

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

October 31, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2020

Accrual Basis

	Oct 31, 20	Oct 31, 19	\$ Change	% Change	Jun 30, 20
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	314	(156)	(50%)	158
1003-00 · Cash - Operations BOTW #6712	1,187,253	393,450	793,803	202%	565,602
1007-00 · Cash - Payroll BOTW #7421	2,629	4,158	(1,529)	(37%)	3,200
1008-00 · Marketing Reserve - Plumas	50,330	50,269	61	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,890	100,718	172	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	72,570	213,434	(140,864)	(66%)	86,322
10950 · Cash in Drawer	1,781	179	1,602	895%	139
Total Checking/Savings	1,445,193	792,104	653,089	82%	836,155
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	2,500	25,028	(22,528)	(90%)	3,500
1290-00 · A/R - TOT	246,040	265,787	(19,747)	(7%)	201,387
Total Accounts Receivable	248,540	290,815	(42,275)	(15%)	204,887
Other Current Assets					
1200-99 · AR Other	1,407	0	1,407	100%	12,881
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	83,105	13,385	69,720	521%	35,696
1201-03 · Member AR - Other	1,400	1,295	105	8%	1,040
Total 1201-00 · Member Accounts Receivable	84,505	14,680	69,825	476%	36,736
1201-02 · Allowance for Doubtful Accounts	(24,987)	(2,775)	(22,212)	(800%)	(24,987)
12100 · Inventory Asset					
12100 · Inventory Asset	0	0	0	0%	4,236
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	25,893	21,906	3,987	18%	81,762
Total 12100 · Inventory Asset	25,911	21,924	3,987	18%	86,016
1299 · Receivable from NLTMC	4,900	8,371	(3,471)	(41%)	0
1490-00 · Security Deposits	1,150	1,250	(100)	(8%)	1,150
Total Other Current Assets	92,886	43,450	49,436	114%	111,796
Total Current Assets	1,786,619	1,126,369	660,250	59%	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	(1,944)	(4,269)	2,325	54%	(4,270)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(19,557)	(936)	(5%)	(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	5,730	937	4,793	512%	0
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	15,843	14,682	1,161	8%	16,326

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2020

Accrual Basis

	Oct 31, 20	Oct 31, 19	\$ Change	% Change	Jun 30, 20
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	4,300	4,394	(94)	(2%)	8,751
Total 1400-00 · Prepaid Expenses	20,243	19,176	1,067	6%	25,177
Total Other Assets	20,243	19,176	1,067	6%	25,177
TOTAL ASSETS	1,812,592	1,146,482	666,110	58%	1,178,015
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	55,209	52,648	2,561	5%	26,683
Total Accounts Payable	55,209	52,648	2,561	5%	26,683
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	21,792	16,560	5,232	32%	39,445
2101-00 · Incentive Payable	45,444	19,269	26,175	136%	88,359
2102-00 · Commissions Payable	3,500	15,855	(12,355)	(78%)	3,506
2120-00 · Empl. Federal Tax Payable	9,528	7,460	2,068	28%	1,551
2175-00 · 401 (k) Plan	4,001	3,355	646	19%	2,626
2180-00 · Estimated PTO Liability	54,845	52,993	1,852	3%	54,845
Total 21000 · Salaries/Wages/Payroll Liabilit	139,110	115,492	23,618	20%	190,332
2190-00 · Sales and Use Tax Payable					
25500 · *Sales Tax Payable	854	643	211	33%	1,374
Total 2190-00 · Sales and Use Tax Payable	854	643	211	33%	1,374
2250-00 · Accrued Expenses	20,507	15,201	5,306	35%	73,722
2300-00 · Marketing Cooperative Liabili	0	0	0	0%	6,073
2400-60 · Deferred Revenue- Member Dues	38,581	38,219	362	1%	28,890
2500-00 · Deferred Revenue - TMBC	1,290	840	450	54%	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	1,110,586	540,571	570,015	105%	686,620
Total Current Liabilities	1,165,795	593,219	572,576	97%	713,303
Total Liabilities	1,165,795	593,219	572,576	97%	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	182,084	111,801	70,283	63%	6,862
Total Equity	646,795	553,262	93,533	17%	464,711
TOTAL LIABILITIES & EQUITY	1,812,590	1,146,481	666,109	58%	1,178,014

