

NLTRA -Marketing Proposed Budget 2018-19

Account #	Description	2018.19 Budget Total	Proj 2018	Budget 2018	Actual 2017	2018 Proj (%)	2018 Budget (%)	2017 Actual (%)
<b>PAYROLL EXPENSE</b>								
5000-00	Salaries	270,891						
5000-00	Wages	53,562						
5000-00	Salaries & Wages	324,453	244,639	290,834	266,337	33%	12%	22%
5000-00	In-Market Administration	16,500	16,500	16,500	16,500	0%	0%	0%
5020-00	P/R - Tax Expense	22,712	19,646	27,902	21,753	16%	-19%	4%
5040-00	P/R - Workers Comp	2,268	2,757	1,271	438	-18%	78%	418%
5030-00	P/R - Health Insurance Expense	48,960	32,963	29,840	44,337	49%	64%	10%
5060-00	401 (k)	12,978	8,355	10,490	9,115	55%	24%	42%
5070-00	Other Benefits and Expenses	2,008	1,977	1,977	1,398	2%	2%	44%
<b>TOTAL PAYROLL &amp; RELATED EXPENSES</b>		<b>429,878</b>	<b>326,837</b>	<b>378,814</b>	<b>359,878</b>	<b>32%</b>	<b>13%</b>	<b>19%</b>
<b>OTHER EXPENSES</b>								
5110-00	Utilities	1,620	1,543	1,650	1,573	5%	-2%	3%
5140-00	Repairs & Maintenance	14,033	447	525	1,750	3039%	2573%	702%
5150-00	Office - Cleaning	2,700	2,362	2,310	2,269	14%	17%	19%
5100-00	Rent - Other	23,805	23,140	23,259	22,927	3%	2%	4%
5320-00	Telephone	8,040	7,447	5,459	6,553	8%	47%	23%
5470-00	Mail - UPS	900	0	173	100	n/a	420%	800%
5480-00	Mail - Fed Ex	-	108	243	31	-100%	-100%	-100%
5420-00	Mail - USPS - Other	-	860	0	487	-100%	n/a	-100%
5510-00	Insurance/Bonding	2,028	2,202	2,902	1,309	-8%	-30%	55%
5525-00	Supplies- Computer <\$1000	3,600	374	0	201	863%	n/a	1691%
5520-00	Supplies - Other	5,000	3,154	3,090	1,547	59%	62%	223%
5610-00	Depreciation	240	248	457	303	-3%	-47%	-21%
5700-00	Equipment Support & Maintenance	3,500	3,270	2,060	2,255	7%	70%	55%
5710-00	Taxes, Licenses & Fees	-	24	515	116	-100%	-100%	-100%
5740-00	Equipment Rental/Leasing	3,780	3,399	2,060	1,595	11%	83%	137%
5800-00	Training Seminars	4,500	2,855	5,077	3,181	58%	-11%	41%
8200-00	Associate Relations	1,600	495	618	381	223%	159%	320%
8500-00	Credit Card Fees	-	102	0	65	-100%	n/a	-100%
8600-00	Additional Opportunit	32,000						
8700-00	Automobile Expenses	1,500	1,353	1,353	1,605	11%	11%	-7%
8750-00	Meals/Meetings	3,600	3,200	3,605	2,393	13%	0%	50%
8810-00	Dues & Subscriptions	3,500	3,075	3,449	3,941	14%	1%	-11%
8910-00	Travel/Training	5,500	4,240	4,240	9,714	30%	30%	-43%
5810-00	Public Outreach	-	0	1,650	1,650	n/a	-100%	-100%
5815	Training Video Series	-	0	8,631	10,328	n/a	-100%	-100%
5820	Sales CRM/CMS	-	0	2,000	2,374	n/a	-100%	-100%
5910-00	Professional Fees - Attorneys	1,500	1,220	0		23%	n/a	n/a
5921-00	Professional Fees - Other	5,000	42,469	0	4,031	-88%	n/a	24%
5940-00	Research & Planning Membership	-	0	2,870		n/a	-100%	n/a
5941-00	Research & Planning	5,000	0	4,698	12,300	n/a	6%	-59%
6016-00	Special Event Partnership (Programs)	50,000	50,000	50,000	43,020	0%	0%	16%
6018-00	Business Assoc. Grants (Programs)	30,000	30,000	30,000	30,000	0%	0%	0%
6020-00	Community Marketing (Grant Funding)	-				n/a	n/a	n/a
<b>Events:</b>								
6023-00	Autumn Food & Wine	37,375	40,944	37,000	32,898	-9%	1%	14%
6421-01	4th of July Fireworks	20,300	20,000	20,000	20,000	2%	2%	2%
6421-02	AMGEN Tour of California	-	0	22,000	19,165	n/a	-100%	-100%
6421-03	Barcelona Soccer	-	3,000	3,000	3,000	-100%	-100%	-100%
6421-04	Broken Arrow Skyrace	20,000	15,415	15,000	20,000	30%	33%	0%
6421-05	No Barriers	12,400			8,979			
6421-06	Spartan	254,500	254,000	254,000	198,550	0%	0%	28%
6421-07	Tahoe Lacrosse Tournament	5,000	5,000	5,000	5,000	0%	0%	0%
6421-08	Tough Mudder	35,550	40,550	40,000	0	-12%	-11%	n/a
6421-09	Wanderlust	37,700	41,043	37,000	35,368	-8%	2%	7%
6421-10	WinterWonderGrass - Tahoe	19,400	19,400	19,400	15,400	0%	0%	26%
6421-12	World Cup				39,564			
6421-13	Big Blue Adventure	-	6,000	15,000	21,500	-100%	-100%	-100%
6421-14	Tahoe Trail 100		0	0	0			
6421-15	Lake Tahoe Dance Collective	-	0	5,000	5,000	n/a	-100%	-100%

