

1:46 AM

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual

09/01/17

Accrual Basis

All Departments

	Jul 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	462,199.00	462,199.00	0.00	100.0%
4200-00 · Membership Dues	11,006.66	10,000.00	1,006.66	110.1%
4201-00 · New Member Fees	0.00	500.00	-500.00	0.0%
4205-00 · Conference Dues	916.67	1,825.00	-908.33	50.2%
4250-00 · Revenues-Membership Activities	-240.00	175.00	-415.00	-137.1%
4600-00 · Commissions	19,683.08	20,000.00	-316.92	98.4%
46000 · Merchandise Sales	17,192.74	14,065.73	3,127.01	122.2%
Total Income	510,758.15	508,764.73	1,993.42	100.4%
Gross Profit	510,758.15	508,764.73	1,993.42	100.4%
Expense				
5000-00 · Salaries & Wages	108,412.47	114,528.74	-6,116.27	94.7%
5100-00 · Rent	14,382.46	13,548.57	833.89	106.2%
5310-00 · Telephone	2,287.31	2,375.82	-88.51	96.3%
5420-00 · Mail - USPS	9.00	1,041.53	-1,032.53	0.9%
5510-00 · Insurance/Bonding	264.42	619.92	-355.50	42.7%
5520-00 · Supplies	607.79	1,159.52	-551.73	52.4%
5610-00 · Depreciation	233.02	221.28	11.74	105.3%
5700-00 · Equipment Support & Maintenance	3,698.33	1,450.25	2,248.08	255.0%
5710-00 · Taxes, Licenses & Fees	618.67	906.93	-288.26	68.2%
5740-00 · Equipment Rental/Leasing	1,127.75	1,265.60	-137.85	89.1%
5800-00 · Training Seminars	0.00	1,700.00	-1,700.00	0.0%
5900-00 · Professional Fees	6,077.50	2,000.00	4,077.50	303.9%
5940-00 · Research & Planning Membership	0.00	812.00	-812.00	0.0%
5941-00 · Research & Planning	750.00	750.00	0.00	100.0%
6020-00 · Programs	10,000.00	0.00	10,000.00	100.0%
6420-00 · Events	280,042.80	280,000.00	42.80	100.0%
6423-00 · Membership Activities	286.68	1,336.80	-1,050.12	21.4%
6701-00 · Market Study Reports/Research	0.00	317.47	-317.47	0.0%
6730-00 · Marketing Cooperative/Media	63,250.00	63,250.00	0.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	1,212.44	10,000.00	-8,787.56	12.1%
6743-00 · BACC Marketing Programs	0.00	2,560.12	-2,560.12	0.0%
8100-00 · Cost of Goods Sold	7,258.83	7,588.27	-329.44	95.7%
8300-00 · Board Functions	52.95	447.05	-394.10	11.8%
8500-00 · Credit Card Fees	550.05	647.95	-97.90	84.9%
8700-00 · Automobile Expenses	325.07	321.30	3.77	101.2%
8750-00 · Meals/Meetings	62.05	54.65	7.40	113.5%
8810-00 · Dues & Subscriptions	458.57	1,812.66	-1,354.09	25.3%
8910-00 · Travel	0.00	860.67	-860.67	0.0%
8920-00 · Bad Debt	1,363.00	500.00	863.00	272.6%
Total Expense	503,331.16	512,077.10	-8,745.94	98.3%
Net Ordinary Income	7,426.99	-3,312.37	10,739.36	-224.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	-3,479.35	3,479.35	0.0%
Total Other Expense	0.00	-3,479.35	3,479.35	0.0%
Net Other Income	0.00	3,479.35	-3,479.35	0.0%
Net Income	7,426.99	166.98	7,260.01	4,447.8%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
Marketing