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Oct 20	Budget	\$ Over Budget	Jul - Oct 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	2,500	(2,500)	4,000	2,500	1,500	30,000
6424-00 · Event Operation Expenses	0	1,000	(1,000)	0	1,000	(1,000)	6,000
Total 6420-00 · Events	0	3,500	(3,500)	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	500	(500)	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	188	(188)	0	188	(188)	3,000
6442-00 · Public Relations/Website	577	417	160	2,420	1,667	754	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	1,667	(752)	5,000
Total 6423-00 · Membership Activities	577	1,521	(944)	3,630	4,021	(391)	42,000
6730-00 · Marketing Cooperative/Media	22,811	22,811	0	228,082	228,082	0	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	6,667	(6,667)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	23,000	(22,800)	1,377	48,000	(46,623)	232,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	0	2,000	(2,000)	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	2,000	(2,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	2,000	(2,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	2,000	(2,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	8,000	(8,000)	40,000
Total 6743-00 · BACC Marketing Programs	0	8,000	(8,000)	0	16,000	(16,000)	80,000
7500-00 · Trade Shows/Travel	395	1,250	(855)	395	5,000	(4,605)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	234	125	109	836	500	336	1,500
59900 · POS Inventory Adjustments	478	0	478	478	0	478	0
8100-01 · CGS - Other	4,397	0	4,397	56,727	0	56,727	0
8100-00 · Cost of Goods Sold - Other	6,208	4,023	2,185	24,228	15,869	8,360	38,000
Total 8100-00 · Cost of Goods Sold	11,317	4,148	7,169	82,269	16,369	65,901	39,500
8200-00 · Associate Relations	382	135	247	904	518	386	1,600
8300-00 · Board Functions	299	500	(201)	1,567	3,000	(1,433)	7,000
8500-00 · Credit Card Fees	371	423	(52)	1,474	1,669	(195)	5,850
8600-00 · Additional Opportunitites	1,480	10,000	(8,520)	10,385	40,000	(29,615)	120,000
8700-00 · Automobile Expenses	264	466	(202)	810	1,726	(915)	5,450
8750-00 · Meals/Meetings	6	763	(756)	206	2,800	(2,594)	8,900
8810-00 · Dues & Subscriptions	1,179	1,513	(334)	2,707	5,794	(3,087)	17,900
8910-00 · Travel	0	0	0	0	0	0	12,600
Total Expense	191,616	251,715	(60,098)	882,360	1,061,626	(179,266)	4,299,338
Net Ordinary Income	79,380	511	78,868	182,017	(2,915)	184,932	29,529
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17	0	17	68	0	68	0
Total Other Income	17	0	17	68	0	68	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	17	0	17	68	0	68	(0)
Net Income	79,397	511	78,886	182,084	(2,915)	185,000	29,529

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through October 2020

	Jul - Oct 20	Jul - Oct 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	967,343	1,279,413	-312,070	-24%
4200-00 · Membership Dues Revenue	45,353	44,885	468	1%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	0	1,430	-1,430	-100%
4250-00 · Revenues-Membership Activities - Other	2,005	2,646	-641	-24%
Total 4250-00 · Revenues-Membership Activities	2,005	4,076	-2,071	-51%
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	23,971	-23,971	-100%
Total 4600-00 · Commissions	0	30,534	-30,534	-100%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	1,250	195	1,055	541%
4504-00 · Retail Revenue - Other	470	0	470	100%
46000 · Merchandise Sales - Other	46,432	47,854	-1,423	-3%
Total 46000 · Merchandise Sales	48,152	48,049	102	0%
Total Income	1,064,377	1,406,957	-342,580	-24%
Gross Profit	1,064,377	1,406,957	-342,580	-24%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	10,814	-8,709	-81%
5020-00 · P/R - Tax Expense	22,474	26,090	-3,615	-14%
5030-00 · P/R - Health Insurance Expense	40,142	43,746	-3,603	-8%
5040-00 · P/R - Workmans Comp	3,497	3,551	-53	-2%
5060-00 · 401 (k)	5,116	12,754	-7,637	-60%
5070-00 · Other Benefits and Expenses	1,389	1,114	275	25%
5000-00 · Salaries & Wages - Other	334,219	296,128	38,091	13%
Total 5000-00 · Salaries & Wages	408,944	394,196	14,748	4%
5100-00 · Rent				
5110-00 · Utilities	3,203	3,301	-97	-3%
5140-00 · Repairs & Maintenance	347	716	-369	-52%
5150-00 · Office - Cleaning	2,750	3,225	-475	-15%
5100-00 · Rent - Other	53,563	52,232	1,331	3%
Total 5100-00 · Rent	59,863	59,474	390	1%
5310-00 · Telephone				
5320-00 · Telephone	9,156	7,594	1,562	21%
Total 5310-00 · Telephone	9,156	7,594	1,562	21%
5420-00 · Mail - USPS	157	443	-286	-65%
5510-00 · Insurance/Bonding	4,314	5,206	-893	-17%
5520-00 · Supplies				
5525-00 · Supplies- Computer	1,610	140	1,470	1,051%
5520-00 · Supplies - Other	5,172	6,739	-1,567	-23%
Total 5520-00 · Supplies	6,782	6,879	-97	-1%
5610-00 · Depreciation	97	472	-375	-79%
5700-00 · Equipment Support & Maintenance	13,769	71	13,698	19,296%
5710-00 · Taxes, Licenses & Fees	3,728	3,719	9	0%
5740-00 · Equipment Rental/Leasing	1,774	11,285	-9,511	-84%
5800-00 · Training Seminars	66	738	-672	-91%
5850-00 · Artist of Month - Commissions	918	1,175	-257	-22%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,200	800	400	50%
5920-00 · Professional Fees - Accountant	15,065	18,350	-3,285	-18%
5921-00 · Professional Fees - Other	18,720	40,399	-21,679	-54%
Total 5900-00 · Professional Fees	34,985	59,549	-24,564	-41%
6020-00 · Programs				
6016-00 · Special Event Partnership	0	1,250	-1,250	-100%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through October 2020