6421-16 Moutain Travel Symposium	5,000						
6421-17 Escape Tahoe Triathlon	-						
6421-00 · New Event Development	58,000	37,800	17,600	5,880	53%	230%	886%
6422-00 · Event Media	-	21,000	25,000	85,315	-100%	-100%	-100%
6424-00 · Event Operation Expenses	8,000	9,098	9,000	8,915	-12%	-11%	-10%
Total Events	513,225	513,250	524,000	524,534	-3%	-5%	4%
					n/a	n/a	n/a
6490-00 · Classified Ads		50	0	50	-100%	n/a	-100%
6701-00 · Market Study Reports/Research	-	808	469	402	-100%	-100%	-100%
6730-00 · Marketing Cooperative/Media	1,336,604	1,292,654	1,292,654	1,167,371	3%	3%	14%
6742-00 · Non-NLT Co-Op Marketing Program	10,000	24,887	84,000	22,266	-60%	-88%	-55%
6743-00 · BACC Marketing Programs	-				n/a	n/a	n/a
6743-01 Shop Local	20,000	20,000	20,000	9,091	0%	0%	120%
6743-03 Touch Lake Tahoe	20,000	20,000	20,000	15,667	0%	0%	28%
6743-04 High Notes/ Local Music	20,000	20,000	20,000	24,403	0%	0%	-18%
6743-05 Peak Your Adventure	20,000	20,000	20,000	19,716	0%	0%	1%
<b>TOTAL OTHER EXPENSES</b>	<b>2,152,776</b>	<b>2,099,236</b>	<b>2,144,017</b>	<b>1,951,499</b>	<b>3%</b>	<b>0%</b>	<b>10%</b>
<b>TOTAL EXPENSES</b>	<b>2,582,655</b>	<b>2,426,073</b>	<b>2,522,831</b>	<b>2,311,377</b>	<b>6%</b>	<b>2%</b>	<b>12%</b>

**North Lake Tahoe Resort Association  
Profit & Loss Conference  
FY 18.19**

NLTRA - Proposed Conference Budget FY18-19

FY18-19 Proposed Budget Change to:

	<b>Proposed FY 18-19 Budget Total</b>				FY18-19 Proposed Budget Change to:		
		Proj FY17-18	Budget FY17-18	Actual FY16-17	Proj FY17-18	Budget FY17-18	Actual FY16-17
<b>Income</b>							
4205-00 · Conference Dues	9,900	11,001	7,690	7,700	-10%	29%	29%
4600-00 · Commissions							
4601-00 · Commissions - South Shore	20,000	5,859	15,121	8,968	241%	32%	123%
4600-00 · Commissions - Other	30,000	63,436	106,771	100,944	-53%	-72%	-70%
<b>Total 4600-00 · Commissions</b>	<b>50,000</b>	<b>69,295</b>	<b>121,892</b>	<b>109,912</b>	<b>-28%</b>	<b>-59%</b>	<b>-55%</b>
<b>Total Income</b>	<b>59,900</b>	<b>80,296</b>	<b>129,582</b>	<b>117,612</b>	<b>-25%</b>	<b>-54%</b>	<b>-49%</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-00 · Salaries & Wages - Other	158,827	150,766	138,668	144,214	5%	15%	10%
5010-00 · Sales Commissions	7,600	10,120	31,378	39,914	-25%	-76%	-81%
5020-00 · P/R - Tax Expense	13,977	13,393	14,997	15,052	4%	-7%	-7%
5030-00 · P/R - Health Insurance Expense	19,590	17,109	15,811	14,998	15%	24%	31%
5040-00 · P/R - Workmans Comp	2,065	1,969	1,105	310	5%	87%	566%
5060-00 · 401 (k)	6,657	6,248	7,263	7,286	7%	-8%	-9%
5070-00 · Other Benefits and Expenses	1,004	1,117	779	779	-10%	29%	29%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>209,719</b>	<b>200,722</b>	<b>210,001</b>	<b>222,553</b>	<b>4%</b>	<b>0%</b>	<b>-6%</b>
5100-00 · Rent							
5110-00 · Utilities	840	767	827	790	10%	2%	6%
5140-00 · Repairs & Maintenance	517	219	907	907	136%	-43%	-43%
5150-00 · Office - Cleaning	1,223	1,183	1,154	1,135	3%	6%	8%
5100-00 · Rent - Other	11,433	11,077	11,594	10,984	3%	-1%	4%
<b>Total 5100-00 · Rent</b>	<b>14,013</b>	<b>13,246</b>	<b>14,482</b>	<b>13,816</b>	<b>6%</b>	<b>-3%</b>	<b>1%</b>
5310-00 · Telephone							
5320-00 · Telephone	2,472	2,423	4,164	2,876	2%	-41%	-14%
<b>Total 5310-00 · Telephone</b>	<b>2,472</b>	<b>2,423</b>	<b>4,164</b>	<b>2,876</b>	<b>2%</b>	<b>-41%</b>	<b>-14%</b>
5420-00 · Mail - USPS	500	428	809	329	17%	-38%	52%
5510-00 · Insurance/Bonding	1,377	1,311	1,442	1,310	5%	-5%	5%
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	-	115	500	13	-100%	-100%	-100%
5520-00 · Supplies - Other	618	574	1,010	381	8%	-39%	62%
<b>Total 5520-00 · Supplies</b>	<b>618</b>	<b>689</b>	<b>1,510</b>	<b>393</b>	<b>-10%</b>	<b>-59%</b>	<b>57%</b>
5610-00 · Depreciation	94	94	249	156	0%	-62%	-40%
5700-00 · Equipment Support & Maintenance	1,685	1,636	1,600	761	3%	5%	121%
5710-00 Taxes, Licenses & Fees	96	-	206	53		-53%	80%
5740-00 Equipment Rental/ Leasing	1,856	1,802	2,660	1,500	3%	-30%	24%
5800-00 Training Seminars	-	-	3,500	-		-100%	
5830-00 · Commission Due to Third Party	-	765	-	(4,610)	-100%		-100%
6730-00 · Marketing Cooperative/Media	123,219	119,167	119,167	110,000	3%	3%	12%
8200-00 · Associate Relations	300	267	515	148	12%	-42%	103%
8500-00 · Credit Card Fees	-	141	-	110	-100%		-100%
8700-00 Automobile Expense	-	-	912	-		-100%	
8750-00 Meals/Meetings	-	-	850	-		-100%	
8810-00 · Dues & Subscriptions	1,000	-	1,007	815		-1%	23%
<b>Total Expense</b>	<b>356,949</b>	<b>342,691</b>	<b>363,074</b>	<b>350,210</b>	<b>4%</b>	<b>-2%</b>	<b>2%</b>
<b>Net Expense</b>	<b>297,049</b>	<b>262,395</b>	<b>233,492</b>	<b>232,598</b>	<b>13%</b>	<b>27%</b>	<b>28%</b>

