

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period Ending  
September 30, 2020

# North Lake Tahoe Resort Association

## Balance Sheet

As of September 30, 2020

Accrual Basis

	Sep 30, 20	Sep 30, 19	\$ Change	% Change	Jun 30, 20
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	158	338	(180)	(53%)	158
1003-00 · Cash - Operations BOTW #6712	1,036,571	556,049	480,522	86%	565,602
1007-00 · Cash - Payroll BOTW #7421	3,917	9,461	(5,544)	(59%)	3,200
1008-00 · Marketing Reserve - Plumas	50,325	50,263	62	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,877	100,701	176	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	76,030	216,476	(140,446)	(65%)	86,322
10950 · Cash in Drawer	145	157	(12)	(8%)	139
<b>Total Checking/Savings</b>	<b>1,297,605</b>	<b>963,027</b>	<b>334,578</b>	<b>35%</b>	<b>836,155</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	2,500	11,937	(9,437)	(79%)	3,500
1290-00 · A/R - TOT	276,280	208,602	67,678	32%	201,387
<b>Total Accounts Receivable</b>	<b>278,780</b>	<b>220,539</b>	<b>58,241</b>	<b>26%</b>	<b>204,887</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	1,323	146	1,177	806%	12,881
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	82,785	15,310	67,475	441%	35,696
1201-03 · Member AR - Other	1,395	2,575	(1,180)	(46%)	1,040
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>84,180</b>	<b>17,885</b>	<b>66,295</b>	<b>371%</b>	<b>36,736</b>
1201-02 · Allowance for Doubtful Accounts	(24,987)	(2,775)	(22,212)	(800%)	(24,987)
<b>12100 · Inventory Asset</b>					
1210-01 · Inventory - Other	0	0	0	0%	4,236
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	30,050	19,030	11,020	58%	81,762
<b>Total 12100 · Inventory Asset</b>	<b>30,068</b>	<b>19,048</b>	<b>11,020</b>	<b>58%</b>	<b>86,016</b>
1299 · Receivable from NLTMC	6,719	8,100	(1,381)	(17%)	0
1490-00 · Security Deposits	1,150	1,250	(100)	(8%)	1,150
<b>Total Other Current Assets</b>	<b>98,453</b>	<b>43,654</b>	<b>54,799</b>	<b>126%</b>	<b>111,796</b>
<b>Total Current Assets</b>	<b>1,674,838</b>	<b>1,227,220</b>	<b>447,618</b>	<b>36%</b>	<b>1,152,838</b>
<b>Fixed Assets</b>					
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	4,270	4,270	0	0%	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,270)	(4,269)	(1)	(0%)	(4,270)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(19,439)	(1,054)	(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)
<b>Total Fixed Assets</b>	<b>0</b>	<b>1,055</b>	<b>(1,055)</b>	<b>(100%)</b>	<b>0</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	16,112	14,994	1,118	7%	16,326
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	6,801	2,695	4,106	152%	8,751

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of September 30, 2020

Accrual Basis

	<u>Sep 30, 20</u>	<u>Sep 30, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 20</u>
Total 1400-00 · Prepaid Expenses	23,013	17,789	5,224	29%	25,177
Total Other Assets	23,013	17,789	5,224	29%	25,177
<b>TOTAL ASSETS</b>	<b><u>1,697,851</u></b>	<b><u>1,246,064</u></b>	<b><u>451,787</u></b>	<b><u>36%</u></b>	<b><u>1,178,015</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	22,034	181,750	(159,716)	(88%)	26,683
<b>Total Accounts Payable</b>	<b>22,034</b>	<b>181,750</b>	<b>(159,716)</b>	<b>(88%)</b>	<b>26,683</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	18,421	11,747	6,674	57%	39,445
2101-00 · Incentive Payable	37,560	33,672	3,888	12%	88,359
2102-00 · Commissions Payable	3,500	13,972	(10,472)	(75%)	3,506
2120-00 · Empl. Federal Tax Payable	8,065	5,184	2,881	56%	1,551
2175-00 · 401 (k) Plan	3,392	2,491	901	36%	2,626
2180-00 · Estimated PTO Liability	54,845	52,993	1,852	3%	54,845
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>125,783</b>	<b>120,059</b>	<b>5,724</b>	<b>5%</b>	<b>190,332</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	0	556	(556)	(100%)	0
25500 · *Sales Tax Payable	2,542	2,839	(297)	(10%)	1,374
2190-00 · Sales and Use Tax Payable - Other	88	0	88	100%	0
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>2,630</b>	<b>3,395</b>	<b>(765)</b>	<b>(23%)</b>	<b>1,374</b>
2250-00 · Accrued Expenses	20,507	34,351	(13,844)	(40%)	73,722
2400-60 · Deferred Revenue- Member Dues	47,960	47,048	912	2%	6,073
2500-00 · Deferred Revenue - TMBC	1,290	1,005	285	28%	28,890
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%	1,290
2800-00 · Suspense	0	(961)	961	100%	0
2900-00 · Due To/From County of Placer	384,939	19,871	365,068	1,837%	384,939
<b>Total Other Current Liabilities</b>	<b>1,108,414</b>	<b>575,073</b>	<b>533,341</b>	<b>93%</b>	<b>686,620</b>
<b>Total Current Liabilities</b>	<b>1,130,448</b>	<b>756,823</b>	<b>373,625</b>	<b>49%</b>	<b>713,303</b>
<b>Total Liabilities</b>	<b>1,130,448</b>	<b>756,823</b>	<b>373,625</b>	<b>49%</b>	<b>713,303</b>
<b>Equity</b>					
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	102,688	47,777	54,911	115%	6,862
<b>Total Equity</b>	<b>567,399</b>	<b>489,238</b>	<b>78,161</b>	<b>16%</b>	<b>464,711</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>1,697,851</u></b>	<b><u>1,246,064</u></b>	<b><u>451,787</u></b>	<b><u>36%</u></b>	<b><u>1,178,015</u></b>