	Jul - Oct 20	Jul - Oct 19	\$ Change	% Change
Total 6020-00 · Programs	0	1,250	-1,250	-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%
Total 6420-01 · Sponsorships	0	288,687	-288,687	-100%
6421-00 · New Event Development	4,000	220	3,780	1,718%
6424-00 · Event Operation Expenses	0	1,411	-1,411	-100%
Total 6420-00 · Events	4,000	290,318	-286,318	-99%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	295	570	-275	-48%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	318	-318	-100%
6437-00 · Tuesday Morning Breakfast Club	0	1,741	-1,741	-100%
6442-00 · Public Relations/Website	2,420	2,270	150	7%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	915	1,129	-214	-19%
Total 6423-00 · Membership Activities	3,630	6,028	-2,398	-40%
6730-00 · Marketing Cooperative/Media	228,082	398,004	-169,922	-43%
6742-00 · Non-NLT Co-Op Marketing Program	1,377	4,010	-2,633	-66%
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	836	558	277	50%
52500 · Purchase Discounts	0	-1	1	100%
59900 · POS Inventory Adjustments	478	116	362	311%
8100-01 · CGS - Other	56,727	0	56,727	100%
8100-00 · Cost of Goods Sold - Other	24,228	24,186	43	0%
Total 8100-00 · Cost of Goods Sold	82,269	24,860	57,409	231%
8200-00 · Associate Relations	904	449	455	101%
8300-00 · Board Functions	1,567	4,282	-2,715	-63%
8500-00 · Credit Card Fees	1,474	2,430	-957	-39%
8600-00 · Additional Opportunites	10,385	0	10,385	100%
8700-00 · Automobile Expenses	810	1,266	-456	-36%
8750-00 · Meals/Meetings	206	753	-547	-73%
8810-00 · Dues & Subscriptions	2,707	3,304	-597	-18%
8920-00 · Bad Debt	0	2,043	-2,043	-100%
Total Expense	882,360	1,295,249	-412,889	-32%
Net Ordinary Income	182,017	111,708	70,309	63%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	68	93	-25	-27%
Total Other Income	68	93	-25	-27%
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	68	93	-25	-27%
Net Income	182,084	111,801	70,283	63%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