North Lake Tahoe Resort Association  
Profit & Loss Conference  
FY 18.19

FY18-19 Proposed Budget Change to:

<b>Proposed FY 18-19 Budget Total</b>	Proj	Budget	Actual	Proj	Budget	Actual
	FY17-18	FY17-18	FY16-17	FY17-18	FY17-18	FY16-17

**North Lake Tahoe Resort Association  
VIC Profit Loss Budget Overview  
FY 18.19**

**NLTRA - Proposed Visitor Information Center FY 2109-19 Budget**

FY18-19 Proposed Budget Change to:

	<b>Proposed FY 18-19 Budget</b>	Proj FY17-18	Budget FY17-18	Actual FY16-17	Proj FY17-18	Budget FY17-18	Actual FY16-17
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
Non-Retail VIC Sales	9,500	9,192	9,000	5,767	3%	6%	65%
Visitor Guide Income	-						
Merchandise Sales	95,000	93,356	93,356	91,309	2%	2%	4%
<b>Total Income</b>	<b>104,500</b>	<b>102,548</b>	<b>102,356</b>	<b>97,076</b>	<b>2%</b>	<b>2%</b>	<b>8%</b>
<b>Cost of Goods Sold</b>	<b>49,875</b>	<b>52,956</b>	<b>46,678</b>	<b>49,383</b>	<b>-6%</b>	<b>7%</b>	<b>1%</b>
<b>Gross Profit</b>	<b>54,625</b>	<b>49,592</b>	<b>55,678</b>	<b>47,693</b>	<b>10%</b>	<b>-2%</b>	<b>15%</b>
<b>Expense</b>							
<b>5000-00 - Salaries &amp; Wages</b>							
5000-00 - Salaries & Wages	173,103	158,057	179,410	167,831	10%	-4%	3%
5020-00 - P/R - Tax Expense	17,550	16,316	19,635	15,837	8%	-11%	11%
5030-00 - P/R - Health Insurance	21,672	22,753	27,755	20,436	-5%	-22%	6%
5040-00 - P/R - Workmans Comp	5,193	2,796	861	347	86%	503%	1398%
5060-00 - 401 (k)	6,924	6,072	7,085	6,162	14%	-2%	12%
5070-00 - Other Benefits and Expenses	1,225	673	617	554	82%	99%	121%
<b>Total 5000-00 - Salaries &amp; Wages</b>	<b>225,668</b>	<b>206,667</b>	<b>235,363</b>	<b>211,167</b>	<b>9%</b>	<b>-4%</b>	<b>7%</b>
<b>5100-00 - Rent</b>							
5110-00 - Utilities	7,650	7,311	7,311	6,243	5%	5%	23%
5140-00 - Repairs & Maintenance	27,500	1,731	1,731	1,478	1489%	1489%	1760%
5150-00 - Office - Cleaning	2,847	822	2,218	1,894	246%	28%	50%
5100-00 - Rent	84,297	81,842	91,356	76,966	3%	-8%	10%
