

North Lake Tahoe Resort Association Profit & Loss Budget Overview July 2017 through June 2018

	11 - Marketing	30 - Conference	41 - Transportati...	42 - VIC	50 - Infrastructure	51 - TMPI	60 - Membership	70 - Administrati...	TOTAL
	Jul '17 - Jun 18	Jul '17 - Jun 18	Jul '17 - Jun 18	Jul '17 - Jun 18	Jul '17 - Jun 18	Jul '17 - Jun 18	Jul '17 - Jun 18	Jul '17 - Jun 18	Jul '17 - Jun 18
Ordinary Income/Expense									
Income									
4050-00 · County of Placer TOT Funding	2,953,965.00	295,542.00	31,550.00	402,964.00	46,563.00	17,016.00			3,747,600.00
4200-00 · Membership Dues		0.00					150,000.00		150,000.00
4201-00 · New Member Fees							75.00		75.00
4205-00 · Conference Dues		7,690.00					0.00		7,690.00
4250-00 · Revenues-Membership Activities									
4250-01 · Community Awards									
4250-04 · Silent Auction							12,000.00		12,000.00
4250-05 · Sponsorships							6,500.00		6,500.00
4250-01 · Community Awards - Other							22,500.00		22,500.00
Total 4250-01 · Community Awards							41,000.00		41,000.00
4250-02 · Chamber Events							12,725.00		12,725.00
4250-03 · Summer/Winter Rec Luncheon							7,300.00		7,300.00
4251-00 · Tues AM Breakfast Club									
4251-01 · Tues AM Breakfast Club Sponsors							2,000.00		2,000.00
4251-00 · Tues AM Breakfast Club - Other							8,250.00		8,250.00
Total 4251-00 · Tues AM Breakfast Club							10,250.00		10,250.00
4250-00 · Revenues-Membership Activities - Other	0.00						1,925.00		1,925.00
Total 4250-00 · Revenues-Membership Activities	0.00						73,200.00		73,200.00
4600-00 · Commissions									
4601-00 · Commissions - South Shore		15,120.86							15,120.86
4600-00 · Commissions - Other		106,771.14							106,771.14
Total 4600-00 · Commissions		121,892.00							121,892.00
46000 · Merchandise Sales									
4502-00 · Non-Retail VIC income				9,000.00					9,000.00
46000 · Merchandise Sales - Other				93,356.00					93,356.00
Total 46000 · Merchandise Sales				102,356.00					102,356.00
Total Income	2,953,965.00	425,124.00	31,550.00	505,320.00	46,563.00	17,016.00	223,275.00		4,202,813.00
Gross Profit	2,953,965.00	425,124.00	31,550.00	505,320.00	46,563.00	17,016.00	223,275.00		4,202,813.00
Expense									
5000-00 · Salaries & Wages									
5000-01 · In-Market Administration	16,500.00		0.00				-16,500.00		0.00
5010-00 · Sales Commissions	0.00	31,377.70							31,377.70
5020-00 · P/R - Tax Expense	27,901.94	14,996.89	765.77	19,634.76	1,411.29	768.69	6,852.50	33,294.63	105,626.47
5030-00 · P/R - Health Insurance Expense	29,839.64	15,811.17	713.81	27,755.13	1,585.85		12,990.39	33,618.44	122,314.43
5040-00 · P/R - Workmans Comp	1,270.75	1,104.71	29.61	861.21	63.74	29.71	930.00	1,997.15	6,286.89
5060-00 · 401 (k)	10,489.66	7,263.48	358.62	7,084.82	731.12	359.99	3,785.00	5,700.26	35,772.95
5070-00 · Other Benefits and Expenses	1,977.08	778.76	9.91	617.18	20.99	9.95	844.00	1,272.51	5,530.38
5000-00 · Salaries & Wages - Other	290,834.34	138,668.25	13,026.28	179,410.09	21,048.01	8,284.66	97,550.00	405,907.01	1,154,728.64
Total 5000-00 · Salaries & Wages	378,813.43	210,000.96	14,904.00	235,363.19	24,861.00	9,453.00	106,451.89	481,790.00	1,461,637.47
5100-00 · Rent									
5110-00 · Utilities	1,650.09	827.12	116.96	7,311.26	93.74		600.00	1,406.34	12,005.51
5140-00 · Repairs & Maintenance	524.82	907.24	99.24	1,731.33	119.82		605.00	4,271.03	8,258.48
5150-00 · Office - Cleaning	2,309.95	1,154.46	71.62	2,218.33	119.56		1,090.00	2,030.77	8,994.69
5100-00 · Rent - Other	23,259.14	11,594.14	1,923.18	91,356.08	2,963.88	2,908.00	8,700.00	21,011.57	163,715.99
Total 5100-00 · Rent	27,744.00	14,482.96	2,211.00	102,617.01	3,297.00	2,908.00	10,995.00	28,719.71	192,974.68
5310-00 · Telephone									
5320-00 · Telephone	5,459.00	4,164.00	285.00	4,788.99	571.00		2,686.00	12,611.00	30,564.99
5310-00 · Telephone - Other						288.00			288.00
Total 5310-00 · Telephone	5,459.00	4,164.00	285.00	4,788.99	571.00	288.00	2,686.00	12,611.00	30,852.99