Accrual Basis

	Oct 20	Budget	\$ Over Budget	Jul - Oct 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	137,090	148,090	(11,000)	626,272	638,522	(12,250)	2,983,682
4253-00 · Revenue- Other	1,525	0	1,525	1,525	0	1,525	0
Total Income	138,615	148,090	(9,475)	627,797	638,522	(10,725)	2,983,682
Gross Profit	138,615	148,090	(9,475)	627,797	638,522	(10,725)	2,983,682
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,273	1,667	(394)	5,386	6,667	(1,280)	20,000
5030-00 · P/R - Health Insurance Expense	3,080	4,000	(920)	13,710	16,000	(2,290)	48,000
5040-00 · P/R - Workmans Comp	172	125	47	891	500	391	1,500
5060-00 · 401 (k)	770	833	(64)	3,256	3,333	(78)	10,000
5070-00 · Other Benefits and Expenses	33	142	(108)	140	567	(426)	1,700
5000-00 · Salaries & Wages - Other	21,022	22,299	(1,277)	88,561	89,197	(636)	267,592
Total 5000-00 · Salaries & Wages	26,350	29,066	(2,716)	111,944	116,264	(4,320)	348,792
5100-00 · Rent							
5110-00 · Utilities	136	150	(14)	609	595	14	1,855
5140-00 · Repairs & Maintenance	0	75	(75)	0	300	(300)	900
5150-00 · Office - Cleaning	233	250	(18)	935	1,000	(65)	3,000
5100-00 · Rent - Other	2,124	2,229	(105)	9,102	8,917	185	27,777
Total 5100-00 · Rent	2,493	2,704	(211)	10,645	10,812	(167)	33,532
5310-00 · Telephone							
5320-00 · Telephone	517	549	(32)	2,231	2,196	35	6,588
Total 5310-00 · Telephone	517	549	(32)	2,231	2,196	35	6,588
5420-00 · Mail - USPS	0	(103)	103	29	0	29	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	1,303	0	1,303	1,403	0	1,403	0
5520-00 · Supplies - Other	104	1,716	(1,612)	298	6,865	(6,567)	20,594
Total 5520-00 · Supplies	1,407	1,716	(309)	1,701	6,865	(5,164)	20,594
5700-00 · Equipment Support & Maintenance	0	13	(13)	(3)	50	(53)	150
5710-00 · Taxes, Licenses & Fees	0	13	(13)	79	50	29	150
5740-00 · Equipment Rental/Leasing	123	167	(44)	448	667	(218)	2,000
5800-00 · Training Seminars	0	750	(750)	0	3,000	(3,000)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	500	(500)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	4,500	(4,500)	13,500
Total 5900-00 · Professional Fees	0	1,250	(1,250)	0	5,000	(5,000)	15,000
5941-00 · Research & Planning	0	5,000	(5,000)	0	5,000	(5,000)	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	2,500	(2,500)	0	3,750	(3,750)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	0	2,500	(2,500)	0	3,750	(3,750)	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	2,500	(2,500)	4,000	2,500	1,500	30,000
6424-00 · Event Operation Expenses	0	1,000	(1,000)	0	1,000	(1,000)	6,000
Total 6420-00 · Events	0	3,500	(3,500)	4,000	3,500	500	565,000
6730-00 · Marketing Cooperative/Media	19,102	19,102	0	201,674	201,674	0	925,000
6742-00 · Non-NLT Co-Op Marketing Program	0	22,000	(22,000)	577	44,000	(43,423)	220,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	0	2,000	(2,000)	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	2,000	(2,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	2,000	(2,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	2,000	(2,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	8,000	(8,000)	40,000
Total 6743-00 · BACC Marketing Programs	0	8,000	(8,000)	0	16,000	(16,000)	80,000
7500-00 · Trade Shows/Travel	395	0	395	395	0	395	0