<b>Total 5100-00 - Rent</b>	<b>122,294</b>	<b>91,706</b>	<b>102,616</b>	<b>86,581</b>	<b>33%</b>	<b>19%</b>	<b>41%</b>
5310-00 - Telephone	5,535	4,789	4,789	3,680	16%	16%	50%
5420-00 - Mail - USPS	1,744	1,693	1,250	751	3%	40%	132%
5510-00 - Insurance/Bonding	1,753	1,702	2,060	1,723	3%	-15%	2%
5520-00 - Supplies- Computer <\$1000	1,500	1,845	1,493				
5520-00 - Supplies	7,375	4,000	3,220	4,091	84%	129%	80%
5610-00 Depreciation	1,049	1,049	1,049	1,038	0%	0%	1%
5700-00 - Equipment Support & Maintenance	3,600	3,313	3,313	2,138	9%	9%	68%
5710-00 - Taxes, Licenses & Fees	155	309	309	53	-50%	-50%	190%
5740-00 - Equipment Rental/Leasing	5,150	4,611	6,106	5,089	12%	-16%	1%
5800-00 - Training Seminars	5,000	1,500	3,090	-	233%	62%	
5815-00 Training Video Series	-	5,000	5,000	-	-100%	-100%	
5850-00 Artist of the Month	5,500	5,587	2,500	2,453	-2%	120%	124%
6740-00 Media/Collateral/ Production	-	5,000	5,000	99	-100%	-100%	-100%
6742-00 Non-NLT Co-Op Marketing Programs	-	2,100	-	1,800	-100%		-100%
8200-00 - Employee Relations	700	635	635	355	10%	10%	97%
8500-00 Credit Card Fees	3,658	3,487	3,487	2,735	5%	5%	34%
8700-00 - Automobile Expenses	750	719	1,236	1,060	4%	-39%	-29%
8750-00 - Meals/Meetings	800	897	897	101	-11%	-11%	696%
8810-00 Dues and Subscriptions	2,000	1,133	1,133	648	77%	77%	209%
8910-00 Travel	1,100	-	343	213		221%	415%
<b>Total Expense</b>	<b>395,330</b>	<b>347,742</b>	<b>384,889</b>	<b>325,774</b>	<b>14%</b>	<b>3%</b>	<b>21%</b>
<b>Net Ordinary Income</b>	<b>(340,705)</b>	<b>(298,150)</b>	<b>(329,211)</b>	<b>(278,081)</b>	<b>14%</b>	<b>3%</b>	<b>23%</b>
<b>Other Expense</b>							
8990-00 - Allocated	-	-	-	-	#DIV/0!	#DIV/0!	#DIV/0!
<b>Total Other Expense</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>
<b>Net Income</b>	<b>(340,705)</b>	<b>(298,150)</b>	<b>(329,211)</b>	<b>(278,081)</b>			

**North Lake Tahoe Resort Association  
Profit & Loss Administration  
FY 18.19**

NLTRA - Administrative Proposed Budget FY 2018/19

FY18-19 Proposed Budget Change to:

	<b>Proposed FY 18-19 Budget</b>	Proj FY17-18	Budget FY17-18	Actual FY16-17	Proj FY17-18	Budget FY17-18	Actual FY16-17
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5000-00 · Salaries & Wages - Other	326,250	406,255	405,907	285,766	-20%	-20%	14%
5020-00 · P/R - Tax Expense	25,577	31,878	33,295	22,372	-20%	-23%	14%
5030-00 · P/R - Health Insurance Expense	31,770	14,519	33,618	17,477	119%	-5%	82%
5040-00 · P/R - Workmans Comp	2,251	2,813	1,997	383	-20%	13%	488%
5060-00 · 401 (k)	13,050	10,195	5,700	4,231	28%	129%	208%
5070-00 · Other Benefits and Expenses	2,000	1,809	1,273	744	11%	57%	169%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>400,898</b>	<b>467,469</b>	<b>481,790</b>	<b>330,972</b>	<b>-14%</b>	<b>-17%</b>	<b>21%</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	1,476	1,406	1,406	1,226	5%	5%	20%
5140-00 · Repairs & Maintenance	4,500	3,845	4,271	3,770	17%	5%	19%
5150-00 · Office - Cleaning	2,497	2,424	2,031	1,824	3%	23%	37%
5100-00 · Rent - Other	26,107	25,347	21,012	19,800	3%	24%	32%
<b>Total 5100-00 · Rent</b>	<b>34,580</b>	<b>33,022</b>	<b>28,720</b>	<b>26,620</b>	<b>5%</b>	<b>20%</b>	<b>30%</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	12,000	9,195	12,611	8,739	31%	-5%	37%
5350-00 · Internet	-	25	-	-	-100%		
<b>Total 5310-00 · Telephone</b>	<b>12,000</b>	<b>9,220</b>	<b>12,611</b>	<b>8,739</b>	<b>30%</b>	<b>-5%</b>	<b>37%</b>
5420-00 · Mail - USPS	1,059	1,059	721	1,051	0%	47%	1%
5510-00 · Insurance/Bonding	205	2,457	1,751	1,517	-92%	-88%	-86%
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	2,000	2,000	2,000	1,841	0%	0%	9%
5520-00 · Supplies - Other	7,500	6,682	5,210	5,233	12%	44%	43%
<b>Total 5520-00 · Supplies</b>	<b>9,500</b>	<b>8,682</b>	<b>7,210</b>	<b>7,074</b>	<b>9%</b>	<b>32%</b>	<b>34%</b>
5610-00 · Depreciation	650	627	2,018	689	4%	-68%	-6%
5700-00 · Equipment Support & Maintenance	3,955	3,840	3,840	5,733	3%	3%	-31%
5710-00 · Taxes, Licenses & Fees	12,500	12,292	8,240	8,050	2%	52%	55%
5740-00 · Equipment Rental/Leasing	3,950	3,869	2,575	1,875	2%	53%	111%
5800-00 · Training Seminars	5,000	6,180	6,180	2,199	-19%	-19%	127%
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	7,500	10,680	10,000	3,978	-30%	-25%	89%
5920-00 · Professional Fees - Accountant	25,000	22,000	22,000	37,862	14%	14%	-34%
5921-00 · Professional Fees - Other	19,500	16,250	3,750	38,088	20%	420%	-49%
<b>Total 5900-00 · Professional Fees</b>	<b>52,000</b>	<b>48,930</b>	<b>35,750</b>	<b>79,928</b>	<b>6%</b>	<b>45%</b>	<b>-35%</b>
8200-00 · Associate Relations	4,000	2,266	2,266	3,605	77%	77%	11%
8300-00 · Board Functions	4,500	9,888	9,888	2,613	-54%	-54%	72%
8500-00 · Credit Card Fees	-	240	-	384	-100%		-100%
8700-00 · Automobile Expenses	3,000	1,539	1,030	295	95%	191%	916%
8600-00 · Additional Opportunities	5,600						
8750-00 · Meals/Meetings	1,440	1,391	1,391	520	4%	4%	177%
8910-00 Travel	-	1,500	1,648	-	-100%	-100%	
8810-00 · Dues & Subscriptions	3,300	3,140	3,502	1,990	5%	-6%	66%
<b>Total Expense</b>	<b>558,137</b>	<b>617,611</b>	<b>611,131</b>	<b>483,854</b>	<b>-10%</b>	<b>-9%</b>	<b>15%</b>
<b>Net Expense</b>	(558,137)	(617,611)	(611,131)	(483,854)	-10%	-9%	15%
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	216	206	-	200	5%		8%
<b>Total Other Income</b>	<b>216</b>	<b>206</b>	<b>0</b>	<b>200</b>	<b>5%</b>		<b>8%</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss by Class**  
**FY 18.19**