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5420-00 · Mail - USPS									
5470-00 · Mail - UPS	173.03	0.00	0.00	846.40	0.00		0.00	0.00	1,019.43
5480-00 · Mail - Fed Ex	243.24	0.00		106.16				0.00	349.40
5420-00 · Mail - USPS - Other	0.00	809.00	50.00	297.44	50.00	50.00	1,000.00	721.00	2,977.44
Total 5420-00 · Mail - USPS	416.27	809.00	50.00	1,250.00	50.00	50.00	1,000.00	721.00	4,346.27
5510-00 · Insurance/Bonding	2,902.00	1,442.00	259.00	2,060.00	259.00	100.00	745.00	1,751.00	9,518.00
5520-00 · Supplies									
5525-00 · Supplies- Computer <\$1000	0.00	500.00	0.00	1,493.04	0.00		750.00	2,000.00	4,743.04
5520-00 · Supplies - Other	3,090.00	1,010.00	500.00	3,219.96	500.00	250.00	1,250.00	5,210.00	15,029.96
Total 5520-00 · Supplies	3,090.00	1,510.00	500.00	4,713.00	500.00	250.00	2,000.00	7,210.00	19,773.00
5610-00 · Depreciation	457.00	249.00	426.00	1,049.00	426.00		180.00	2,018.00	4,805.00
5700-00 · Equipment Support & Maintenance	2,060.00	1,600.00	494.00	3,313.00	680.00	250.00	1,325.00	3,840.00	13,562.00
5710-00 · Taxes, Licenses & Fees	515.00	206.00	124.00	309.00	473.00	84.00	200.00	8,240.00	10,151.00
5740-00 · Equipment Rental/Leasing	2,060.00	2,660.00	330.00	6,106.00	2,223.00	150.00	2,990.00	2,575.00	19,094.00
5800-00 · Training Seminars	5,077.00	3,500.00	500.00	3,090.00	500.00		1,250.00	6,180.00	20,097.00
5810-00 · Public Outreach	1,650.00		750.00		2,656.00			0.00	5,056.00
5815 · Training Video Series	8,631.00			5,000.00					13,631.00
5820 · Sales CRM/CMS	2,000.00								2,000.00
5850-00 · Artist of Month - Commissions				2,500.00					2,500.00
5900-00 · Professional Fees									
5910-00 · Professional Fees - Attorneys								10,000.00	10,000.00
5920-00 · Professional Fees - Accountant	0.00					0.00		22,000.00	22,000.00
5921-00 · Professional Fees - Other								3,750.00	3,750.00
Total 5900-00 · Professional Fees	0.00				0.00			35,750.00	35,750.00
5940-00 · Research & Planning Membership	2,870.00		406.00		0.00				3,276.00
5941-00 · Research & Planning	4,698.00		1,969.00		375.00				7,042.00
6020-00 · Programs									
6016-00 · Special Event Partnership	50,000.00								50,000.00
6018-00 · Business Assoc. Grants	30,000.00								30,000.00
Total 6020-00 · Programs	80,000.00								80,000.00
6420-00 · Events									
6420-01 · Sponsorships									
6023-00 · Autumn Food & Wine	37,000.00								37,000.00
6421-01 · 4th of July Fireworks	20,000.00								20,000.00
6421-02 · AMGEN Tour of California	22,000.00								22,000.00
6421-03 · Barcelona Soccer	3,000.00								3,000.00
6421-04 · Broken Arrow Skyrace	15,000.00								15,000.00
6421-06 · Spartan	254,000.00								254,000.00
6421-07 · Tahoe Lacrosse Tournament	5,000.00								5,000.00
6421-08 · Tough Mudder	40,000.00								40,000.00
6421-09 · Wanderlust	37,000.00								37,000.00
6421-10 · WinterWonderGrass - Tahoe	19,400.00								19,400.00
6421-13 · Big Blue Adventure	15,000.00								15,000.00
6421-15 · Lake Tahoe Dance Collective	5,000.00								5,000.00
Total 6420-01 · Sponsorships	472,400.00								472,400.00
6421-00 · New Event Development	17,600.00							0.00	17,600.00
6422-00 · Event Media									
6422-03 · Human Powered Sports Campaign	25,000.00								25,000.00
Total 6422-00 · Event Media	25,000.00								25,000.00
6424-00 · Event Operation Expenses	9,000.00								9,000.00
Total 6420-00 · Events	524,000.00							0.00	524,000.00
6423-00 · Membership Activities									
6434-00 · Community Awards Dinner							18,500.00		18,500.00

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6436-00 · Membership - Wnt/Sum Rec Lunch							4,185.00		4,185.00
6437-00 · Tuesday Morning Breakfast Club							7,150.00		7,150.00
6442-00 · Public Relations/Website							8,465.00		8,465.00
6444-00 · Trades							2,130.00		2,130.00
6423-00 · Membership Activities - Other							750.00	0.00	750.00
Total 6423-00 · Membership Activities							41,180.00	0.00	41,180.00
6490-00 · Classified Ads	0.00						0.00	773.00	773.00
6701-00 · Market Study Reports/Research	469.30							773.00	1,242.30
6730-00 · Marketing Cooperative/Media	1,292,654.00	119,167.00							1,411,821.00
6740-00 · Media/Collateral/Production				5,000.00					5,000.00
6742-00 · Non-NLT Co-Op Marketing Program									
6015-00 · Cross Country	4,000.00								4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	80,000.00			0.00					80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	84,000.00			0.00					84,000.00
6743-00 · BACC Marketing Programs									
6743-01 · Shop Local	20,000.00								20,000.00
6743-03 · Touch Lake Tahoe	20,000.00								20,000.00
6743-04 · High Notes	20,000.00								20,000.00
6743-05 · Peak Your Adventure	20,000.00								20,000.00
Total 6743-00 · BACC Marketing Programs	80,000.00								80,000.00
8100-00 · Cost of Goods Sold									
51100 · Freight and Shipping Costs				2,126.04					2,126.04
52500 · Purchase Discounts				-1,304.71					-1,304.71
59900 · POS Inventory Adjustments				1,209.54					1,209.54
8100-00 · Cost of Goods Sold - Other				44,647.13					44,647.13
Total 8100-00 · Cost of Goods Sold				46,678.00					46,678.00
8200-00 · Associate Relations	618.00	515.00	0.00	635.00	0.00		275.00	2,265.60	4,308.60
8300-00 · Board Functions								9,887.51	9,887.51
8500-00 · Credit Card Fees	0.00		0.00	3,487.00	0.00		2,580.00	0.00	6,067.00
8700-00 · Automobile Expenses	1,353.00	912.00	250.00	1,236.00	500.00	250.00	1,025.00	1,029.55	6,555.55
8750-00 · Meals/Meetings	3,605.00	850.00	250.00	897.00	500.00	250.00	440.00	1,391.00	8,183.00
8810-00 · Dues & Subscriptions	3,449.00	1,007.00	2,988.00	1,133.00	1,646.00		765.00	1,648.00	12,636.00
8910-00 · Travel	4,240.00		250.00	342.97	250.00	500.00	0.00	3,501.63	9,084.60
8920-00 · Bad Debt							10,330.00		10,330.00
Total Expense	2,522,831.00	363,074.92	26,946.00	431,568.17	39,767.00	14,533.00	186,417.89	612,675.00	4,197,812.99
Net Ordinary Income	431,133.99	62,049.08	4,604.00	73,751.82	6,796.00	2,483.00	36,857.11	-612,675.00	5,000.00
Other Income/Expense									
Other Expense									
8990-00 · Allocated	431,133.99	62,049.08	4,604.00	73,751.82	6,796.00	2,483.00	31,857.11	-612,675.00	0.00
Total Other Expense	431,133.99	62,049.08	4,604.00	73,751.82	6,796.00	2,483.00	31,857.11	-612,675.00	0.00
Net Other Income	-431,133.99	-62,049.08	-4,604.00	-73,751.82	-6,796.00	-2,483.00	-31,857.11	612,675.00	0.00
Net Income	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	5,000.00