8200-00 · Associate Relations	17	23	(6)	145	68	76	250
8600-00 · Additional Opportunites	830	7,917	(7,087)	7,785	31,667	(23,882)	95,000
8700-00 · Automobile Expenses	98	136	(39)	198	409	(211)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	750	(734)	2,750
8810-00 · Dues & Subscriptions	15	259	(244)	151	777	(626)	2,850
8910-00 · Travel	0	0	0	0	0	0	11,100
Total Expense	51,346	104,811	(53,465)	342,016	452,499	(110,483)	2,459,256
Net Ordinary Income	87,269	43,279	43,990	285,781	186,023	99,758	524,426
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17	0	17	68	0	68	0
Total Other Income	17	0	17	68	0	68	0
Other Expense							
8990-00 · Allocated	47,490	43,177	4,313	147,622	186,023	(38,401)	524,426
Total Other Expense	47,490	43,177	4,313	147,622	186,023	(38,401)	524,426
Net Other Income	(47,473)	(43,177)	(4,296)	(147,554)	(186,023)	38,469	(524,426)
Net Income	39,796	103	39,694	138,227	(0)	138,227	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Oct 20	Budget	\$ Over Budget	Jul - Oct 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,229	29,229	0	130,203	130,203	0	384,054
Total Income	29,229	29,229	0	130,203	130,203	0	384,054
Gross Profit	29,229	29,229	0	130,203	130,203	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	1,020	1,157	(137)	3,881	4,629	(748)	13,886
5030-00 · P/R - Health Insurance Expense	1,098	2,042	(944)	4,200	8,167	(3,967)	24,500
5040-00 · P/R - Workmans Comp	96	167	(70)	390	667	(277)	2,000
5060-00 · 401 (k)	562	500	62	2,113	2,000	113	6,000
5070-00 · Other Benefits and Expenses	47	38	10	151	150	1	450
5000-00 · Salaries & Wages - Other	15,123	14,030	1,093	54,981	56,122	(1,141)	168,365
Total 5000-00 · Salaries & Wages	17,947	17,933	14	67,821	71,734	(3,912)	215,201
5100-00 · Rent							
5110-00 · Utilities	90	75	15	378	300	78	900
5140-00 · Repairs & Maintenance	0	22	(22)	0	87	(87)	260
5150-00 · Office - Cleaning	172	142	31	611	567	44	1,700
5100-00 · Rent - Other	1,422	1,167	255	5,170	4,667	503	14,000
Total 5100-00 · Rent	1,684	1,405	279	6,159	5,620	539	16,860
5310-00 · Telephone							
5320-00 · Telephone	403	267	136	1,564	1,067	497	3,200
Total 5310-00 · Telephone	403	267	136	1,564	1,067	497	3,200
5420-00 · Mail - USPS	0	17	(17)	18	67	(49)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	45	(45)	0	180	(180)	540
5520-00 · Supplies - Other	77	113	(36)	207	450	(243)	1,350
Total 5520-00 · Supplies	77	158	(81)	207	630	(423)	1,890
5710-00 · Taxes, Licenses & Fees	45	8	37	75	33	41	100
5740-00 · Equipment Rental/Leasing	54	83	(29)	204	333	(130)	1,000
5800-00 · Training Seminars	0	0	0	0	0	0	2,000
6730-00 · Marketing Cooperative/Media	3,709	3,709	0	26,408	26,408	0	75,000
8750-00 · Meals/Meetings	0	29	(29)	0	117	(117)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	250	(250)	750
Total Expense	23,918	23,672	247	102,456	106,258	(3,803)	316,551
Net Ordinary Income	5,311	5,558	(247)	27,747	23,945	3,803	67,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,110	5,558	553	18,994	23,945	(4,951)	67,503
Total Other Expense	6,110	5,558	553	18,994	23,945	(4,951)	67,503
Net Other Income	(6,110)	(5,558)	(553)	(18,994)	(23,945)	4,951	(67,503)
Net Income	(799)	(0)	(799)	8,753	(0)	8,754	0