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

Accrual Basis

All Departments

	Sep 20	Budget	\$ Over Budget	Jul - Sep 20	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	276,280	288,398	(12,118)	721,302	748,734	(27,432)	4,043,822
4200-00 · Membership Dues Revenue	11,355	10,417	938	34,018	31,250	2,768	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
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>58,000</b>
4250-02 · Chamber Events	0	0	0	0	0	0	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	0	0	2,000
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	4,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6,000</b>
4250-00 · Revenues-Membership Activities - Other	420	0	420	1,780	0	1,780	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>420</b>	<b>0</b>	<b>420</b>	<b>1,780</b>	<b>0</b>	<b>1,780</b>	<b>72,500</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	70	0	70	1,132	0	1,132	0
4504-00 · Retail Revenue - Other	90	0	90	450	0	450	0
46000 · Merchandise Sales - Other	9,953	11,000	(1,047)	34,698	26,500	8,198	85,000
<b>Total 46000 · Merchandise Sales</b>	<b>10,113</b>	<b>11,000</b>	<b>(887)</b>	<b>36,280</b>	<b>26,500</b>	<b>9,780</b>	<b>85,000</b>
<b>Total Income</b>	<b>298,168</b>	<b>309,815</b>	<b>(11,647)</b>	<b>793,381</b>	<b>806,484</b>	<b>(13,104)</b>	<b>4,328,822</b>
<b>Gross Profit</b>	<b>298,168</b>	<b>309,815</b>	<b>(11,647)</b>	<b>793,381</b>	<b>806,484</b>	<b>(13,104)</b>	<b>4,328,822</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,969	0	1,969	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	5,931	7,049	(1,118)	17,164	21,147	(3,982)	84,586
5030-00 · P/R - Health Insurance Expense	10,868	11,750	(882)	29,403	35,250	(5,847)	141,000
5040-00 · P/R - Workmans Comp	733	1,128	(395)	2,823	3,383	(560)	13,532
5060-00 · 401 (k)	(143)	3,308	(3,452)	2,681	9,925	(7,244)	39,700
5070-00 · Other Benefits and Expenses	500	428	72	818	1,284	(466)	5,135
5000-00 · Salaries & Wages - Other	86,593	94,593	(8,000)	251,995	283,780	(31,786)	1,135,121
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>106,450</b>	<b>118,256</b>	<b>(11,806)</b>	<b>306,990</b>	<b>354,769</b>	<b>(47,779)</b>	<b>1,419,074</b>
5100-00 · Rent							
5110-00 · Utilities	789	957	(167)	2,413	2,895	(482)	11,655
5140-00 · Repairs & Maintenance	174	888	(715)	260	2,665	(2,405)	10,660
5150-00 · Office - Cleaning	650	1,058	(408)	1,975	3,175	(1,200)	12,700
5100-00 · Rent - Other	13,144	12,648	496	40,009	37,943	2,066	152,798
<b>Total 5100-00 · Rent</b>	<b>14,757</b>	<b>15,551</b>	<b>(794)</b>	<b>44,657</b>	<b>46,678</b>	<b>(2,021)</b>	<b>187,813</b>
5310-00 · Telephone							
5320-00 · Telephone	2,613	1,924	689	6,846	5,772	1,074	23,088
<b>Total 5310-00 · Telephone</b>	<b>2,613</b>	<b>1,924</b>	<b>689</b>	<b>6,846</b>	<b>5,772</b>	<b>1,074</b>	<b>23,088</b>
5420-00 · Mail - USPS	100	161	(61)	100	483	(383)	2,080
5510-00 · Insurance/Bonding	2,627	1,692	935	3,165	5,075	(1,910)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	176	287	(111)	307	860	(553)	3,440
5520-00 · Supplies - Other	925	7,598	(6,673)	2,281	22,794	(20,512)	91,174
<b>Total 5520-00 · Supplies</b>	<b>1,100</b>	<b>7,885</b>	<b>(6,784)</b>	<b>2,588</b>	<b>23,654</b>	<b>(21,065)</b>	<b>94,614</b>
5700-00 · Equipment Support & Maintenance	2,397	2,267	130	7,141	6,800	341	27,200
5710-00 · Taxes, Licenses & Fees	873	1,025	(152)	2,514	3,075	(561)	12,300
5740-00 · Equipment Rental/Leasing	484	969	(485)	1,282	2,908	(1,625)	11,630
5800-00 · Training Seminars	0	1,667	(1,667)	66	5,000	(4,934)	22,000
5850-00 · Artist of Month - Commissions	558	250	308	918	750	168	3,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	160	750	(590)	1,080	2,250	(1,170)	9,000
5920-00 · Professional Fees - Accountant	1,990	22,500	(20,510)	2,390	22,500	(20,110)	26,000
5921-00 · Professional Fees - Other	6,240	9,500	(3,260)	12,480	21,750	(9,270)	134,000
<b>Total 5900-00 · Professional Fees</b>	<b>8,390</b>	<b>32,750</b>	<b>(24,360)</b>	<b>15,950</b>	<b>46,500</b>	<b>(30,550)</b>	<b>169,000</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	3,750	(3,750)	55,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	1,250	(1,250)	0	1,250	(1,250)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	<b>0</b>	<b>1,250</b>	<b>(1,250)</b>	<b>0</b>	<b>1,250</b>	<b>(1,250)</b>	<b>80,000</b>
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

