779	825	(46)	3,667	3,300	367	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	(353)	1,667	(2,020)	8,417	6,664	1,753	20,000
4600-00 · Commissions - Other	1,237	2,500	(1,263)	21,957	10,000	11,957	30,000
Total 4600-00 · Commissions	884	4,167	(3,283)	30,374	16,664	13,710	50,000
Total Income	30,899	34,228	(3,329)	153,209	139,122	14,087	412,199
Gross Profit	30,899	34,228	(3,329)	153,209	139,122	14,087	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	389	633	(244)	9,665	2,536	7,129	7,600
5020-00 · P/R - Tax Expense	1,208	1,165	43	4,454	4,657	(203)	13,977
5030-00 · P/R - Health Insurance Expense	1,219	1,633	(414)	6,140	6,526	(386)	19,590
5040-00 · P/R - Workmans Comp	0	172	(172)	321	689	(368)	2,065
5060-00 · 401 (k)	653	555	98	2,653	2,217	436	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	168	332	(164)	1,004
5000-00 · Salaries & Wages - Other	12,758	13,236	(478)	48,845	52,939	(4,094)	158,827
Total 5000-00 · Salaries & Wages	16,270	17,478	(1,208)	72,246	69,896	2,350	209,720
5100-00 · Rent							
5110-00 · Utilities	66	70	(4)	278	280	(2)	840
5140-00 · Repairs & Maintenance	0	43	(43)	0	173	(173)	517
5150-00 · Office - Cleaning	92	102	(10)	392	407	(15)	1,223
5100-00 · Rent - Other	1,025	953	72	4,100	3,809	291	11,433
Total 5100-00 · Rent	1,183	1,168	15	4,770	4,669	101	14,013
5310-00 · Telephone							
5320-00 · Telephone	167	206	(39)	964	824	140	2,472
Total 5310-00 · Telephone	167	206	(39)	964	824	140	2,472
5420-00 · Mail - USPS	0	42	(42)	31	164	(133)	500
5510-00 · Insurance/Bonding	35	115	(80)	125	457	(332)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	122	0	122	0
5520-00 · Supplies - Other	67	52	15	165	202	(37)	618
Total 5520-00 · Supplies	97	52	45	287	202	85	618
5610-00 · Depreciation	0	8	(8)	0	30	(30)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	0	565	(565)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	32	(32)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	546	616	(70)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	41,075	41,075	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	100	(100)	300
8810-00 · Dues & Subscriptions	0	84	(84)	0	336	(336)	1,000
Total Expense	28,141	29,749	(1,608)	120,043	118,966	1,077	356,950
Net Ordinary Income	2,757	4,479	(1,721)	33,166	20,156	13,010	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,648	4,479	169	17,152	20,156	(3,005)	55,249
Total Other Expense	4,648	4,479	169	17,152	20,156	(3,005)	55,249
Net Other Income	(4,648)	(4,479)	(169)	(17,152)	(20,156)	3,005	(55,249)
Net Income	(1,891)	0	(1,891)	16,014	0	16,014	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