	Jul 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	400,163.13	400,163.13	0.00	100.0%
Total Income	400,163.13	400,163.13	0.00	100.0%
Gross Profit	400,163.13	400,163.13	0.00	100.0%
Expense				
5000-00 · Salaries & Wages	23,473.75	29,222.92	-5,749.17	80.3%
5100-00 · Rent	2,281.75	2,790.74	-508.99	81.8%
5310-00 · Telephone	478.19	444.16	34.03	107.7%
5420-00 · Mail - USPS	0.00	100.00	-100.00	0.0%
5510-00 · Insurance/Bonding	50.24	117.79	-67.55	42.7%
5520-00 · Supplies	99.34	166.29	-66.95	59.7%
5610-00 · Depreciation	20.99	43.35	-22.36	48.4%
5700-00 · Equipment Support & Maintenance	1,180.00	400.25	779.75	294.8%
5740-00 · Equipment Rental/Leasing	110.82	149.79	-38.97	74.0%
5900-00 · Professional Fees	5,937.50	0.00	5,937.50	100.0%
6020-00 · Programs	10,000.00	0.00	10,000.00	100.0%
6420-00 · Events	280,042.80	280,000.00	42.80	100.0%
6701-00 · Market Study Reports/Research	0.00	317.47	-317.47	0.0%
6730-00 · Marketing Cooperative/Media	54,083.33	54,083.33	0.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	1,212.44	10,000.00	-8,787.56	12.1%
6743-00 · BACC Marketing Programs	0.00	2,560.12	-2,560.12	0.0%
8700-00 · Automobile Expenses	154.35	19.44	134.91	794.0%
8750-00 · Meals/Meetings	0.00	27.65	-27.65	0.0%
8810-00 · Dues & Subscriptions	14.99	1,044.99	-1,030.00	1.4%
8910-00 · Travel	0.00	860.67	-860.67	0.0%
Total Expense	379,140.49	382,348.96	-3,208.47	99.2%
Net Ordinary Income	21,022.64	17,814.17	3,208.47	118.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	23,359.94	15,262.96	8,096.98	153.0%
Total Other Expense	23,359.94	15,262.96	8,096.98	153.0%
Net Other Income	-23,359.94	-15,262.96	-8,096.98	153.0%
Net Income	-2,337.30	2,551.21	-4,888.51	-91.6%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
Conference**

	Jul 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	12,056.64	12,056.64	0.00	100.0%
4205-00 · Conference Dues	916.67	825.00	91.67	111.1%
4600-00 · Commissions	19,683.08	20,000.00	-316.92	98.4%
Total Income	32,656.39	32,881.64	-225.25	99.3%
Gross Profit	32,656.39	32,881.64	-225.25	99.3%
Expense				
5000-00 · Salaries & Wages	17,140.57	18,143.32	-1,002.75	94.5%
5100-00 · Rent	1,101.60	933.74	167.86	118.0%
5310-00 · Telephone	248.38	230.96	17.42	107.5%
5420-00 · Mail - USPS	0.00	100.00	-100.00	0.0%
5510-00 · Insurance/Bonding	50.24	117.78	-67.54	42.7%
5520-00 · Supplies	24.99	19.24	5.75	129.9%
5610-00 · Depreciation	10.91	22.09	-11.18	49.4%
5700-00 · Equipment Support & Maintenance	150.00	140.00	10.00	107.1%
5740-00 · Equipment Rental/Leasing	110.82	131.20	-20.38	84.5%
6730-00 · Marketing Cooperative/Media	9,166.67	9,166.67	0.00	100.0%
8700-00 · Automobile Expenses	0.00	38.88	-38.88	0.0%
8810-00 · Dues & Subscriptions	0.00	340.00	-340.00	0.0%
Total Expense	28,004.18	29,383.88	-1,379.70	95.3%
Net Ordinary Income	4,652.21	3,497.76	1,154.45	133.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,835.21	3,497.76	337.45	109.6%
Total Other Expense	3,835.21	3,497.76	337.45	109.6%
Net Other Income	-3,835.21	-3,497.76	-337.45	109.6%
Net Income	817.00	0.00	817.00	100.0%