North Lake Tahoe Resort Association Profit & Loss Budget Overview

11 - Marketing

Accrual Basis

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Jun 18
Ordinary Income/Expense													
Income													
4050-00 · County of Placer TOT Funding	400,163.00	236,195.67	236,195.67	236,195.67	236,195.67	236,195.67	236,195.65	227,325.60	227,325.60	227,325.60	227,325.60	227,325.60	2,953,965.00
Total Income	400,163.00	236,195.67	236,195.67	236,195.67	236,195.67	236,195.67	236,195.65	227,325.60	227,325.60	227,325.60	227,325.60	227,325.60	2,953,965.00
Gross Profit	400,163.00	236,195.67	236,195.67	236,195.67	236,195.67	236,195.67	236,195.65	227,325.60	227,325.60	227,325.60	227,325.60	227,325.60	2,953,965.00
Expense													
5000-00 · Salaries & Wages													
5000-01 · In-Market Administration	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	16,500.00
5020-00 · P/R - Tax Expense	2,146.30	2,146.30	3,219.45	2,146.30	2,146.30	2,146.30	2,146.30	2,146.30	3,219.45	2,146.30	2,146.30	2,146.30	27,901.94
5030-00 · P/R - Health Insurance Expense	2,295.35	2,295.35	3,443.03	2,295.35	2,295.35	2,295.35	2,295.35	2,295.35	3,443.03	2,295.35	2,295.35	2,295.35	29,839.64
5040-00 · P/R - Workmans Comp	97.75	97.75	146.62	97.75	97.75	97.75	97.75	97.75	146.62	97.75	97.75	97.75	1,270.75
5060-00 · 401 (k)	806.89	806.89	1,210.34	806.89	806.89	806.89	806.89	806.89	1,210.34	806.89	806.89	806.89	10,489.66
5070-00 · Other Benefits and Expenses	152.08	152.08	228.12	152.08	152.08	152.08	152.08	152.08	228.12	152.08	152.08	152.08	1,977.08
5000-00 · Salaries & Wages - Other	22,349.53	22,394.27	33,557.85	22,371.90	22,371.90	22,371.90	22,371.90	22,371.90	33,557.85	22,371.90	22,371.90	22,371.54	290,834.34
Total 5000-00 · Salaries & Wages	29,222.92	29,267.66	43,180.43	29,245.29	29,245.29	29,245.28	29,245.29	29,245.29	43,180.43	29,245.29	29,245.29	29,244.93	378,813.43
5100-00 · Rent													
5110-00 · Utilities	150.00	109.31	133.36	100.29	138.06	144.12	228.75	145.79	144.56	148.26	111.74	95.85	1,650.09
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	10.58	0.00	73.46	73.46	73.46	73.46	73.46	73.46	73.48	524.82
5150-00 · Office - Cleaning	210.00	207.69	169.23	384.61	169.22	207.69	169.23	169.23	169.22	215.38	169.23	69.23	2,309.95
5100-00 · Rent - Other	2,430.74	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,926.15	1,931.94	23,259.14
Total 5100-00 · Rent	2,790.74	2,202.59	2,188.18	2,381.07	2,192.87	2,310.86	2,357.03	2,274.06	2,272.83	2,322.69	2,280.58	2,170.50	27,744.00
5310-00 · Telephone													
5320-00 · Telephone	444.16	455.94	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	5,459.00
Total 5310-00 · Telephone	444.16	455.94	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	5,459.00
5420-00 · Mail - USPS													
5470-00 · Mail - UPS	0.00	15.73	15.73	15.73	15.73	15.73	15.73	15.73	15.73	15.73	15.73	15.73	173.03
5480-00 · Mail - Fed Ex	20.27	20.27	20.27	20.27	20.27	20.27	20.27	20.27	20.27	20.27	20.27	20.27	243.24
Total 5420-00 · Mail - USPS	20.27	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	416.27
5510-00 · Insurance/Bonding	241.83	241.83	241.83	241.83	241.83	241.83	241.83	241.83	241.84	241.84	241.84	241.84	2,902.00
5520-00 · Supplies	257.50	257.50	257.50	257.50	257.50	257.50	257.50	257.50	257.50	257.50	257.50	257.50	3,090.00
5610-00 · Depreciation	38.08	38.08	38.08	38.08	38.08	38.08	38.08	38.08	38.09	38.09	38.09	38.09	457.00
5700-00 · Equipment Support & Maintenance	171.67	171.67	171.67	171.67	171.67	171.67	171.67	171.67	171.66	171.66	171.66	171.66	2,060.00
5710-00 · Taxes, Licenses & Fees	0.00	46.80	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	515.00
5740-00 · Equipment Rental/Leasing	149.79	173.61	173.66	173.66	173.66	173.66	173.66	173.66	173.66	173.66	173.66	173.66	2,060.00
5800-00 · Training Seminars	0.00	2,000.00	0.00	0.00	0.00	1,077.00	0.00	0.00	2,000.00	0.00	0.00	0.00	5,077.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	0.00	2,000.00	0.00	0.00	2,000.00	0.00	0.00	2,000.00	0.00	0.00	2,631.00	0.00	8,631.00
5820 · Sales CRM/CMS	0.00	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
5940-00 · Research & Planning Membership	2,552.00	318.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,870.00
5941-00 · Research & Planning	0.00	0.00	2,000.00	0.00	0.00	0.00	2,000.00	0.00	0.00	698.00	0.00	0.00	4,698.00
6020-00 · Programs													
6016-00 · Special Event Partnership	0.00	0.00	0.00	2,500.00	2,500.00	20,000.00	5,000.00	0.00	0.00	0.00	0.00	20,000.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	20,000.00	0.00	30,000.00
Total 6020-00 · Programs	0.00	0.00	0.00	2,500.00	2,500.00	30,000.00	5,000.00	0.00	0.00	0.00	20,000.00	20,000.00	80,000.00
6420-00 · Events													
6420-01 · Sponsorships													
6023-00 · Autumn Food & Wine	30,000.00	7,000.00	0.00	0.00	0.00	0.00	0.00	20,000.00	0.00	0.00	0.00	0.00	37,000.00
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,700.00	0.00	4,000.00	300.00	0.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00	0.00	0.00	0.00	15,000.00
6421-06 · Spartan	250,000.00	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00	0.00	0.00	20,000.00	40,000.00
6421-09 · Wanderlust	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34,000.00	0.00	0.00	0.00	3,000.00	37,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	19,000.00	0.00	400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,400.00
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00	0.00	0.00	0.00	15,000.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	5,000.00
Total 6420-01 · Sponsorships	280,000.00	11,000.00	19,000.00	0.00	400.00	0.00	0.00	71,700.00	55,000.00	4,000.00	8,300.00	23,000.00	472,400.00
6421-00 · New Event Development	0.00	0.00	0.00	11,700.00	900.00	0.00	2,900.00	400.00	0.00	0.00	1,700.00	0.00	17,600.00
6422-00 · Event Media													
6422-03 · Human Powered Sports Campaign	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00	0.00	0.00	25,000.00
Total 6422-00 · Event Media	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00	0.00	0.00	25,000.00
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00	0.00	9,000.00