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

Accrual Basis

All Departments

	Sep 20	Budget	\$ Over Budget	Jul - Sep 20	YTD Budget	\$ Over Budget	Annual Bud...
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
6421-18 · Sponsorships - Other	0	0	0	0	0	0	240,800
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>529,000</b>
6421-00 · New Event Development	4,000	0	4,000	4,000	0	4,000	30,000
6424-00 · Event Operation Expenses	0	0	0	0	0	0	6,000
<b>Total 6420-00 · Events</b>	<b>4,000</b>	<b>0</b>	<b>4,000</b>	<b>4,000</b>	<b>0</b>	<b>4,000</b>	<b>565,000</b>
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	0	0	0	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	1,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	3,000
6442-00 · Public Relations/Website	692	417	275	1,843	1,250	593	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	1,250	(335)	5,000
<b>Total 6423-00 · Membership Activities</b>	<b>692</b>	<b>833</b>	<b>(142)</b>	<b>3,053</b>	<b>2,500</b>	<b>553</b>	<b>42,000</b>
6730-00 · Marketing Cooperative/Media	69,523	69,523	0	205,271	205,271	0	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	5,000	(5,000)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	380	23,000	(22,620)	1,177	25,000	(23,823)	232,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	1,000	(1,000)	0	1,000	(1,000)	10,000
6743-03 · Touch Lake Tahoe	0	1,000	(1,000)	0	1,000	(1,000)	10,000
6743-04 · High Notes	0	1,000	(1,000)	0	1,000	(1,000)	10,000
6743-05 · Peak Your Adventure	0	1,000	(1,000)	0	1,000	(1,000)	10,000
6743-06 · Regional Reopening	0	4,000	(4,000)	0	4,000	(4,000)	40,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>0</b>	<b>8,000</b>	<b>(8,000)</b>	<b>0</b>	<b>8,000</b>	<b>(8,000)</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	3,750	(3,750)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	131	125	6	601	375	226	1,500
8100-01 · CGS - Other	4,188	0	4,188	52,330	0	52,330	0
8100-00 · Cost of Goods Sold - Other	5,385	4,917	468	18,021	11,846	6,175	38,000
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>9,704</b>	<b>5,042</b>	<b>4,662</b>	<b>70,952</b>	<b>12,221</b>	<b>58,732</b>	<b>39,500</b>
8200-00 · Associate Relations	109	135	(26)	522	383	139	1,600
8300-00 · Board Functions	410	2,000	(1,590)	1,268	2,500	(1,232)	7,000
8500-00 · Credit Card Fees	350	517	(167)	1,103	1,246	(143)	5,850
8600-00 · Additional Opportunit	1,575	10,000	(8,425)	8,905	30,000	(21,095)	120,000
8700-00 · Automobile Expenses	65	466	(401)	547	1,260	(713)	5,450
8750-00 · Meals/Meetings	55	763	(707)	200	2,038	(1,838)	8,900
8810-00 · Dues & Subscriptions	638	1,513	(875)	1,528	4,281	(2,753)	17,900
8910-00 · Travel	0	0	0	0	0	0	12,600
<b>Total Expense</b>	<b>227,849</b>	<b>311,604</b>	<b>(83,755)</b>	<b>690,744</b>	<b>809,911</b>	<b>(119,167)</b>	<b>4,299,899</b>
<b>Net Ordinary Income</b>	<b>70,319</b>	<b>(1,790)</b>	<b>72,108</b>	<b>102,637</b>	<b>(3,427)</b>	<b>106,063</b>	<b>28,924</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	17	0	17	51	0	51	0
<b>Total Other Income</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>51</b>	<b>0</b>	<b>51</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	0	0	0	0	(0)	0	0
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>
<b>Net Other Income</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>51</b>	<b>0</b>	<b>51</b>	<b>(0)</b>
<b>Net Income</b>	<b>70,335</b>	<b>(1,790)</b>	<b>72,125</b>	<b>102,688</b>	<b>(3,427)</b>	<b>106,114</b>	<b>28,924</b>

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

Accrual Basis

July through September 2020

	Jul - Sep 20	Jul - Sep 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	721,302	1,013,626	-292,324	-29%
4200-00 · Membership Dues Revenue	34,018	33,267	752	2%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	0	890	-890	-100%
4250-00 · Revenues-Membership Activities - Other	1,780	2,476	-696	-28%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,780</b>	<b>3,366</b>	<b>-1,586</b>	<b>-47%</b>
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	10,880	-10,880	-100%
<b>Total 4600-00 · Commissions</b>	<b>0</b>	<b>17,443</b>	<b>-17,443</b>	<b>-100%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	1,132	20	1,112	5,560%
4504-00 · Retail Revenue - Other	450	0	450	100%
46000 · Merchandise Sales - Other	34,698	39,155	-4,457	-11%
<b>Total 46000 · Merchandise Sales</b>	<b>36,280</b>	<b>39,175</b>	<b>-2,895</b>	<b>-7%</b>
<b>Total Income</b>	<b>793,381</b>	<b>1,106,877</b>	<b>-313,496</b>	<b>-28%</b>
<b>Gross Profit</b>	<b>793,381</b>	<b>1,106,877</b>	<b>-313,496</b>	<b>-28%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	8,932	-6,826	-76%
5020-00 · P/R - Tax Expense	17,164	19,601	-2,437	-12%
5030-00 · P/R - Health Insurance Expense	29,403	32,005	-2,602	-8%
5040-00 · P/R - Workmans Comp	2,823	2,803	21	1%
5060-00 · 401 (k)	2,681	9,446	-6,765	-72%
5070-00 · Other Benefits and Expenses	818	873	-55	-6%
5000-00 · Salaries & Wages - Other	251,995	223,613	28,382	13%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>306,990</b>	<b>297,273</b>	<b>9,717</b>	<b>3%</b>
5100-00 · Rent				
5110-00 · Utilities	2,413	2,506	-93	-4%
5140-00 · Repairs & Maintenance	260	480	-220	-46%
5150-00 · Office - Cleaning	1,975	2,125	-150	-7%
5100-00 · Rent - Other	40,009	39,174	835	2%
<b>Total 5100-00 · Rent</b>	<b>44,657</b>	<b>44,285</b>	<b>372</b>	<b>1%</b>
5310-00 · Telephone				
5320-00 · Telephone	6,846	5,687	1,159	20%
<b>Total 5310-00 · Telephone</b>	<b>6,846</b>	<b>5,687</b>	<b>1,159</b>	<b>20%</b>
5420-00 · Mail - USPS	100	328	-228	-70%
5510-00 · Insurance/Bonding	3,165	1,958	1,207	62%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	307	130	177	136%
5520-00 · Supplies - Other	2,281	5,730	-3,448	-60%
<b>Total 5520-00 · Supplies</b>	<b>2,588</b>	<b>5,860</b>	<b>-3,271</b>	<b>-56%</b>
5610-00 · Depreciation	0	354	-354	-100%
5700-00 · Equipment Support & Maintenance	7,141	71	7,070	9,960%
5710-00 · Taxes, Licenses & Fees	2,514	2,657	-143	-5%
5740-00 · Equipment Rental/Leasing	1,282	7,926	-6,644	-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	1,080	800	280	35%
5920-00 · Professional Fees - Accountant	2,390	11,100	-8,710	-79%
5921-00 · Professional Fees - Other	12,480	30,148	-17,668	-59%
<b>Total 5900-00 · Professional Fees</b>	<b>15,950</b>	<b>42,048</b>	<b>-26,098</b>	<b>-62%</b>
6020-00 · Programs				
6016-00 · Special Event Partnership	0	1,250	-1,250	-100%
<b>Total 6020-00 · Programs</b>	<b>0</b>	<b>1,250</b>	<b>-1,250</b>	<b>-100%</b>