NLTRA - Membership Proposed Budget FY 2018/19

	Proposed FY 2018-19 Budget	Fcst 2018	Budget 2018	Actual 2017	Change v Fcst 2018	Change v Budget 2018	Change v Actual 2017
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	128,000	131,006	150,000	138,164	-2%	-15%	-7%
4201-00 New Member Fees	-	75	75	975	-100%	-100%	-100%
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	19,000	17,867	12,000	9,235	6%	58%	106%
4250-05 · Sponsorships	13,000	12,680	6,500	3,250	3%	100%	300%
4250-01 · Community Awards - Tickets	18,000	17,830	22,500	15,430	1%	-20%	17%
<b>Total 4250-01 · Community Awards</b>	<b>50,000</b>	<b>48,377</b>	<b>41,000</b>	<b>27,915</b>	<b>3%</b>	<b>22%</b>	<b>79%</b>
4250-02 · Tourism Summit/Chamber Events	2,500	3,089	12,725	1,100	-19%	-80%	127%
4250-03 · Summer/Winter Rec Luncheon	8,000	3,409	7,300	2,362	135%	10%	239%
4251-00 · Tue AM Breakfast Club	6,960	4,484	8,250	6,989	55%	-16%	0%
4251-01 · Tue AM Breakfast Club Spons	3,050	2,000	2,000		53%	53%	
4250-00 · Revenues-Membership Activities - Other	-	1,195	1,925	6,026	-100%	-100%	-100%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>70,510</b>	<b>62,554</b>	<b>73,200</b>	<b>44,392</b>	<b>13%</b>	<b>-4%</b>	<b>59%</b>
4250-00 Sponsorships	-	1,000	-	500	-100%		-100%
<b>Total Income</b>	<b>198,510</b>	<b>194,635</b>	<b>223,275</b>	<b>184,031</b>	<b>2%</b>	<b>-11%</b>	<b>8%</b>
Expense							
5000-00 · Salaries & Wages							
5000-00 · Salaries & Wages - Other	78,636	80,123	97,550	65,893	-2%	-19%	19%
5000-01 · In-Market Administration	(16,500)	(16,500)	(16,500)	(16,500)	0%	0%	0%
5020-00 · P/R - Tax Expense	6,566	6,648	6,853	5,892	-1%	-4%	11%
5030-00 · P/R - Health Insurance Expense	10,656	9,518	12,990	9,745	12%	-18%	9%
5040-00 · P/R - Workmans Comp	87	885	930	128	-90%	-91%	-32%
5060-00 · 401 (k)	3,145	2,558	3,785	1,486	23%	-17%	112%
5070-00 · Other Benefits and Expenses	792	315	844	137	151%	-6%	480%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>83,383</b>	<b>83,547</b>	<b>106,452</b>	<b>66,780</b>	<b>0%</b>	<b>-22%</b>	<b>25%</b>
5100-00 · Rent							
5110-00 · Utilities	605	576	600	545	5%	1%	11%
5140-00 · Repairs & Maintenance	300	160	605	564	88%	-50%	-47%
5150-00 · Office - Cleaning	1,178	902	1,090	794	31%	8%	48%
5100-00 · Rent - Other	9,826	7,409	8,700	8,569	33%	13%	15%
<b>Total 5100-00 · Rent</b>	<b>11,909</b>	<b>9,047</b>	<b>10,995</b>	<b>10,472</b>	<b>32%</b>	<b>8%</b>	<b>14%</b>
5310-00 · Telephone							
5320-00 · Telephone	3,036	2,509	2,686	2,847	21%	13%	7%
5350-00 · Internet	-						
<b>Total 5310-00 · Telephone</b>	<b>3,036</b>	<b>2,509</b>	<b>2,686</b>	<b>2,847</b>	<b>21%</b>	<b>13%</b>	<b>7%</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	-						
5480-00 · Mail - Fed Ex	-			400			
5420-00 · Mail - USPS - Other	1,000	625	100	591	60%	900%	69%
<b>Total 5420-00 · Mail - USPS</b>	<b>1,000</b>	<b>625</b>	<b>100</b>	<b>991</b>	<b>60%</b>	<b>900%</b>	<b>1%</b>
5510-00 · Insurance/Bonding	775	614	745	620	26%	4%	25%
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	500	-	750	621		-33%	-20%
5520-00 · Supplies - Other	1,000	841	1,250	1,140	19%	-20%	-12%
<b>Total 5520-00 · Supplies</b>	<b>1,500</b>	<b>841</b>	<b>2,000</b>	<b>1,761</b>	<b>78%</b>	<b>-25%</b>	<b>-15%</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss by Class**  
**FY 18.19**