**North Lake Tahoe Resort Association
Profit & Loss Budget Overview
11 - Marketing**

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Jun 18
Total 6420-00 · Events	280,000.00	11,000.00	19,000.00	11,700.00	1,300.00	0.00	2,900.00	72,100.00	55,000.00	29,000.00	19,000.00	23,000.00	524,000.00
6701-00 · Market Study Reports/Research	317.47	0.00	0.00	0.00	0.00	0.00	0.00	151.83	0.00	0.00	0.00	0.00	469.30
6730-00 · Marketing Cooperative/Media	54,083.33	129,833.33	131,333.33	58,189.33	52,333.33	176,333.33	181,333.33	164,333.33	76,333.33	76,333.33	66,333.33	125,881.37	1,292,654.00
6742-00 · Non-NLT Co-Op Marketing Program													
6015-00 · Cross Country	0.00	0.00	0.00	0.00	0.00	4,000.00							4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	10,000.00	5,000.00	10,000.00	5,000.00	5,000.00	10,000.00	5,000.00	5,000.00	10,000.00	5,000.00	5,000.00	5,000.00	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	10,000.00	5,000.00	10,000.00	5,000.00	5,000.00	14,000.00	5,000.00	5,000.00	10,000.00	5,000.00	5,000.00	5,000.00	84,000.00
6743-00 · BACC Marketing Programs													
6743-01 · Shop Local	2,560.12	1,000.00	1,000.00	1,000.00	1,000.00	1,439.88	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	20,000.00
6743-03 · Touch Lake Tahoe	0.00	0.00	0.00	0.00	0.00	8,000.00	3,000.00	3,000.00	3,000.00	3,000.00	0.00	0.00	20,000.00
6743-04 · High Notes	0.00	1,500.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,000.00	11,000.00	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00	20,000.00
Total 6743-00 · BACC Marketing Programs	2,560.12	2,500.00	2,500.00	1,000.00	1,000.00	9,439.88	5,000.00	5,000.00	5,000.00	5,000.00	8,000.00	33,000.00	80,000.00
8200-00 · Associate Relations	0.00	56.20	56.18	56.18	56.18	56.18	56.18	56.18	56.18	56.18	56.18	56.18	618.00
8700-00 · Automobile Expenses	112.75	112.75	112.75	112.75	112.75	112.75	112.75	112.75	112.75	112.75	112.75	112.75	1,353.00
8750-00 · Meals/Meetings	27.65	325.25	325.21	325.21	325.21	325.21	325.21	325.21	325.21	325.21	325.21	325.21	3,605.00
8810-00 · Dues & Subscriptions	1,044.20	218.62	218.62	218.62	218.62	218.62	218.62	218.62	218.62	218.62	218.62	218.62	3,449.00
8910-00 · Travel	860.67	1,500.00	0.00	0.00	0.00	0.00	0.00	1,500.00	279.33	0.00	100.00	0.00	4,240.00
Total Expense	384,895.15	189,755.83	212,336.15	112,149.90	97,705.70	264,540.56	234,969.86	283,738.72	197,850.14	149,733.53	154,724.42	240,431.00	2,522,831.00
Net Ordinary Income	15,267.84	46,439.83	23,859.51	124,045.76	138,489.96	-28,344.89	1,225.78	-56,413.12	29,475.45	77,592.06	72,601.17	-13,105.40	431,133.99
Other Income/Expense													
Other Expense													
8990-00 · Allocated	15,262.97	36,783.30	48,972.26	37,494.59	35,295.29	33,161.42	32,983.60	34,913.24	50,140.84	36,335.81	34,913.05	34,877.62	431,133.99
Total Other Expense	15,262.97	36,783.30	48,972.26	37,494.59	35,295.29	33,161.42	32,983.60	34,913.24	50,140.84	36,335.81	34,913.05	34,877.62	431,133.99
Net Other Income	-15,262.97	-36,783.30	-48,972.26	-37,494.59	-35,295.29	-33,161.42	-32,983.60	-34,913.24	-50,140.84	-36,335.81	-34,913.05	-34,877.62	-431,133.99
Net Income	4.87	9,656.53	-25,112.74	86,551.17	103,194.67	-61,506.31	-31,757.81	-91,326.36	-20,665.38	41,256.25	37,688.12	-47,983.02	0.00