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

Accrual Basis

July through September 2020

	Jul - Sep 20	Jul - Sep 19	\$ Change	% Change
<b>6420-00 · Events</b>				
<b>6420-01 · Sponsorships</b>				
6023-00 · Autumn Food & Wine	0	34,650	-34,650	-100%
6421-06 · Spartan	0	254,019	-254,019	-100%
<b>Total 6420-01 · Sponsorships</b>	0	288,669	-288,669	-100%
6421-00 · New Event Development	4,000	0	4,000	100%
6424-00 · Event Operation Expenses	0	1,411	-1,411	-100%
<b>Total 6420-00 · Events</b>	4,000	290,080	-286,080	-99%
<b>6423-00 · Membership Activities</b>				
6434-00 · Community Awards Dinner	295	285	10	4%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	318	-318	-100%
6437-00 · Tuesday Morning Breakfast Club	0	1,031	-1,031	-100%
6442-00 · Public Relations/Website	1,843	1,896	-52	-3%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	915	994	-79	-8%
<b>Total 6423-00 · Membership Activities</b>	3,053	4,524	-1,471	-33%
<b>6730-00 · Marketing Cooperative/Media</b>	205,271	316,248	-110,977	-35%
<b>6742-00 · Non-NLT Co-Op Marketing Program</b>	1,177	2,824	-1,647	-58%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Shop Local	0	5,450	-5,450	-100%
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	0	-1,000	1,000	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	0	4,450	-4,450	-100%
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	601	341	260	76%
52500 · Purchase Discounts	0	-1	1	100%
59900 · POS Inventory Adjustments	0	71	-71	-100%
8100-01 · CGS - Other	52,330	0	52,330	100%
8100-00 · Cost of Goods Sold - Other	18,021	19,572	-1,551	-8%
<b>Total 8100-00 · Cost of Goods Sold</b>	70,952	19,984	50,969	255%
<b>8200-00 · Associate Relations</b>	522	204	318	156%
<b>8300-00 · Board Functions</b>	1,268	1,595	-327	-21%
<b>8500-00 · Credit Card Fees</b>	1,103	1,841	-738	-40%
<b>8600-00 · Additional Opportunites</b>	8,905	0	8,905	100%
<b>8700-00 · Automobile Expenses</b>	547	1,173	-626	-53%
<b>8750-00 · Meals/Meetings</b>	200	445	-245	-55%
<b>8810-00 · Dues &amp; Subscriptions</b>	1,528	2,720	-1,193	-44%
<b>8920-00 · Bad Debt</b>	0	1,473	-1,473	-100%
<b>Total Expense</b>	690,744	1,059,169	-368,425	-35%
<b>Net Ordinary Income</b>	102,637	47,707	54,929	115%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	51	70	-19	-27%
<b>Total Other Income</b>	51	70	-19	-27%
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	0	0	0	0%
<b>Net Other Income</b>	51	70	-19	-27%
<b>Net Income</b>	<b>102,688</b>	<b>47,777</b>	<b>54,910</b>	<b>115%</b>

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

Accrual Basis

11 - Marketing

	Sep 20	Budget	\$ Over Budget	Jul - Sep 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	196,795	198,045	(1,250)	489,182	490,432	(1,250)	2,983,637
<b>Total Income</b>	196,795	198,045	(1,250)	489,182	490,432	(1,250)	2,983,637
<b>Gross Profit</b>	196,795	198,045	(1,250)	489,182	490,432	(1,250)	2,983,637
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	147	1,667	(1,520)	4,114	5,000	(886)	20,000
5030-00 · P/R - Health Insurance Expense	3,324	4,000	(676)	10,630	12,000	(1,370)	48,000
5040-00 · P/R - Workmans Comp	172	125	47	719	375	344	1,500
5060-00 · 401 (k)	173	833	(660)	2,486	2,500	(14)	10,000
5070-00 · Other Benefits and Expenses	35	142	(107)	107	425	(318)	1,700
5000-00 · Salaries & Wages - Other	22,627	22,299	327	67,539	66,898	641	267,592
<b>Total 5000-00 · Salaries &amp; Wages</b>	26,478	29,066	(2,588)	85,595	87,198	(1,603)	348,792
5100-00 · Rent							
5110-00 · Utilities	150	140	10	473	445	28	1,855
5140-00 · Repairs & Maintenance	0	75	(75)	0	225	(225)	900
5150-00 · Office - Cleaning	231	250	(19)	702	750	(48)	3,000
5100-00 · Rent - Other	1,919	2,229	(310)	6,977	6,688	289	27,777
<b>Total 5100-00 · Rent</b>	2,301	2,694	(393)	8,152	8,108	44	33,532
5310-00 · Telephone							
5320-00 · Telephone	574	549	25	1,714	1,647	67	6,588
<b>Total 5310-00 · Telephone</b>	574	549	25	1,714	1,647	67	6,588
5420-00 · Mail - USPS	29	34	(5)	29	103	(74)	560
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	100	0	100	0
5520-00 · Supplies - Other	84	1,716	(1,632)	194	5,149	(4,955)	20,594
<b>Total 5520-00 · Supplies</b>	84	1,716	(1,632)	294	5,149	(4,855)	20,594
5700-00 · Equipment Support & Maintenance	0	13	(13)	(3)	38	(40)	150
5710-00 · Taxes, Licenses & Fees	32	13	19	79	38	42	150
5740-00 · Equipment Rental/Leasing	126	167	(41)	325	500	(175)	2,000
5800-00 · Training Seminars	0	750	(750)	0	2,250	(2,250)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	375	(375)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	3,375	(3,375)	13,500
<b>Total 5900-00 · Professional Fees</b>	0	1,250	(1,250)	0	3,750	(3,750)	15,000
5941-00 · Research & Planning	0	0	0	0	0	0	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	1,250	(1,250)	0	1,250	(1,250)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	0	1,250	(1,250)	0	1,250	(1,250)	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
6421-18 · Sponsorships - Other	0	0	0	0	0	0	240,800
<b>Total 6420-01 · Sponsorships</b>	0	0	0	0	0	0	529,000
6421-00 · New Event Development	4,000	0	4,000	4,000	0	4,000	30,000
6424-00 · Event Operation Expenses	0	0	0	0	0	0	6,000
<b>Total 6420-00 · Events</b>	4,000	0	4,000	4,000	0	4,000	565,000
6730-00 · Marketing Cooperative/Media	63,046	63,046	0	182,572	182,572	0	925,000
6742-00 · Non-NLT Co-Op Marketing Program	180	22,000	(21,820)	577	22,000	(21,423)	220,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	1,000	(1,000)	0	1,000	(1,000)	10,000
6743-03 · Touch Lake Tahoe	0	1,000	(1,000)	0	1,000	(1,000)	10,000
6743-04 · High Notes	0	1,000	(1,000)	0	1,000	(1,000)	10,000
6743-05 · Peak Your Adventure	0	1,000	(1,000)	0	1,000	(1,000)	10,000
6743-06 · Regional Reopening	0	4,000	(4,000)	0	4,000	(4,000)	40,000
<b>Total 6743-00 · BACC Marketing Programs</b>	0	8,000	(8,000)	0	8,000	(8,000)	80,000
8200-00 · Associate Relations	96	23	73	128	45	82	250
8600-00 · Additional Opportunites	925	7,917	(6,992)	6,955	23,750	(16,795)	95,000
8700-00 · Automobile Expenses	11	136	(126)	101	273	(172)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	500	(484)	2,750
8810-00 · Dues & Subscriptions	42	259	(217)	136	518	(382)	2,850
8910-00 · Travel	0	0	0	0	0	0	11,100