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

42 - Visitor Center

Accrual Basis

	Oct 20	Budget	\$ Over Budget	Jul - Oct 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	63,141	36,960	26,181	150,323	150,324	(1)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	118	0	118	1,250	0	1,250	0
4504-00 · Retail Revenue - Other	20	0	20	470	0	470	0
46000 · Merchandise Sales - Other	11,734	9,000	2,734	46,432	35,500	10,932	85,000
Total 46000 · Merchandise Sales	11,872	9,000	2,872	48,152	35,500	12,652	85,000
Total Income	75,012	45,960	29,053	198,475	185,824	12,651	542,711
Gross Profit	75,012	45,960	29,053	198,475	185,824	12,651	542,711
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	573	1,292	(719)	3,641	5,167	(1,526)	15,500
5030-00 · P/R - Health Insurance Expense	1,234	1,583	(350)	4,378	6,333	(1,956)	19,000
5040-00 · P/R - Workmans Comp	299	433	(135)	1,596	1,733	(137)	5,200
5060-00 · 401 (k)	313	417	(104)	1,597	1,667	(70)	5,000
5070-00 · Other Benefits and Expenses	417	82	335	463	327	136	982
5000-00 · Salaries & Wages - Other	8,276	15,568	(7,292)	41,770	62,273	(20,503)	186,818
Total 5000-00 · Salaries & Wages	11,111	19,375	(8,264)	53,444	77,500	(24,056)	232,500
5100-00 · Rent							
5110-00 · Utilities	387	583	(196)	1,446	2,333	(887)	7,000
5140-00 · Repairs & Maintenance	0	458	(458)	0	1,833	(1,833)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	1,433	(1,433)	4,300
5100-00 · Rent - Other	6,398	6,721	(323)	26,057	26,883	(826)	80,650
Total 5100-00 · Rent	6,785	8,121	(1,336)	27,503	32,483	(4,980)	97,450
5310-00 · Telephone							
5320-00 · Telephone	313	238	75	1,217	950	267	2,850
Total 5310-00 · Telephone	313	238	75	1,217	950	267	2,850
5420-00 · Mail - USPS	0	17	(17)	18	67	(49)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	75	(75)	0	300	(300)	900
5520-00 · Supplies - Other	449	2,917	(2,468)	1,456	11,667	(10,211)	35,000
Total 5520-00 · Supplies	449	2,992	(2,543)	1,456	11,967	(10,511)	35,900
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	17	(17)	50
5710-00 · Taxes, Licenses & Fees	(6)	4	(10)	23	17	6	50
5740-00 · Equipment Rental/Leasing	98	129	(31)	353	517	(164)	1,550
5800-00 · Training Seminars	0	250	(250)	0	1,000	(1,000)	3,000
5850-00 · Artist of Month - Commissions	0	250	(250)	918	1,000	(82)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	6,667	(6,667)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	800	4,000	(3,200)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	234	125	109	836	500	336	1,500
59900 · POS Inventory Adjustments	478	0	478	478	0	478	0
8100-01 · CGS - Other	4,397	0	4,397	56,727	0	56,727	0
8100-00 · Cost of Goods Sold - Other	6,208	4,023	2,185	24,228	15,869	8,360	38,000
Total 8100-00 · Cost of Goods Sold	11,317	4,148	7,169	82,269	16,369	65,901	39,500
8200-00 · Associate Relations	0	17	(17)	0	67	(67)	200
8500-00 · Credit Card Fees	351	423	(72)	1,360	1,669	(308)	4,000
8700-00 · Automobile Expenses	24	46	(21)	83	183	(100)	550
8750-00 · Meals/Meetings	0	33	(33)	0	133	(133)	400
8810-00 · Dues & Subscriptions	0	8	(8)	0	33	(33)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	30,641	38,721	(8,080)	169,445	154,637	14,808	454,800
Net Ordinary Income	44,371	7,239	37,133	29,030	31,187	(2,157)	87,911
Other Income/Expense							
Other Expense							
8990-00 · Allocated	8,785	7,239	1,546	27,307	31,187	(3,880)	87,921
Total Other Expense	8,785	7,239	1,546	27,307	31,187	(3,880)	87,921
Net Other Income	(8,785)	(7,239)	(1,546)	(27,307)	(31,187)	3,880	(87,921)
Net Income	35,587	0	35,587	1,722	0	1,722	(10)

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

Accrual Basis

51 - TMPI

	Oct 20	Budget	\$ Over Bu...	Jul - Oct 20	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	16,580	16,580	0	60,544	60,544	0	218,419
Total Income	16,580	16,580	0	60,544	60,544	0	218,419
Gross Profit	16,580	16,580	0	60,544	60,544	0	218,419
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	137	225	(88)	441	900	(459)	2,700
5030-00 · P/R - Health Insurance Expense	154	167	(13)	602	667	(64)	2,000
5040-00 · P/R - Workmans Comp	7	175	(168)	27	700	(673)	2,100
5060-00 · 401 (k)	0	167	(167)	0	667	(667)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	3	68	(64)	203
5000-00 · Salaries & Wages - Other	2,140	3,836	(1,696)	7,143	15,342	(8,199)	46,026
Total 5000-00 · Salaries & Wages	2,437	4,586	(2,148)	8,216	18,343	(10,127)	55,029
5100-00 · Rent							
5110-00 · Utilities	4	0	4	15	0	15	0
5150-00 · Office - Cleaning	9	0	9	31	0	31	0
5100-00 · Rent - Other	71	0	71	142	0	142	0
Total 5100-00 · Rent	84	0	84	188	0	188	0
5310-00 · Telephone							
5320-00 · Telephone	18	0	18	66	0	66	0
Total 5310-00 · Telephone	18	0	18	66	0	66	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	1,804	2,083	(279)	2,049	8,333	(6,284)	25,000
Total 5520-00 · Supplies	1,804	2,083	(279)	2,053	8,333	(6,281)	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)	18,720	20,250	(1,530)	100,000
Total 5900-00 · Professional Fees	6,240	6,750	(510)	18,720	20,250	(1,530)	100,000
8810-00 · Dues & Subscriptions	0	0	0	47	0	47	0
Total Expense	10,583	13,419	(2,836)	29,293	46,926	(17,633)	180,029
Net Ordinary Income	5,997	3,161	2,836	31,251	13,618	17,633	38,390
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,477	3,161	316	10,808	13,618	(2,810)	38,390
Total Other Expense	3,477	3,161	316	10,808	13,618	(2,810)	38,390
Net Other Income	(3,477)	(3,161)	(316)	(10,808)	(13,618)	2,810	(38,390)
Net Income	2,520	0	2,520	20,443	(0)	20,443	0