	Proposed FY 2018-19 Budget	Fcst 2018	Budget 2018	Actual 2017	Change v Fcst 2018	Change v Budget 2018	Change v Actual 2017
5610-00 · Depreciation	96	63	180	99	52%	-47%	-3%
5700-00 · Equipment Support & Maintenance	672	626	1,325	1,243	7%	-49%	-46%
5710-00 · Taxes, Licenses & Fees	200	1	200	34	19900%	0%	491%
5740-00 · Equipment Rental/Leasing	2,990	2,519	2,990	2,859	19%	0%	5%
5800-00 · Training Seminars	1,950	-	1,250	892		56%	119%
5921-00 · Professional Fees - Other	1,500						
<b>6423-00 · Membership Activities</b>							
6432-00 · Membership - Newsletter	-			2,001			
6434-00 · Community Awards Dinner	27,500	25,566	18,500	21,651	8%	49%	27%
6435-00 · Shop Local Event	-	295			-100%		
6436-00 · Membership - Wnt/Sum Rec Lunch	5,000	3,081	4,185	997	62%	19%	402%
6437-00 · Tuesday Morning Breakfast Club	7,150	5,397	7,150	6,089	32%	0%	17%
6440-00 · Membership - Elections	-						
6441-00 · Membership - Miscellaneous Exp	-	10		53	-100%		-100%
6442-00 · Public Relations/Website (Chamber Mstr, boosting & PR)	5,628	6,937	2,130	81	-19%	164%	6848%
6444-00 · Trades	-	2,130		1,190	-100%		-100%
6423-00 · Membership Activities - Other	-	636	750	7,335	-100%	-100%	-100%
<b>Total 6423-00 · Membership Activities</b>	<b>45,278</b>	<b>44,052</b>	<b>32,715</b>	<b>39,397</b>	<b>3%</b>	<b>38%</b>	<b>15%</b>
8200-00 · Associate Relations	800	93	275		760%	191%	
8500-00 · Credit Card Fees	3,000	2,561	2,580	3,460	17%	16%	-13%
8700-00 · Automobile Expenses	932	780	1,025	907	19%	-9%	3%
8750-00 · Meals/Meetings	1,800	-	440	310			
8810-00 · Dues & Subscriptions	420	319	765	1,946	32%	-45%	-78%
8910-00 · Travel	-			-			
8920-00 · Bad Debt	-	14,921	10,330	23,598	-100%	-100%	-100%
8930-00 · Prior Period Adjustments	-						
<b>Total Expense</b>	<b>161,240</b>	<b>163,118</b>	<b>177,053</b>	<b>158,216</b>	<b>-1%</b>	<b>-9%</b>	<b>2%</b>
<b>Net Ordinary Income</b>	<b>37,270</b>	<b>31,517</b>	<b>46,222</b>	<b>25,815</b>	<b>18%</b>	<b>-19%</b>	<b>44%</b>
<b>Other Expense</b>							
8990-00 · Allocated	-	32,381	31,857	43,536	-100%	-100%	-100%
<b>Total Other Expense</b>	<b>-</b>	<b>32,381</b>	<b>31,857</b>	<b>43,536</b>	<b>-100%</b>	<b>-100%</b>	<b>-100%</b>
<b>Net Other Income</b>	<b>-</b>	<b>(32,381)</b>	<b>(31,857)</b>	<b>(43,536)</b>	<b>-100%</b>	<b>-100%</b>	<b>-100%</b>
	<b>37,270</b>	<b>(864)</b>	<b>14,365</b>	<b>(17,722)</b>	<b>-4414%</b>	<b>159%</b>	<b>-310%</b>