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

Accrual Basis

11 - Marketing

	Sep 20	Budget	\$ Over Budget	Jul - Sep 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Total Expense</b>	97,923	139,132	(41,210)	290,670	347,688	(57,018)	2,459,816
<b>Net Ordinary Income</b>	98,872	58,913	39,960	198,512	142,744	55,768	523,821
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	17	0	17	51	0	51	0
<b>Total Other Income</b>	17	0	17	51	0	51	0
<b>Other Expense</b>							
8990-00 · Allocated	35,037	58,947	(23,910)	100,132	142,847	(42,715)	524,426
<b>Total Other Expense</b>	35,037	58,947	(23,910)	100,132	142,847	(42,715)	524,426
<b>Net Other Income</b>	(35,020)	(58,947)	23,927	(100,081)	(142,847)	42,766	(524,426)
<b>Net Income</b>	<b>63,852</b>	<b>(34)</b>	<b>63,886</b>	<b>98,431</b>	<b>(103)</b>	<b>98,534</b>	<b>(605)</b>

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

Accrual Basis

30 - Conference

	Sep 20	Budget	\$ Over Budget	Jul - Sep 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	34,027	34,027	0	100,974	100,974	0	384,054
<b>Total Income</b>	34,027	34,027	0	100,974	100,974	0	384,054
<b>Gross Profit</b>	34,027	34,027	0	100,974	100,974	0	384,054
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,969	0	1,969	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	1,269	1,157	112	2,861	3,472	(610)	13,886
5030-00 · P/R - Health Insurance Expense	1,174	2,042	(868)	3,102	6,125	(3,023)	24,500
5040-00 · P/R - Workmans Comp	95	167	(72)	294	500	(206)	2,000
5060-00 · 401 (k)	685	500	185	1,551	1,500	51	6,000
5070-00 · Other Benefits and Expenses	47	38	10	103	113	(9)	450
5000-00 · Salaries & Wages - Other	16,222	14,030	2,192	39,857	42,091	(2,234)	168,365
<b>Total 5000-00 · Salaries &amp; Wages</b>	21,461	17,933	3,528	49,874	53,800	(3,926)	215,201
5100-00 · Rent							
5110-00 · Utilities	98	75	23	288	225	63	900
5140-00 · Repairs & Maintenance	0	22	(22)	0	65	(65)	260
5150-00 · Office - Cleaning	144	142	3	439	425	14	1,700
5100-00 · Rent - Other	1,422	1,167	255	3,748	3,500	248	14,000
<b>Total 5100-00 · Rent</b>	1,665	1,405	260	4,476	4,215	261	16,860
5310-00 · Telephone							
5320-00 · Telephone	404	267	137	1,161	800	361	3,200
<b>Total 5310-00 · Telephone</b>	404	267	137	1,161	800	361	3,200
5420-00 · Mail - USPS	18	17	2	18	50	(32)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0	45	(45)	0	135	(135)	540
5520-00 · Supplies - Other	58	113	(54)	130	338	(208)	1,350
<b>Total 5520-00 · Supplies</b>	58	158	(99)	130	473	(343)	1,890
5710-00 · Taxes, Licenses & Fees	0	8	(8)	30	25	5	100
5740-00 · Equipment Rental/Leasing	62	83	(22)	150	250	(100)	1,000
5800-00 · Training Seminars	0	0	0	0	0	0	2,000
6730-00 · Marketing Cooperative/Media	6,477	6,477	0	22,699	22,699	0	75,000
8750-00 · Meals/Meetings	0	29	(29)	0	88	(88)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	188	(188)	750
<b>Total Expense</b>	30,145	26,440	3,705	78,537	82,587	(4,049)	316,551
<b>Net Ordinary Income</b>	3,882	7,588	(3,705)	22,436	18,387	4,049	67,503
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,508	7,588	(3,080)	12,883	18,387	(5,504)	67,503
<b>Total Other Expense</b>	4,508	7,588	(3,080)	12,883	18,387	(5,504)	67,503
<b>Net Other Income</b>	(4,508)	(7,588)	3,080	(12,883)	(18,387)	5,504	(67,503)
<b>Net Income</b>	<b>(626)</b>	<b>(0)</b>	<b>(626)</b>	<b>9,553</b>	<b>(0)</b>	<b>9,553</b>	<b>0</b>