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09/01/17

Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
VIC**

	Jul 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	23,099.23	23,099.23	0.00	100.0%
46000 · Merchandise Sales	17,192.74	14,065.73	3,127.01	122.2%
Total Income	40,291.97	37,164.96	3,127.01	108.4%
Gross Profit	40,291.97	37,164.96	3,127.01	108.4%
Expense				
5000-00 · Salaries & Wages	17,191.16	18,091.02	-899.86	95.0%
5100-00 · Rent	7,182.37	6,660.13	522.24	107.8%
5310-00 · Telephone	244.93	340.30	-95.37	72.0%
5420-00 · Mail - USPS	0.00	91.53	-91.53	0.0%
5510-00 · Insurance/Bonding	66.11	154.98	-88.87	42.7%
5520-00 · Supplies	149.68	307.38	-157.70	48.7%
5610-00 · Depreciation	128.86	33.27	95.59	387.3%
5700-00 · Equipment Support & Maintenance	585.00	280.00	305.00	208.9%
5740-00 · Equipment Rental/Leasing	352.00	353.36	-1.36	99.6%
8100-00 · Cost of Goods Sold	7,258.83	7,588.27	-329.44	95.7%
8500-00 · Credit Card Fees	341.93	34.95	306.98	978.3%
8700-00 · Automobile Expenses	18.19	0.00	18.19	100.0%
8810-00 · Dues & Subscriptions	49.99	49.99	0.00	100.0%
Total Expense	33,569.05	33,985.18	-416.13	98.8%
Net Ordinary Income	6,722.92	3,179.78	3,543.14	211.4%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,486.56	3,179.78	306.78	109.6%
Total Other Expense	3,486.56	3,179.78	306.78	109.6%
Net Other Income	-3,486.56	-3,179.78	-306.78	109.6%
Net Income	3,236.36	0.00	3,236.36	100.0%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
Transportation

	Jul 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	13,446.00	13,446.00	0.00	100.0%
Total Income	13,446.00	13,446.00	0.00	100.0%
Gross Profit	13,446.00	13,446.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages	7,435.58	8,245.67	-810.09	90.2%
5100-00 · Rent	444.63	415.38	29.25	107.0%
5310-00 · Telephone	187.62	177.48	10.14	105.7%
5420-00 · Mail - USPS	0.00	50.00	-50.00	0.0%
5510-00 · Insurance/Bonding	7.93	18.60	-10.67	42.6%
5520-00 · Supplies	11.01	7.70	3.31	143.0%
5610-00 · Depreciation	6.72	11.19	-4.47	60.1%
5700-00 · Equipment Support & Maintenance	126.75	56.00	70.75	226.3%
5740-00 · Equipment Rental/Leasing	99.74	112.35	-12.61	88.8%
5940-00 · Research & Planning Membership	0.00	406.00	-406.00	0.0%
5941-00 · Research & Planning	375.00	375.00	0.00	100.0%
8700-00 · Automobile Expenses	34.70	61.83	-27.13	56.1%
8750-00 · Meals/Meetings	12.00	12.00	0.00	100.0%
8810-00 · Dues & Subscriptions	2.25			
Total Expense	8,743.93	9,949.20	-1,205.27	87.9%
Net Ordinary Income	4,702.07	3,496.80	1,205.27	134.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	697.31	3,497.76	-2,800.45	19.9%
Total Other Expense	697.31	3,497.76	-2,800.45	19.9%
Net Other Income	-697.31	-3,497.76	2,800.45	19.9%
Net Income	4,004.76	-0.96	4,005.72	-417,162.5%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
Infrastructure

	Jul 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	13,434.00	13,434.00	0.00	100.0%
Total Income	13,434.00	13,434.00	0.00	100.0%
Gross Profit	13,434.00	13,434.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages	7,435.60	8,245.67	-810.07	90.2%
5100-00 · Rent	444.63	415.38	29.25	107.0%
5310-00 · Telephone	187.61	177.48	10.13	105.7%
5420-00 · Mail - USPS	0.00	50.00	-50.00	0.0%
5510-00 · Insurance/Bonding	7.93	18.60	-10.67	42.6%
5520-00 · Supplies	11.01	7.70	3.31	143.0%
5610-00 · Depreciation	6.72	11.19	-4.47	60.1%
5700-00 · Equipment Support & Maintenance	126.75	56.00	70.75	226.3%
5740-00 · Equipment Rental/Leasing	99.74	112.35	-12.61	88.8%
5940-00 · Research & Planning Membership	0.00	406.00	-406.00	0.0%
5941-00 · Research & Planning	375.00	375.00	0.00	100.0%
8700-00 · Automobile Expenses	34.70	61.83	-27.13	56.1%
8810-00 · Dues & Subscriptions	2.25			
Total Expense	8,731.94	9,937.20	-1,205.26	87.9%
Net Ordinary Income	4,702.06	3,496.80	1,205.26	134.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	697.31	3,497.76	-2,800.45	19.9%
Total Other Expense	697.31	3,497.76	-2,800.45	19.9%
Net Other Income	-697.31	-3,497.76	2,800.45	19.9%
Net Income	4,004.75	-0.96	4,005.71	-417,161.5%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
Membership