North Lake Tahoe Resort Association
Profit & Loss Budget Overview

30 - Conference

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Ju...
Ordinary Income/Expense													
Income													
4050-00 · County of Placer TOT Funding	12,057.00	24,483.67	24,483.67	24,483.67	24,483.67	24,483.67	24,483.65	27,316.60	27,316.60	27,316.60	27,316.60	27,316.60	295,542.00
4205-00 · Conference Dues	825.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	865.00	0.00	0.00	0.00	0.00	0.00	7,690.00
4600-00 · Commissions													
4601-00 · Commissions - South Shore	500.00	4,800.90	500.00	500.00	817.03	500.00	500.00	3,622.22	1,880.71	500.00	500.00	500.00	15,120.86
4600-00 · Commissions - Other	20,000.00	18,083.00	22,220.02	7,500.00	6,139.35	4,347.67	2,500.00	2,500.00	2,500.00	4,377.45	9,393.24	7,210.41	106,771.14
Total 4600-00 · Commissions	20,500.00	22,883.90	22,720.02	8,000.00	6,956.38	4,847.67	3,000.00	6,122.22	4,380.71	4,877.45	9,893.24	7,710.41	121,892.00
Total Income	33,382.00	48,567.57	48,403.69	33,683.67	32,640.05	30,531.34	28,348.65	33,438.82	31,697.31	32,194.05	37,209.84	35,027.01	425,124.00
Gross Profit	33,382.00	48,567.57	48,403.69	33,683.67	32,640.05	30,531.34	28,348.65	33,438.82	31,697.31	32,194.05	37,209.84	35,027.01	425,124.00
Expense													
5000-00 · Salaries & Wages													
5010-00 · Sales Commissions	2,000.00	6,404.31	5,318.41	2,971.15	0.00	11,991.02	0.00	0.00	0.00	0.00	2,692.81	0.00	31,377.70
5020-00 · P/R - Tax Expense	1,285.00	1,802.70	1,658.73	1,010.87	783.58	2,006.89	1,847.49	1,039.79	1,176.45	784.30	1,208.94	392.15	14,996.89
5030-00 · P/R - Health Insurance Expense	1,150.00	2,210.79	1,023.60	1,136.77	1,153.37	1,140.09	2,140.09	1,149.61	1,041.20	1,149.61	1,149.61	1,366.43	15,811.17
5040-00 · P/R - Workmans Comp	225.00	0.00	166.01	121.13	166.01	-403.49	166.01	166.01	166.01	166.01	166.01	0.00	1,104.71
5060-00 · 401 (k)	685.00	948.64	880.82	537.58	418.72	1,058.36	418.72	418.72	628.08	418.72	640.76	209.36	7,263.48
5070-00 · Other Benefits and Expenses	50.00	41.98	41.98	66.98	16.98	16.98	241.98	16.98	41.98	41.98	41.98	158.96	778.76
5000-00 · Salaries & Wages - Other	12,748.32	10,397.60	15,703.77	10,469.18	10,469.18	10,469.18	10,469.18	10,469.18	17,520.63	12,358.72	12,358.72	5,234.59	138,668.25
Total 5000-00 · Salaries & Wages	18,143.32	21,806.02	24,793.32	16,313.66	13,007.84	26,279.03	15,283.47	13,260.29	20,574.35	14,919.34	18,258.83	7,361.49	210,000.96
5100-00 · Rent													
5110-00 · Utilities	75.00	54.66	67.13	50.86	69.03	72.07	115.53	72.90	72.28	74.85	55.88	46.93	827.12
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	5.29	0.00	106.66	218.73	195.65	126.43	254.48	0.00	0.00	907.24
5150-00 · Office - Cleaning	105.00	103.85	84.62	192.31	84.62	103.85	84.62	84.62	107.69	84.62	84.62	34.04	1,154.46
5100-00 · Rent - Other	753.74	985.44	985.44	985.44	985.44	985.44	985.44	985.44	985.44	985.44	985.44	986.00	11,594.14
Total 5100-00 · Rent	933.74	1,143.95	1,137.19	1,233.90	1,139.09	1,268.02	1,404.32	1,338.61	1,268.77	1,422.46	1,125.94	1,066.97	14,482.96
5310-00 · Telephone													
5320-00 · Telephone	230.96	357.55	357.55	357.55	357.55	357.55	357.55	357.55	357.55	357.55	357.55	357.54	4,164.00
Total 5310-00 · Telephone	230.96	357.55	357.55	357.55	357.55	357.55	357.55	357.55	357.55	357.55	357.55	357.54	4,164.00
5420-00 · Mail - USPS	100.00	0.00	0.00	65.00	79.00	0.00	0.00	113.00	113.00	113.00	113.00	113.00	809.00
5510-00 · Insurance/Bonding	117.78	58.16	301.21	149.30	149.30	141.38	141.38	86.75	86.75	86.74	86.75	36.50	1,442.00
5520-00 · Supplies													
5525-00 · Supplies- Computer <\$1000							0.00	0.00	0.00	500.00	0.00	0.00	500.00
5520-00 · Supplies - Other	19.24	90.07	90.07	90.07	90.07	90.07	90.07	90.07	90.07	90.07	90.07	90.06	1,010.00
Total 5520-00 · Supplies	19.24	90.07	90.07	90.07	90.07	90.07	90.07	90.07	90.07	590.07	90.07	90.06	1,510.00
5610-00 · Depreciation	22.09	22.09	22.09	18.59	10.91	10.91	10.91	28.47	28.47	28.46	28.46	17.55	249.00
5700-00 · Equipment Support & Maintenance	140.00	132.73	132.73	132.73	132.73	132.73	132.73	132.73	132.73	132.73	132.73	132.70	1,600.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	154.27	0.00	0.00	0.00	46.27	5.46	0.00	0.00	0.00	0.00	206.00
5740-00 · Equipment Rental/Leasing	131.20	229.89	229.89	229.89	229.89	229.89	229.89	229.89	229.89	229.89	229.89	229.90	2,660.00
5800-00 · Training Seminars	0.00	0.00	0.00	1,750.00	0.00	0.00	0.00	0.00	0.00	0.00	1,750.00	0.00	3,500.00
6730-00 · Marketing Cooperative/Media	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	11,000.07	11,000.07	11,000.07	11,000.07	11,000.03	119,167.00
8200-00 · Associate Relations	0.00	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.80	515.00
8700-00 · Automobile Expenses	38.88	0.00	109.08	0.00	0.00	0.00	0.00	152.81	152.81	152.81	152.81	152.80	912.00
8750-00 · Meals/Meetings	0.00	0.00	0.00	0.00	0.00	50.00	50.00	150.00	150.00	150.00	150.00	150.00	850.00
8810-00 · Dues & Subscriptions	340.00	0.00	0.00	0.00	0.00	0.00	0.00	130.00	130.00	130.00	130.00	147.00	1,007.00
Total Expense	29,383.88	33,053.95	36,540.89	29,554.18	24,409.87	37,773.07	26,960.08	27,122.52	34,361.28	29,359.94	33,652.92	20,902.34	363,074.92
Net Ordinary Income	3,998.12	15,513.62	11,862.80	4,129.49	8,230.18	-7,241.73	1,388.57	6,316.30	-2,663.97	2,834.11	3,556.92	14,124.67	62,049.08
Other Income/Expense													
Other Expense													
8990-00 · Allocated	3,497.76	4,869.43	6,526.01	4,966.10	4,667.20	4,377.19	4,353.02	5,306.45	7,376.01	5,499.79	5,306.43	5,303.69	62,049.08
Total Other Expense	3,497.76	4,869.43	6,526.01	4,966.10	4,667.20	4,377.19	4,353.02	5,306.45	7,376.01	5,499.79	5,306.43	5,303.69	62,049.08