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

Accrual Basis

60 - Membership

	Oct 20	Budget	\$ Over Budget	Jul - Oct 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,334	10,417	918	45,353	41,667	3,686	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	0	0	0	0	0	6,000
4250-03 · Summer/Winter Rec Luncheon	0	1,500	(1,500)	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	200	(200)	0	200	(200)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	250	(250)	0	250	(250)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	450	(450)	0	450	(450)	6,000
4250-00 · Revenues-Membership Activities - Other	225	0	225	2,005	0	2,005	0
Total 4250-00 · Revenues-Membership Activities	225	1,950	(1,725)	2,005	1,950	55	72,500
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
Total Income	11,559	12,367	(808)	47,358	43,617	3,741	200,000
Gross Profit	11,559	12,367	(808)	47,358	43,617	3,741	200,000
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	267	458	(191)	927	1,833	(906)	5,500
5030-00 · P/R - Health Insurance Expense	312	667	(355)	1,491	2,667	(1,176)	8,000
5040-00 · P/R - Workmans Comp	20	33	(14)	139	133	5	400
5060-00 · 401 (k)	106	142	(36)	420	567	(146)	1,700
5070-00 · Other Benefits and Expenses	13	33	(21)	43	133	(90)	400
5000-00 · Salaries & Wages - Other	4,054	5,333	(1,280)	15,248	21,333	(6,085)	64,000
Total 5000-00 · Salaries & Wages	4,771	6,667	(1,896)	18,269	26,667	(8,398)	80,000
5100-00 · Rent							
5110-00 · Utilities	23	33	(10)	116	133	(18)	400
5140-00 · Repairs & Maintenance	0	8	(8)	0	33	(33)	100
5150-00 · Office - Cleaning	73	58	15	152	233	(81)	700
5100-00 · Rent - Other	809	638	172	2,807	2,550	257	7,650
Total 5100-00 · Rent	905	737	168	3,075	2,950	125	8,850
5310-00 · Telephone							
5320-00 · Telephone	118	121	(3)	328	483	(155)	1,450
Total 5310-00 · Telephone	118	121	(3)	328	483	(155)	1,450
5420-00 · Mail - USPS	0	10	(10)	3	40	(37)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	2	0	2	0
5520-00 · Supplies - Other	33	167	(134)	89	667	(578)	2,000
Total 5520-00 · Supplies	33	167	(134)	90	667	(576)	2,000
5710-00 · Taxes, Licenses & Fees	0	0	0	23	0	23	0
5740-00 · Equipment Rental/Leasing	74	173	(100)	252	693	(441)	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	500	(500)	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	188	(188)	0	188	(188)	3,000
6442-00 · Public Relations/Website	577	417	160	2,420	1,667	754	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	1,667	(752)	5,000
Total 6423-00 · Membership Activities	577	1,521	(944)	3,630	4,021	(391)	42,000
8200-00 · Associate Relations	0	13	(13)	13	50	(37)	150
8500-00 · Credit Card Fees	20	0	20	113	0	113	1,850
8700-00 · Automobile Expenses	42	33	9	71	133	(63)	400
8750-00 · Meals/Meetings	0	33	(33)	7	133	(127)	400
8810-00 · Dues & Subscriptions	10	17	(6)	104	67	37	200
Total Expense	6,550	9,492	(2,942)	25,978	35,904	(9,927)	140,500
Net Ordinary Income	5,009	2,875	2,134	21,380	7,713	13,667	59,500
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,716	2,467	249	8,442	10,628	(2,186)	29,961
Total Other Expense	2,716	2,467	249	8,442	10,628	(2,186)	29,961
Net Other Income	(2,716)	(2,467)	(249)	(8,442)	(10,628)	2,186	(29,961)