Accrual Basis

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	35,280	38,614	(3,334)	143,201	147,517	(4,317)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	612	500	112	2,296	5,500	(3,204)	9,500
46000 · Merchandise Sales - Other	8,861	6,000	2,861	51,034	40,000	11,034	95,000
Total 46000 · Merchandise Sales	9,473	6,500	2,973	53,330	45,500	7,830	104,500
Total Income	44,753	45,114	(361)	196,531	193,017	3,513	553,344
Gross Profit	44,753	45,114	(361)	196,531	193,017	3,513	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	935	1,208	(273)	5,766	7,183	(1,417)	17,550
5030-00 · P/R - Health Insurance Expense	1,014	1,806	(792)	5,459	7,224	(1,765)	21,672
5040-00 · P/R - Workmans Comp	0	403	(403)	1,312	1,894	(582)	5,193
5060-00 · 401 (k)	517	537	(20)	2,374	2,528	(154)	6,924
5070-00 · Other Benefits and Expenses	294	102	192	424	409	15	1,225
5000-00 · Salaries & Wages - Other	12,906	13,425	(519)	61,455	63,203	(1,748)	173,103
Total 5000-00 · Salaries & Wages	15,666	17,481	(1,815)	76,790	82,441	(5,651)	225,667
5100-00 · Rent							
5110-00 · Utilities	622	650	(28)	2,329	2,200	129	7,650
5140-00 · Repairs & Maintenance	0	2,292	(2,292)	45	9,164	(9,119)	27,500
5150-00 · Office - Cleaning	46	237	(191)	196	951	(755)	2,847
5100-00 · Rent - Other	6,663	7,025	(363)	26,650	28,097	(1,447)	84,297
Total 5100-00 · Rent	7,331	10,204	(2,873)	29,220	40,412	(11,192)	122,294
5310-00 · Telephone							
5320-00 · Telephone	432	0	432	3,304	0	3,304	0
5310-00 · Telephone - Other	0	461	(461)	0	1,847	(1,847)	5,535
Total 5310-00 · Telephone	432	461	(29)	3,304	1,847	1,457	5,535
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	54	0	54	0
5420-00 · Mail - USPS - Other	0	145	(145)	166	584	(418)	1,744
Total 5420-00 · Mail - USPS	0	145	(145)	220	584	(364)	1,744
5510-00 · Insurance/Bonding	184	146	38	665	585	80	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1	125	(124)	251	500	(249)	1,500
5520-00 · Supplies - Other	256	473	(217)	2,090	2,591	(501)	7,375
Total 5520-00 · Supplies	257	598	(341)	2,341	3,091	(750)	8,875
5610-00 · Depreciation	118	87	31	472	353	119	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	0	1,200	(1,200)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	245	429	(184)	1,167	1,718	(551)	5,150
5800-00 · Training Seminars	0	1,500	(1,500)	0	2,150	(2,150)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	499	1,836	(1,337)	5,500
6742-00 · Non-NLT Co-Op Marketing Program	200	3,484	(3,284)	950	13,936	(12,986)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	113	0	113	648	0	648	0
52500 · Purchase Discounts	(6)	0	(6)	(40)	0	(40)	0
59900 · POS Inventory Adjustments	181	0	181	32	0	32	0
8100-00 · Cost of Goods Sold - Other	4,809	3,150	1,659	26,707	20,998	5,709	49,875
Total 8100-00 · Cost of Goods Sold	5,096	3,150	1,946	27,347	20,998	6,349	49,875
8200-00 · Associate Relations	0	58	(58)	0	236	(236)	700
8500-00 · Credit Card Fees	348	228	120	1,430	1,591	(161)	3,658
8700-00 · Automobile Expenses	70	45	25	280	370	(90)	750
8750-00 · Meals/Meetings	62	67	(5)	73	264	(191)	800
8810-00 · Dues & Subscriptions	0	166	(166)	0	664	(664)	2,000
8910-00 · Travel	0	0	0	0	100	(100)	1,100
Total Expense	30,008	39,007	(8,999)	144,757	174,531	(29,774)	487,005
Net Ordinary Income	14,745	6,107	8,638	51,774	18,486	33,288	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,338	6,107	231	23,389	27,486	(4,097)	75,339
Total Other Expense	6,338	6,107	231	23,389	27,486	(4,097)	75,339
Net Other Income	(6,338)	(6,107)	(231)	(23,389)	(27,486)	4,097	(75,339)
Net Income	8,406	0	8,406	28,385	(9,000)	37,385	(9,000)

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

Accrual Basis

51 - TMPI

	Oct 18	Budget	\$ Over Bu...	Jul - Oct 18	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	721	721	(0)	2,878	2,928	(49)	8,677
Total Income	721	721	(0)	2,878	2,928	(49)	8,677
Gross Profit	721	721	(0)	2,878	2,928	(49)	8,677
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(54)	33	(88)	(152)	134	(285)	401
5030-00 · P/R - Health Insurance Expense	6	4	2	28	14	14	42
5040-00 · P/R - Workmans Comp	0	4	(4)	41	16	25	48
5060-00 · 401 (k)	63	23	41	129	91	39	272
5070-00 · Other Benefits and Expenses	0	0	0	1	0	1	0
5000-00 · Salaries & Wages - Other	801	567	235	2,958	2,266	692	6,798
Total 5000-00 · Salaries & Wages	817	630	186	3,005	2,520	485	7,561
5100-00 · Rent							
5110-00 · Utilities	7			24			
5150-00 · Office - Cleaning	6			27			
5100-00 · Rent - Other	72	0	72	287	0	287	0
Total 5100-00 · Rent	85	0	85	338	0	338	0
5310-00 · Telephone							
5320-00 · Telephone	22			182			
Total 5310-00 · Telephone	22	0	22	182	0	182	0
5420-00 · Mail - USPS	0	0	0	9	0	9	0
5510-00 · Insurance/Bonding	10	0	10	38	0	38	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12			47			
5520-00 · Supplies - Other	5	0	5	12	0	12	0
Total 5520-00 · Supplies	16	0	16	59	0	59	0
5740-00 · Equipment Rental/Leasing	33	0	33	150	0	150	0
8700-00 · Automobile Expenses	6	0	6	14	0	14	0
8750-00 · Meals/Meetings	1	0	1	1	0	1	0
8810-00 · Dues & Subscriptions	(46)			0			
Total Expense	944	630	314	3,796	2,520	1,276	7,561
Net Ordinary Income	(224)	90	(314)	(918)	407	(1,325)	1,116
Other Income/Expense							
Other Expense							
8990-00 · Allocated	94	90	3	346	407	(61)	1,116
Total Other Expense	94	90	3	346	407	(61)	1,116
Net Other Income	(94)	(90)	(3)	(346)	(407)	61	(1,116)
Net Income	(318)	0	(318)	(1,264)	0	(1,264)	0