North Lake Tahoe Resort Association Profit & Loss Budget Overview

30 - Conference

	<u>Jul 17</u>	<u>Aug 17</u>	<u>Sep 17</u>	<u>Oct 17</u>	<u>Nov 17</u>	<u>Dec 17</u>	<u>Jan 18</u>	<u>Feb 18</u>	<u>Mar 18</u>	<u>Apr 18</u>	<u>May 18</u>	<u>Jun 18</u>	<u>TOTAL</u> <u>Jul '17 - Ju...</u>
Net Other Income	-3,497.76	-4,869.43	-6,526.01	-4,966.10	-4,667.20	-4,377.19	-4,353.02	-5,306.45	-7,376.01	-5,499.79	-5,306.43	-5,303.69	-62,049.08
Net Income	<u>500.36</u>	<u>10,644.19</u>	<u>5,336.79</u>	<u>-836.61</u>	<u>3,562.98</u>	<u>-11,618.92</u>	<u>-2,964.45</u>	<u>1,009.85</u>	<u>-10,039.98</u>	<u>-2,665.68</u>	<u>-1,749.51</u>	<u>8,820.98</u>	<u>0.00</u>

North Lake Tahoe Resort Association
Profit & Loss Budget Overview

41 - Transportation

Accrual Basis

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Ju...
Ordinary Income/Expense													
Income													
4050-00 · County of Placer TOT Funding	13,446.00	3,017.33	3,017.33	3,017.33	3,017.33	3,017.34	3,017.34	0.00	0.00	0.00	0.00	0.00	31,550.00
Total Income	13,446.00	3,017.33	3,017.33	3,017.33	3,017.33	3,017.34	3,017.34	0.00	0.00	0.00	0.00	0.00	31,550.00
Gross Profit	13,446.00	3,017.33	3,017.33	3,017.33	3,017.33	3,017.34	3,017.34	0.00	0.00	0.00	0.00	0.00	31,550.00
Expense													
5000-00 · Salaries & Wages													
5020-00 · P/R - Tax Expense	102.10	102.10	153.16	102.10	102.10	102.10	102.11	0.00	0.00	0.00	0.00	0.00	765.77
5030-00 · P/R - Health Insurance Expense	95.17	95.17	142.79	95.17	95.17	95.17	95.17	0.00	0.00	0.00	0.00	0.00	713.81
5040-00 · P/R - Workmans Comp	3.95	3.95	5.91	3.95	3.95	3.95	3.95	0.00	0.00	0.00	0.00	0.00	29.61
5060-00 · 401 (k)	47.82	47.82	71.70	47.82	47.82	47.82	47.82	0.00	0.00	0.00	0.00	0.00	358.62
5070-00 · Other Benefits and Expenses	1.32	1.32	1.99	1.32	1.32	1.32	1.32	0.00	0.00	0.00	0.00	0.00	9.91
5000-00 · Salaries & Wages - Other	7,995.31	773.99	1,161.02	773.99	773.99	773.99	773.99	0.00	0.00	0.00	0.00	0.00	13,026.28
Total 5000-00 · Salaries & Wages	8,245.67	1,024.35	1,536.57	1,024.35	1,024.35	1,024.35	1,024.36	0.00	0.00	0.00	0.00	0.00	14,904.00
5100-00 · Rent													
5110-00 · Utilities	35.00	13.66	13.66	13.66	13.66	13.66	13.66	0.00	0.00	0.00	0.00	0.00	116.96
5140-00 · Repairs & Maintenance	0.00	16.54	16.54	16.54	16.54	16.54	16.54	0.00	0.00	0.00	0.00	0.00	99.24
5150-00 · Office - Cleaning	40.00	5.27	5.27	5.27	5.27	5.27	5.27	0.00	0.00	0.00	0.00	0.00	71.62
5100-00 · Rent - Other	340.38	263.80	263.80	263.80	263.80	263.80	263.80	0.00	0.00	0.00	0.00	0.00	1,923.18
Total 5100-00 · Rent	415.38	299.27	299.27	299.27	299.27	299.27	299.27	0.00	0.00	0.00	0.00	0.00	2,211.00
5310-00 · Telephone													
5320-00 · Telephone	177.48	18.00	18.00	18.00	18.00	18.00	17.52	0.00	0.00	0.00	0.00	0.00	285.00
Total 5310-00 · Telephone	177.48	18.00	18.00	18.00	18.00	18.00	17.52	0.00	0.00	0.00	0.00	0.00	285.00
5420-00 · Mail - USPS	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
5510-00 · Insurance/Bonding	18.60	40.07	40.07	40.07	40.07	40.06	40.06	0.00	0.00	0.00	0.00	0.00	259.00
5520-00 · Supplies	71.43	71.43	71.43	71.43	71.43	71.43	71.42	0.00	0.00	0.00	0.00	0.00	500.00
5610-00 · Depreciation	11.19	69.14	69.14	69.14	69.14	69.14	69.11	0.00	0.00	0.00	0.00	0.00	426.00
5700-00 · Equipment Support & Maintenance	56.00	73.00	73.00	73.00	73.00	73.00	73.00	0.00	0.00	0.00	0.00	0.00	494.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	124.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	124.00
5740-00 · Equipment Rental/Leasing	112.35	36.45	36.45	36.45	36.45	36.45	35.40	0.00	0.00	0.00	0.00	0.00	330.00
5800-00 · Training Seminars							500.00	0.00	0.00	0.00	0.00	0.00	500.00
5810-00 · Public Outreach	0.00	125.00	125.00	125.00	125.00	125.00	125.00	0.00	0.00	0.00	0.00	0.00	750.00
5940-00 · Research & Planning Membership	406.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	406.00
5941-00 · Research & Planning	375.00	265.46	265.46	265.46	265.46	265.46	266.70	0.00	0.00	0.00	0.00	0.00	1,969.00
8700-00 · Automobile Expenses	0.00	41.67	41.67	41.67	41.67	41.67	41.65	0.00	0.00	0.00	0.00	0.00	250.00
8750-00 · Meals/Meetings	0.00	41.67	41.67	41.67	41.67	41.67	41.65	0.00	0.00	0.00	0.00	0.00	250.00
8810-00 · Dues & Subscriptions	0.00	498.00	498.00	498.00	498.00	498.00	498.00	0.00	0.00	0.00	0.00	0.00	2,988.00
8910-00 · Travel	0.00	41.67	41.67	41.67	41.67	41.67	41.65	0.00	0.00	0.00	0.00	0.00	250.00
Total Expense	9,939.10	2,645.18	3,281.40	2,645.18	2,645.18	2,645.17	3,144.79	0.00	0.00	0.00	0.00	0.00	26,946.00
Net Ordinary Income	3,506.90	372.15	-264.07	372.15	372.15	372.17	-127.45	0.00	0.00	0.00	0.00	0.00	4,604.00
Other Income/Expense													
Other Expense													
8990-00 · Allocated	3,496.79	184.70	184.70	184.70	184.70	184.70	183.71	0.00	0.00	0.00	0.00	0.00	4,604.00
Total Other Expense	3,496.79	184.70	184.70	184.70	184.70	184.70	183.71	0.00	0.00	0.00	0.00	0.00	4,604.00
Net Other Income	-3,496.79	-184.70	-184.70	-184.70	-184.70	-184.70	-183.71	0.00	0.00	0.00	0.00	0.00	-4,604.00
Net Income	10.11	187.45	-448.77	187.45	187.45	187.47	-311.16	0.00	0.00	0.00	0.00	0.00	0.00