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

**42 - Visitor Center**

Accrual Basis

	Sep 20	Budget	\$ Over Budget	Jul - Sep 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	27,724	38,592	(10,868)	87,183	113,365	(26,182)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	70	0	70	1,132	0	1,132	0
4504-00 · Retail Revenue - Other	90	0	90	450	0	450	0
46000 · Merchandise Sales - Other	9,953	11,000	(1,047)	34,698	26,500	8,198	85,000
<b>Total 46000 · Merchandise Sales</b>	<b>10,113</b>	<b>11,000</b>	<b>(887)</b>	<b>36,280</b>	<b>26,500</b>	<b>9,780</b>	<b>85,000</b>
<b>Total Income</b>	<b>37,837</b>	<b>49,592</b>	<b>(11,755)</b>	<b>123,463</b>	<b>139,865</b>	<b>(16,402)</b>	<b>542,711</b>
<b>Gross Profit</b>	<b>37,837</b>	<b>49,592</b>	<b>(11,755)</b>	<b>123,463</b>	<b>139,865</b>	<b>(16,402)</b>	<b>542,711</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	916	1,292	(376)	3,068	3,875	(807)	15,500
5030-00 · P/R - Health Insurance Expense	1,234	1,583	(350)	3,144	4,750	(1,606)	19,000
5040-00 · P/R - Workmans Comp	361	433	(73)	1,297	1,300	(3)	5,200
5060-00 · 401 (k)	410	417	(6)	1,284	1,250	34	5,000
5070-00 · Other Benefits and Expenses	17	82	(65)	46	245	(199)	982
5000-00 · Salaries & Wages - Other	10,722	15,568	(4,846)	33,494	46,705	(13,211)	186,818
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>13,660</b>	<b>19,375</b>	<b>(5,715)</b>	<b>42,334</b>	<b>58,125</b>	<b>(15,791)</b>	<b>232,500</b>
5100-00 · Rent							
5110-00 · Utilities	346	583	(237)	1,059	1,750	(691)	7,000
5140-00 · Repairs & Maintenance	0	458	(458)	0	1,375	(1,375)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	1,075	(1,075)	4,300
5100-00 · Rent - Other	6,398	6,721	(323)	19,659	20,162	(503)	80,650
<b>Total 5100-00 · Rent</b>	<b>6,744</b>	<b>8,121</b>	<b>(1,377)</b>	<b>20,718</b>	<b>24,362</b>	<b>(3,644)</b>	<b>97,450</b>
5310-00 · Telephone							
5320-00 · Telephone	314	238	76	904	713	192	2,850
<b>Total 5310-00 · Telephone</b>	<b>314</b>	<b>238</b>	<b>76</b>	<b>904</b>	<b>713</b>	<b>192</b>	<b>2,850</b>
5420-00 · Mail - USPS	18	17	2	18	50	(32)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	75	(75)	0	225	(225)	900
5520-00 · Supplies - Other	338	2,917	(2,579)	1,007	8,750	(7,743)	35,000
<b>Total 5520-00 · Supplies</b>	<b>338</b>	<b>2,992</b>	<b>(2,654)</b>	<b>1,007</b>	<b>8,975</b>	<b>(7,968)</b>	<b>35,900</b>
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	13	(13)	50
5710-00 · Taxes, Licenses & Fees	0	4	(4)	29	13	17	50
5740-00 · Equipment Rental/Leasing	95	129	(34)	254	388	(133)	1,550
5800-00 · Training Seminars	0	250	(250)	0	750	(750)	3,000
5850-00 · Artist of Month - Commissions	558	250	308	918	750	168	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	5,000	(5,000)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	600	3,000	(2,400)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	131	125	6	601	375	226	1,500
8100-01 · CGS - Other	4,188	0	4,188	52,330	0	52,330	0
8100-00 · Cost of Goods Sold - Other	5,385	4,917	468	18,021	11,846	6,175	38,000
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>9,704</b>	<b>5,042</b>	<b>4,662</b>	<b>70,952</b>	<b>12,221</b>	<b>58,732</b>	<b>39,500</b>
8200-00 · Associate Relations	0	17	(17)	0	50	(50)	200
8500-00 · Credit Card Fees	297	517	(220)	1,010	1,246	(236)	4,000
8700-00 · Automobile Expenses	0	46	(46)	59	137	(79)	550
8750-00 · Meals/Meetings	0	33	(33)	0	100	(100)	400
8810-00 · Dues & Subscriptions	0	8	(8)	0	25	(25)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
<b>Total Expense</b>	<b>31,927</b>	<b>39,709</b>	<b>(7,782)</b>	<b>138,804</b>	<b>115,916</b>	<b>22,888</b>	<b>454,800</b>
<b>Net Ordinary Income</b>	<b>5,909</b>	<b>9,883</b>	<b>(3,973)</b>	<b>(15,341)</b>	<b>23,949</b>	<b>(39,290)</b>	<b>87,911</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	6,481	9,883	(3,401)	18,523	23,949	(5,426)	87,921
<b>Total Other Expense</b>	<b>6,481</b>	<b>9,883</b>	<b>(3,401)</b>	<b>18,523</b>	<b>23,949</b>	<b>(5,426)</b>	<b>87,921</b>
<b>Net Other Income</b>	<b>(6,481)</b>	<b>(9,883)</b>	<b>3,401</b>	<b>(18,523)</b>	<b>(23,949)</b>	<b>5,426</b>	<b>(87,921)</b>
<b>Net Income</b>	<b>(572)</b>	<b>0</b>	<b>(572)</b>	<b>(33,864)</b>	<b>0</b>	<b>(33,864)</b>	<b>(10)</b>