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

Accrual Basis

60 - Membership

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	10,859	10,600	259	44,044	42,400	1,644	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	63	836	(773)	2,500
4250-03 · Summer/Winter Rec Luncheon	2,622	4,000	(1,378)	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	494	580	(86)	1,656	2,320	(664)	6,960
Total 4251-00 · Tues AM Breakfast Club	494	580	(86)	1,656	3,370	(1,714)	10,010
4250-00 · Revenues-Membership Activities - Other	(620)	0	(620)	1,060	0	1,060	0
Total 4250-00 · Revenues-Membership Activities	2,496	4,788	(2,292)	5,401	8,206	(2,805)	70,510
4253-00 · Revenue- Other	6			6			
Total Income	13,361	15,388	(2,027)	49,452	50,606	(1,154)	198,510
Gross Profit	13,361	15,388	(2,027)	49,452	50,606	(1,154)	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(5,500)	(5,500)	0	(16,500)
5020-00 · P/R - Tax Expense	446	547	(101)	1,616	2,190	(574)	6,566
5030-00 · P/R - Health Insurance Expense	474	888	(414)	3,919	3,552	367	10,656
5040-00 · P/R - Workmans Comp	0	7	(7)	187	31	156	87
5060-00 · 401 (k)	269	262	7	908	1,049	(141)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	23	264	(241)	792
5000-00 · Salaries & Wages - Other	6,397	6,553	(156)	24,407	26,212	(1,805)	78,636
Total 5000-00 · Salaries & Wages	6,218	6,948	(730)	25,561	27,798	(2,237)	83,382
5100-00 · Rent							
5110-00 · Utilities	26	50	(24)	92	205	(113)	605
5140-00 · Repairs & Maintenance	0	25	(25)	0	100	(100)	300
5150-00 · Office - Cleaning	25	78	(53)	108	430	(322)	1,177
5100-00 · Rent - Other	294	819	(525)	1,472	3,274	(1,802)	9,826
Total 5100-00 · Rent	345	972	(627)	1,672	4,009	(2,337)	11,908
5310-00 · Telephone							
5320-00 · Telephone	110	253	(143)	787	1,012	(225)	3,036
Total 5310-00 · Telephone	110	253	(143)	787	1,012	(225)	3,036
5420-00 · Mail - USPS	0	50	(50)	36	200	(164)	1,000
5510-00 · Insurance/Bonding	39	55	(16)	142	335	(193)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	64	0	64	374	0	374	500
5520-00 · Supplies - Other	16	83	(67)	90	336	(246)	1,000
Total 5520-00 · Supplies	80	83	(3)	464	336	128	1,500
5610-00 · Depreciation	0	8	(8)	0	32	(32)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	224	(224)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	50	(50)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	740	990	(250)	2,990
5800-00 · Training Seminars	695	0	695	875	1,700	(825)	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	375	(375)	1,500
Total 5900-00 · Professional Fees	0	0	0	0	375	(375)	1,500
6420-00 · Events							
6422-00 · Event Media	(300)			(300)			
6424-00 · Event Operation Expenses	0			271			
Total 6420-00 · Events	(300)			(29)			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	3,194	2,500	694	3,194	2,500	694	5,000
6437-00 · Tuesday Morning Breakfast Club	741	650	91	1,632	1,950	(318)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	2,944	344	2,600	4,436	2,876	1,560	5,628
6423-00 · Membership Activities - Other	979	0	979	1,230	0	1,230	0
Total 6423-00 · Membership Activities	7,858	3,494	4,364	10,551	7,326	3,225	45,278
8100-00 · Cost of Goods Sold	0			758			
8200-00 · Associate Relations	0	66	(66)	0	264	(264)	800
8500-00 · Credit Card Fees	181	170	11	826	760	66	3,000