North Lake Tahoe Resort Association Profit & Loss Budget Overview

42 - VIC

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Ju...
Ordinary Income/Expense													
Income													
4050-00 · County of Placer TOT Funding	23,099.00	27,364.33	27,364.33	27,364.33	27,364.33	27,364.33	27,364.35	43,135.80	43,135.80	43,135.80	43,135.80	43,135.80	402,964.00
46000 · Merchandise Sales													
4502-00 · Non-Retail VIC income	1,000.00	4,000.00	200.00	200.00	200.00	1,200.00	200.00	200.00	200.00	200.00	200.00	1,200.00	9,000.00
46000 · Merchandise Sales - Other	13,065.73	9,720.54	9,523.96	5,872.63	3,821.21	7,063.21	1,774.50	2,893.87	4,843.92	8,988.70	10,574.81	15,212.92	93,356.00
Total 46000 · Merchandise Sales	14,065.73	13,720.54	9,723.96	6,072.63	4,021.21	8,263.21	1,974.50	3,093.87	5,043.92	9,188.70	10,774.81	16,412.92	102,356.00
Total Income	37,164.73	41,084.87	37,088.29	33,436.96	31,385.54	35,627.54	29,338.85	46,229.67	48,179.72	52,324.50	53,910.61	59,548.72	505,320.00
Gross Profit	37,164.73	41,084.87	37,088.29	33,436.96	31,385.54	35,627.54	29,338.85	46,229.67	48,179.72	52,324.50	53,910.61	59,548.72	505,320.00
Expense													
5000-00 · Salaries & Wages													
5020-00 · P/R - Tax Expense	2,131.06	2,131.05	1,986.24	1,324.16	1,324.16	1,324.16	1,324.16	1,324.16	1,986.24	1,324.16	1,324.16	2,131.05	19,634.76
5030-00 · P/R - Health Insurance Expense	2,135.00	2,135.01	3,202.52	2,135.01	2,135.01	2,135.01	2,135.01	2,135.01	3,202.52	2,135.01	2,135.01	2,135.01	27,755.13
5040-00 · P/R - Workmans Comp	66.24	66.24	99.37	66.24	66.24	66.24	66.24	66.24	99.37	66.24	66.24	66.24	861.21
5060-00 · 401 (k)	544.98	544.98	817.47	544.98	544.98	544.98	544.98	544.98	817.47	544.98	544.98	544.98	7,084.82
5070-00 · Other Benefits and Expenses	47.43	47.43	71.16	47.43	47.43	47.43	47.43	47.43	71.15	47.43	47.43	47.43	617.18
5000-00 · Salaries & Wages - Other	13,166.30	20,973.10	20,373.60	14,055.88	12,249.08	12,249.08	12,249.08	12,249.08	18,373.61	12,249.08	12,249.08	18,973.12	179,410.09
Total 5000-00 · Salaries & Wages	18,091.02	25,897.83	26,550.37	18,173.71	16,366.92	16,366.92	16,366.92	16,366.92	24,550.37	16,366.92	16,366.92	23,898.34	235,363.19
5100-00 · Rent													
5110-00 · Utilities	520.00	617.33	617.33	617.33	617.33	617.33	617.33	617.33	617.33	617.33	617.33	617.94	7,311.26
5140-00 · Repairs & Maintenance	0.00	157.39	157.39	157.39	157.39	157.39	157.39	157.39	157.39	157.39	157.39	157.39	1,731.33
5150-00 · Office - Cleaning	50.00	197.12	197.12	197.12	197.12	197.12	197.12	197.12	197.12	197.12	197.12	197.12	2,218.33
5100-00 · Rent - Other	6,090.13	7,751.45	7,751.45	7,751.45	7,751.45	7,751.45	7,751.45	7,751.45	7,751.45	7,751.45	7,751.45	7,751.45	91,356.08
Total 5100-00 · Rent	6,660.13	8,723.29	8,723.29	8,723.29	8,723.29	8,723.29	8,723.29	8,723.29	8,723.29	8,723.29	8,723.29	8,723.90	102,617.01
5310-00 · Telephone													
5320-00 · Telephone	340.30	296.79	296.79	296.79	296.79	296.79	296.79	533.59	533.59	533.59	533.59	533.59	4,788.99
Total 5310-00 · Telephone	340.30	296.79	296.79	296.79	296.79	296.79	296.79	533.59	533.59	533.59	533.59	533.59	4,788.99
5420-00 · Mail - USPS													
5470-00 · Mail - UPS	41.53	73.17	73.17	73.17	73.17	73.17	73.17	73.17	73.17	73.17	73.17	73.17	846.40