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

Accrual Basis

51 - TMPI

	Sep 20	Budget	\$ Over Bu...	Jul - Sep 20	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	17,734	17,734	0	43,964	43,964	0	218,419
<b>Total Income</b>	17,734	17,734	0	43,964	43,964	0	218,419
<b>Gross Profit</b>	17,734	17,734	0	43,964	43,964	0	218,419
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	101	225	(124)	304	675	(371)	2,700
5030-00 · P/R - Health Insurance Expense	154	167	(13)	449	500	(51)	2,000
5040-00 · P/R - Workmans Comp	7	175	(168)	20	525	(505)	2,100
5060-00 · 401 (k)	0	167	(167)	0	500	(500)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	3	51	(48)	203
5000-00 · Salaries & Wages - Other	1,647	3,836	(2,188)	5,003	11,507	(6,503)	46,026
<b>Total 5000-00 · Salaries &amp; Wages</b>	1,909	4,586	(2,677)	5,779	13,757	(7,978)	55,029
5100-00 · Rent							
5110-00 · Utilities	5	0	5	11	0	11	0
5150-00 · Office - Cleaning	7	0	7	22	0	22	0
5100-00 · Rent - Other	71	0	71	71	0	71	0
<b>Total 5100-00 · Rent</b>	83	0	83	104	0	104	0
5310-00 · Telephone							
5320-00 · Telephone	18	0	18	48	0	48	0
<b>Total 5310-00 · Telephone</b>	18	0	18	48	0	48	0
5420-00 · Mail - USPS	1	0	1	1	0	1	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	3	0	3	0
5520-00 · Supplies - Other	243	2,083	(1,840)	246	6,250	(6,004)	25,000
<b>Total 5520-00 · Supplies</b>	243	2,083	(1,840)	249	6,250	(6,001)	25,000
5710-00 · Taxes, Licenses & Fees	0			1			
5740-00 · Equipment Rental/Leasing	1	0	1	1	0	1	0
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	6,240	6,750	(510)	12,480	13,500	(1,020)	100,000
<b>Total 5900-00 · Professional Fees</b>	6,240	6,750	(510)	12,480	13,500	(1,020)	100,000
8810-00 · Dues & Subscriptions	42	0	42	47	0	47	0
<b>Total Expense</b>	8,537	13,419	(4,882)	18,710	33,507	(14,797)	180,029
<b>Net Ordinary Income</b>	9,197	4,315	4,882	25,254	10,457	14,797	38,390
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	2,565	4,315	(1,750)	7,331	10,457	(3,126)	38,390
<b>Total Other Expense</b>	2,565	4,315	(1,750)	7,331	10,457	(3,126)	38,390
<b>Net Other Income</b>	(2,565)	(4,315)	1,750	(7,331)	(10,457)	3,126	(38,390)
<b>Net Income</b>	<b>6,632</b>	<b>0</b>	<b>6,632</b>	<b>17,923</b>	<b>(0)</b>	<b>17,923</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Sep 20	Budget	\$ Over Budget	Jul - Sep 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,355	10,417	938	34,018	31,250	2,768	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
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>58,000</b>
4250-02 · Chamber Events	0	0	0	0	0	0	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	0	0	2,000
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	4,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6,000</b>
4250-00 · Revenues-Membership Activities - Other	420	0	420	1,780	0	1,780	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>420</b>	<b>0</b>	<b>420</b>	<b>1,780</b>	<b>0</b>	<b>1,780</b>	<b>72,500</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
<b>Total Income</b>	<b>11,775</b>	<b>10,417</b>	<b>1,358</b>	<b>35,798</b>	<b>31,250</b>	<b>4,548</b>	<b>200,000</b>
<b>Gross Profit</b>	<b>11,775</b>	<b>10,417</b>	<b>1,358</b>	<b>35,798</b>	<b>31,250</b>	<b>4,548</b>	<b>200,000</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,597	458	1,138	660	1,375	(715)	5,500
5030-00 · P/R - Health Insurance Expense	495	667	(172)	1,180	2,000	(820)	8,000
5040-00 · P/R - Workmans Comp	20	33	(14)	119	100	19	400
5060-00 · 401 (k)	825	142	683	314	425	(111)	1,700
5070-00 · Other Benefits and Expenses	11	33	(22)	30	100	(70)	400
5000-00 · Salaries & Wages - Other	3,880	5,333	(1,453)	11,195	16,000	(4,805)	64,000
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>6,828</b>	<b>6,667</b>	<b>161</b>	<b>13,498</b>	<b>20,000</b>	<b>(6,502)</b>	<b>80,000</b>
5100-00 · Rent							
5110-00 · Utilities	25	33	(9)	93	100	(7)	400
5140-00 · Repairs & Maintenance	0	8	(8)	0	25	(25)	100
5150-00 · Office - Cleaning	26	58	(32)	79	175	(96)	700
5100-00 · Rent - Other	604	638	(33)	1,998	1,913	85	7,650
<b>Total 5100-00 · Rent</b>	<b>655</b>	<b>737</b>	<b>(83)</b>	<b>2,169</b>	<b>2,212</b>	<b>(43)</b>	<b>8,850</b>
5310-00 · Telephone							
5320-00 · Telephone	63	121	(58)	210	362	(153)	1,450
<b>Total 5310-00 · Telephone</b>	<b>63</b>	<b>121</b>	<b>(58)</b>	<b>210</b>	<b>362</b>	<b>(153)</b>	<b>1,450</b>
5420-00 · Mail - USPS	3	10	(7)	3	30	(27)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	2	0	2	0
5520-00 · Supplies - Other	25	167	(142)	56	500	(444)	2,000
<b>Total 5520-00 · Supplies</b>	<b>25</b>	<b>167</b>	<b>(142)</b>	<b>58</b>	<b>500</b>	<b>(442)</b>	<b>2,000</b>
5710-00 · Taxes, Licenses & Fees	14	0	14	23	0	23	0
5740-00 · Equipment Rental/Leasing	59	173	(115)	178	520	(342)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,000</b>
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	0	0	1,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	3,000
6442-00 · Public Relations/Website	692	417	275	1,843	1,250	593	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	1,250	(335)	5,000
<b>Total 6423-00 · Membership Activities</b>	<b>692</b>	<b>833</b>	<b>(142)</b>	<b>3,053</b>	<b>2,500</b>	<b>553</b>	<b>42,000</b>
8200-00 · Associate Relations	13	13	1	13	38	(24)	150
8500-00 · Credit Card Fees	53	0	53	93	0	93	1,850
8700-00 · Automobile Expenses	0	33	(33)	28	100	(72)	400
8750-00 · Meals/Meetings	0	33	(33)	7	100	(93)	400
8810-00 · Dues & Subscriptions	21	17	4	94	50	43	200
<b>Total Expense</b>	<b>8,425</b>	<b>8,804</b>	<b>(380)</b>	<b>19,428</b>	<b>26,412</b>	<b>(6,985)</b>	<b>140,500</b>
<b>Net Ordinary Income</b>	<b>3,350</b>	<b>1,613</b>	<b>1,738</b>	<b>16,371</b>	<b>4,838</b>	<b>11,533</b>	<b>59,500</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	2,004	3,368	(1,364)	5,726	8,161	(2,435)	29,961
<b>Total Other Expense</b>	<b>2,004</b>	<b>3,368</b>	<b>(1,364)</b>	<b>5,726</b>	<b>8,161</b>	<b>(2,435)</b>	<b>29,961</b>
<b>Net Other Income</b>	<b>(2,004)</b>	<b>(3,368)</b>	<b>1,364</b>	<b>(5,726)</b>	<b>(8,161)</b>	<b>2,435</b>	<b>(29,961)</b>