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

Accrual Basis

60 - Membership

	<u>Oct 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Oct 20</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Net Income	<u>2,294</u>	<u>408</u>	<u>1,885</u>	<u>12,938</u>	<u>(2,915)</u>	<u>15,853</u>	<u>29,539</u>

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

70 - Administration

Accrual Basis

	Oct 20	Budget	\$ Over Budget	Jul - Oct 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,041	2,250	(209)	8,197	9,000	(803)	27,000
5030-00 · P/R - Health Insurance Expense	4,863	3,292	1,571	15,761	13,167	2,595	39,500
5040-00 · P/R - Workmans Comp	80	194	(114)	455	777	(322)	2,332
5060-00 · 401 (k)	684	1,250	(566)	(2,269)	5,000	(7,269)	15,000
5070-00 · Other Benefits and Expenses	60	117	(57)	588	467	121	1,400
5000-00 · Salaries & Wages - Other	31,610	33,527	(1,917)	126,517	134,107	(7,590)	402,320
Total 5000-00 · Salaries & Wages	39,338	40,629	(1,291)	149,248	162,517	(13,269)	487,552
5100-00 · Rent							
5110-00 · Utilities	150	125	25	639	500	139	1,500
5140-00 · Repairs & Maintenance	87	325	(238)	347	1,300	(953)	3,900
5150-00 · Office - Cleaning	288	250	38	1,022	1,000	22	3,000
5100-00 · Rent - Other	2,729	1,893	836	10,285	7,573	2,711	22,720
Total 5100-00 · Rent	3,255	2,593	661	12,293	10,373	1,919	31,120
5310-00 · Telephone							
5320-00 · Telephone	942	750	192	3,750	3,000	750	9,000
Total 5310-00 · Telephone	942	750	192	3,750	3,000	750	9,000
5420-00 · Mail - USPS	57	83	(27)	87	333	(246)	1,000
5510-00 · Insurance/Bonding	1,149	1,692	(543)	4,314	6,767	(2,453)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	167	(167)	202	667	(464)	2,000
5520-00 · Supplies - Other	425	603	(177)	1,074	2,410	(1,336)	7,230
Total 5520-00 · Supplies	425	769	(344)	1,277	3,077	(1,800)	9,230
5610-00 · Depreciation	97	0	97	97	0	97	0
5700-00 · Equipment Support & Maintenance	6,628	2,250	4,378	13,772	9,000	4,772	27,000
5710-00 · Taxes, Licenses & Fees	1,175	1,000	175	3,527	4,000	(473)	12,000
5740-00 · Equipment Rental/Leasing	143	417	(274)	516	1,667	(1,151)	5,000
5800-00 · Training Seminars	0	667	(667)	66	2,667	(2,601)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	625	(505)	1,200	2,500	(1,300)	7,500
5920-00 · Professional Fees - Accountant	12,675	1,500	11,175	15,065	24,000	(8,935)	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	6,500	(6,500)	19,500
Total 5900-00 · Professional Fees	12,795	3,750	9,045	16,265	33,000	(16,735)	53,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	5,000	(5,000)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	5,000	(5,000)	15,000
8200-00 · Associate Relations	365	83	282	746	333	413	1,000
8300-00 · Board Functions	299	500	(201)	1,567	3,000	(1,433)	7,000
8600-00 · Additional Opportunitess	650	2,083	(1,433)	2,600	8,333	(5,733)	25,000
8700-00 · Automobile Expenses	99	250	(151)	459	1,000	(541)	3,000
8750-00 · Meals/Meetings	6	417	(410)	184	1,667	(1,483)	5,000
8810-00 · Dues & Subscriptions	1,153	1,167	(13)	2,405	4,667	(2,262)	14,000
Total Expense	68,577	61,600	6,977	213,173	265,401	(52,228)	748,202
Net Ordinary Income	(68,577)	(61,600)	(6,977)	(213,173)	(265,401)	52,228	(748,202)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(68,577)	(61,600)	(6,977)	(213,173)	(265,401)	52,228	(748,202)
Total Other Expense	(68,577)	(61,600)	(6,977)	(213,173)	(265,401)	52,228	(748,202)
Net Other Income	68,577	61,600	6,977	213,173	265,401	(52,228)	748,202
Net Income	0	(0)	0	0	(0)	0	0