	Jul 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Dues	11,006.66	10,000.00	1,006.66	110.1%
4201-00 · New Member Fees	0.00	500.00	-500.00	0.0%
4205-00 · Conference Dues	0.00	1,000.00	-1,000.00	0.0%
4250-00 · Revenues-Membership Activities	-240.00	175.00	-415.00	-137.1%
Total Income	<u>10,766.66</u>	<u>11,675.00</u>	<u>-908.34</u>	<u>92.2%</u>
Gross Profit	10,766.66	11,675.00	-908.34	92.2%
Expense				
5000-00 · Salaries & Wages	6,229.04	6,295.31	-66.27	98.9%
5100-00 · Rent	849.54	652.05	197.49	130.3%
5310-00 · Telephone	278.45	364.13	-85.68	76.5%
5420-00 · Mail - USPS	0.00	400.00	-400.00	0.0%
5510-00 · Insurance/Bonding	23.80	55.79	-31.99	42.7%
5520-00 · Supplies	90.08	70.81	19.27	127.2%
5610-00 · Depreciation	6.72	14.55	-7.83	46.2%
5700-00 · Equipment Support & Maintenance	539.25	98.00	441.25	550.3%
5740-00 · Equipment Rental/Leasing	221.64	234.54	-12.90	94.5%
6423-00 · Membership Activities	286.68	1,336.80	-1,050.12	21.4%
8500-00 · Credit Card Fees	208.12	565.07	-356.95	36.8%
8700-00 · Automobile Expenses	67.50	139.32	-71.82	48.4%
8810-00 · Dues & Subscriptions	112.17	125.00	-12.83	89.7%
8920-00 · Bad Debt	1,363.00	500.00	863.00	272.6%
Total Expense	<u>10,275.99</u>	<u>10,851.37</u>	<u>-575.38</u>	<u>94.7%</u>
Net Ordinary Income	490.67	823.63	-332.96	59.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	2,789.25	3,205.92	-416.67	87.0%
Total Other Expense	<u>2,789.25</u>	<u>3,205.92</u>	<u>-416.67</u>	<u>87.0%</u>
Net Other Income	-2,789.25	-3,205.92	416.67	87.0%
Net Income	<u><u>-2,298.58</u></u>	<u><u>-2,382.29</u></u>	<u><u>83.71</u></u>	<u><u>96.5%</u></u>

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09/01/17

Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
Administration**

	Jul 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages	29,506.77	26,284.83	3,221.94	112.3%
5100-00 · Rent	2,077.94	1,681.15	396.79	123.6%
5310-00 · Telephone	662.13	641.31	20.82	103.2%
5420-00 · Mail - USPS	9.00	250.00	-241.00	3.6%
5510-00 · Insurance/Bonding	58.17	136.38	-78.21	42.7%
5520-00 · Supplies	221.68	580.40	-358.72	38.2%
5610-00 · Depreciation	52.10	85.64	-33.54	60.8%
5700-00 · Equipment Support & Maintenance	990.58	420.00	570.58	235.9%
5710-00 · Taxes, Licenses & Fees	618.67	906.93	-288.26	68.2%
5740-00 · Equipment Rental/Leasing	132.99	172.01	-39.02	77.3%
5800-00 · Training Seminars	0.00	1,700.00	-1,700.00	0.0%
5900-00 · Professional Fees	140.00	2,000.00	-1,860.00	7.0%
8300-00 · Board Functions	52.95	447.05	-394.10	11.8%
8500-00 · Credit Card Fees	0.00	47.93	-47.93	0.0%
8700-00 · Automobile Expenses	15.63	0.00	15.63	100.0%
8750-00 · Meals/Meetings	50.05	15.00	35.05	333.7%
8810-00 · Dues & Subscriptions	276.92	252.68	24.24	109.6%
Total Expense	34,865.58	35,621.31	-755.73	97.9%
Net Ordinary Income	-34,865.58	-35,621.31	755.73	97.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-34,865.58	-35,621.29	755.71	97.9%
Total Other Expense	-34,865.58	-35,621.29	755.71	97.9%
Net Other Income	34,865.58	35,621.29	-755.71	97.9%
Net Income	0.00	-0.02	0.02	0.0%