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

Accrual Basis

60 - Membership

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	67	78	(11)	145	309	(164)	933
8750-00 · Meals/Meetings	82	150	(68)	195	600	(405)	1,800
8810-00 · Dues & Subscriptions	391	35	356	530	140	390	420
8920-00 · Bad Debt	275	0	275	275	0	275	0
Total Expense	16,209	12,668	3,541	43,527	46,460	(2,933)	161,240
Net Ordinary Income	(2,847)	2,720	(5,567)	5,925	4,146	1,779	37,270
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,113	2,036	77	7,796	9,162	(1,366)	25,113
Total Other Expense	2,113	2,036	77	7,796	9,162	(1,366)	25,113
Net Other Income	(2,113)	(2,036)	(77)	(7,796)	(9,162)	1,366	(25,113)
Net Income	(4,960)	684	(5,644)	(1,871)	(5,016)	3,145	12,157

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

70 - Administration

Accrual Basis

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,109	2,130	(20)	7,919	8,518	(599)	25,555
5030-00 · P/R - Health Insurance Expense	953	2,648	(1,694)	4,258	10,590	(6,332)	31,770
5040-00 · P/R - Workmans Comp	0	182	(182)	876	728	148	2,184
5060-00 · 401 (k)	1,591	1,089	501	3,416	4,357	(941)	13,072
5070-00 · Other Benefits and Expenses	21	167	(146)	461	664	(203)	2,000
5000-00 · Salaries & Wages - Other	23,520	27,188	(3,667)	101,199	108,750	(7,551)	326,250
Total 5000-00 · Salaries & Wages	28,194	33,403	(5,209)	118,129	133,608	(15,478)	400,831
5100-00 · Rent							
5110-00 · Utilities	170	123	47	654	492	162	1,476
5140-00 · Repairs & Maintenance	0	375	(375)	0	1,500	(1,500)	4,500
5150-00 · Office - Cleaning	163	208	(45)	809	833	(24)	2,497
5100-00 · Rent - Other	2,590	2,176	414	10,159	8,699	1,460	26,107
Total 5100-00 · Rent	2,922	2,882	40	11,622	11,524	98	34,580
5310-00 · Telephone							
5320-00 · Telephone	673	1,000	(327)	4,145	4,000	145	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	673	1,000	(327)	4,170	4,000	170	12,000
5420-00 · Mail - USPS	20	88	(68)	203	355	(152)	1,059
5510-00 · Insurance/Bonding	179	0	179	648	205	443	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	491	0	491	1,041	0	1,041	2,000
5520-00 · Supplies - Other	437	625	(188)	1,573	2,500	(927)	7,500
Total 5520-00 · Supplies	928	625	303	2,614	2,500	114	9,500
5610-00 · Depreciation	31	54	(23)	124	218	(94)	650
5700-00 · Equipment Support & Maintenance	10	330	(320)	640	1,315	(675)	3,955
5710-00 · Taxes, Licenses & Fees	453	1,042	(589)	3,291	4,164	(873)	12,500
5740-00 · Equipment Rental/Leasing	288	329	(41)	1,351	1,318	33	3,950
5800-00 · Training Seminars	0	417	(417)	125	1,664	(1,539)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	840	2,500	(1,660)	7,500
5920-00 · Professional Fees - Accountant	11,000	0	11,000	21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,500	(1,500)	0	7,500	(7,500)	19,500
Total 5900-00 · Professional Fees	11,000	2,125	8,875	21,840	35,000	(13,160)	52,000
6420-00 · Events							
6422-00 · Event Media	0			300			
Total 6420-00 · Events	0			300			
8200-00 · Associate Relations	0	333	(333)	653	1,336	(683)	4,000
8300-00 · Board Functions	1,371	1,500	(129)	4,708	1,950	2,758	4,500
8500-00 · Credit Card Fees	0	0	0	45	0	45	0
8600-00 · Additional Opportunites	0	467	(467)	0	1,864	(1,864)	5,600
8700-00 · Automobile Expenses	186	250	(64)	897	1,000	(103)	3,000
8750-00 · Meals/Meetings	662	120	542	802	480	322	1,440
8810-00 · Dues & Subscriptions	35	275	(240)	1,175	1,100	75	3,300
Total Expense	46,952	45,240	1,712	173,338	203,601	(30,263)	558,070
Net Ordinary Income	(46,952)	(45,240)	(1,712)	(173,338)	(203,601)	30,263	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(46,952)	(45,240)	(1,712)	(173,251)	(203,601)	30,350	(558,070)
Total Other Expense	(46,952)	(45,240)	(1,712)	(173,251)	(203,601)	30,350	(558,070)
Net Other Income	46,952	45,240	1,712	173,268	203,601	(30,333)	558,070
Net Income	0	0	0	(70)	0	(70)	0