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

Accrual Basis

60 - Membership

	Sep 20	Budget	\$ Over Budget	Jul - Sep 20	YTD Budget	\$ Over Budget	Annual Budget
Net Income	1,347	(1,755)	3,102	10,645	(3,323)	13,968	29,539

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

**70 - Administration**

Accrual Basis

	Sep 20	Budget	\$ Over Budget	Jul - Sep 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,902	2,250	(348)	6,156	6,750	(594)	27,000
5030-00 · P/R - Health Insurance Expense	4,487	3,292	1,196	10,899	9,875	1,024	39,500
5040-00 · P/R - Workmans Comp	78	194	(116)	374	583	(209)	2,332
5060-00 · 401 (k)	(2,237)	1,250	(3,487)	(2,954)	3,750	(6,704)	15,000
5070-00 · Other Benefits and Expenses	389	117	272	528	350	178	1,400
5000-00 · Salaries & Wages - Other	31,495	33,527	(2,032)	94,907	100,580	(5,673)	402,320
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>36,115</b>	<b>40,629</b>	<b>(4,515)</b>	<b>109,910</b>	<b>121,888</b>	<b>(11,978)</b>	<b>487,552</b>
5100-00 · Rent							
5110-00 · Utilities	165	125	40	489	375	114	1,500
5140-00 · Repairs & Maintenance	174	325	(152)	260	975	(715)	3,900
5150-00 · Office - Cleaning	241	250	(9)	733	750	(17)	3,000
5100-00 · Rent - Other	2,729	1,893	836	7,555	5,680	1,875	22,720
<b>Total 5100-00 · Rent</b>	<b>3,309</b>	<b>2,593</b>	<b>716</b>	<b>9,038</b>	<b>7,780</b>	<b>1,258</b>	<b>31,120</b>
5310-00 · Telephone							
5320-00 · Telephone	1,240	750	490	2,808	2,250	558	9,000
<b>Total 5310-00 · Telephone</b>	<b>1,240</b>	<b>750</b>	<b>490</b>	<b>2,808</b>	<b>2,250</b>	<b>558</b>	<b>9,000</b>
5420-00 · Mail - USPS	30	83	(53)	30	250	(220)	1,000
5510-00 · Insurance/Bonding	2,627	1,692	935	3,165	5,075	(1,910)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	176	167	9	202	500	(298)	2,000
5520-00 · Supplies - Other	177	603	(425)	649	1,808	(1,158)	7,230
<b>Total 5520-00 · Supplies</b>	<b>353</b>	<b>769</b>	<b>(416)</b>	<b>852</b>	<b>2,308</b>	<b>(1,456)</b>	<b>9,230</b>
5700-00 · Equipment Support & Maintenance	2,397	2,250	147	7,144	6,750	394	27,000
5710-00 · Taxes, Licenses & Fees	828	1,000	(172)	2,352	3,000	(648)	12,000
5740-00 · Equipment Rental/Leasing	142	417	(275)	374	1,250	(876)	5,000
5800-00 · Training Seminars	0	667	(667)	66	2,000	(1,934)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	160	625	(465)	1,080	1,875	(795)	7,500
5920-00 · Professional Fees - Accountant	1,990	22,500	(20,510)	2,390	22,500	(20,110)	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	4,875	(4,875)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>2,150</b>	<b>24,750</b>	<b>(22,600)</b>	<b>3,470</b>	<b>29,250</b>	<b>(25,780)</b>	<b>53,000</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	3,750	(3,750)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	3,750	(3,750)	15,000
8200-00 · Associate Relations	0	83	(83)	381	250	131	1,000
8300-00 · Board Functions	410	2,000	(1,590)	1,268	2,500	(1,232)	7,000
8600-00 · Additional Opportunites	650	2,083	(1,433)	1,950	6,250	(4,300)	25,000
8700-00 · Automobile Expenses	54	250	(196)	359	750	(391)	3,000
8750-00 · Meals/Meetings	55	417	(362)	177	1,250	(1,073)	5,000
8810-00 · Dues & Subscriptions	532	1,167	(634)	1,251	3,500	(2,249)	14,000
<b>Total Expense</b>	<b>50,893</b>	<b>84,100</b>	<b>(33,207)</b>	<b>144,595</b>	<b>203,801</b>	<b>(59,205)</b>	<b>748,202</b>
<b>Net Ordinary Income</b>	<b>(50,893)</b>	<b>(84,100)</b>	<b>33,207</b>	<b>(144,595)</b>	<b>(203,801)</b>	<b>59,205</b>	<b>(748,202)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(50,595)	(84,100)	33,505	(144,595)	(203,801)	59,205	(748,202)
<b>Total Other Expense</b>	<b>(50,595)</b>	<b>(84,100)</b>	<b>33,505</b>	<b>(144,595)</b>	<b>(203,801)</b>	<b>59,205</b>	<b>(748,202)</b>
<b>Net Other Income</b>	<b>50,595</b>	<b>84,100</b>	<b>(33,505)</b>	<b>144,595</b>	<b>203,801</b>	<b>(59,205)</b>	<b>748,202</b>
<b>Net Income</b>	<b>(298)</b>	<b>(0)</b>	<b>(298)</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>