5480-00 · Mail - Fed Ex	50.00	41.56	2.72	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.00	106.16
5420-00 · Mail - USPS - Other	0.00	27.04	27.04	27.04	27.04	27.04	27.04	27.04	27.04	27.04	27.04	27.04	297.44
Total 5420-00 · Mail - USPS	91.53	141.77	102.93	101.57	101.57	101.57	101.57	101.57	101.57	101.57	101.57	101.21	1,250.00
5510-00 · Insurance/Bonding	154.98	173.18	173.18	173.18	173.18	173.18	173.18	173.18	173.18	173.18	173.18	173.22	2,060.00
5520-00 · Supplies													
5525-00 · Supplies- Computer <\$1000	0.00	81.82	81.82	81.82	81.82	81.82	81.82	581.82	81.82	81.82	81.82	174.84	1,493.04
5520-00 · Supplies - Other	307.38	264.78	264.78	264.78	264.78	264.78	264.78	264.78	264.78	264.78	264.78	264.78	3,219.96
Total 5520-00 · Supplies	307.38	346.60	346.60	346.60	346.60	346.60	346.60	846.60	346.60	346.60	346.60	439.62	4,713.00
5610-00 · Depreciation	33.27	92.34	92.34	92.34	92.34	92.34	92.34	92.34	92.34	92.34	92.34	92.33	1,049.00
5700-00 · Equipment Support & Maintenance	280.00	275.73	275.73	275.73	275.73	275.73	275.73	275.73	275.73	275.73	275.73	275.70	3,313.00
5710-00 · Taxes, Licenses & Fees	0.00	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.10	309.00
5740-00 · Equipment Rental/Leasing	353.36	513.88	513.88	513.88	513.88	513.88	513.88	513.88	513.88	513.88	513.88	613.84	6,106.00
5800-00 · Training Seminars	0.00	53.64	53.64	53.64	1,303.64	53.64	53.64	53.64	53.64	53.64	1,303.64	53.60	3,090.00
5815 · Training Video Series								0.00	1,000.00	1,000.00	1,000.00	1,000.00	5,000.00
5850-00 · Artist of Month - Commissions	0.00	227.27	227.27	227.27	227.27	227.27	227.27	227.27	227.27	227.27	227.27	227.30	2,500.00
6740-00 · Media/Collateral/Production	0.00	0.00	0.00	0.00	0.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	0.00	0.00	5,000.00
8100-00 · Cost of Goods Sold													
51100 · Freight and Shipping Costs	150.00	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	2,126.04
52500 · Purchase Discounts	0.00	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-1,304.71
59900 · POS Inventory Adjustments	75.00	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	1,209.54
8100-00 · Cost of Goods Sold - Other	7,363.27	4,541.63	4,658.46	2,872.48	1,869.07	3,454.83	867.96	752.22	4,138.66	4,396.65	4,172.46	5,559.44	44,647.13
Total 8100-00 · Cost of Goods Sold	7,588.27	4,705.80	4,822.63	3,036.65	2,033.24	3,619.00	1,032.13	916.39	4,302.83	4,560.82	4,336.63	5,723.61	46,678.00
8200-00 · Associate Relations	0.00	102.60	298.69	0.00	36.25	36.25	41.22	0.00	0.00	0.00	0.00	119.99	635.00
8500-00 · Credit Card Fees	34.95	559.23	434.97	369.61	294.87	345.28	282.83	152.17	123.61	240.05	357.39	301.94	3,487.00

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

42 - VIC

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Ju...
8700-00 · Automobile Expenses	0.00	151.35	70.51	156.47	379.55	52.86	17.46	54.15	89.81	61.12	142.21	60.51	1,236.00
8750-00 · Meals/Meetings	0.00	125.01	0.00	39.85	143.59	128.46	0.00	92.02	92.02	92.02	92.02	92.01	897.00
8810-00 · Dues & Subscriptions	49.99	49.99	49.99	49.99	49.99	97.87	49.99	150.00	150.00	150.00	150.00	135.19	1,133.00
8910-00 · Travel	0.00	0.00	0.00	0.00	213.48	0.00	129.49	0.00	0.00	0.00	0.00	0.00	342.97
Total Expense	33,985.18	42,464.40	43,060.91	32,658.67	31,590.38	32,479.03	29,752.43	31,300.84	42,377.83	34,540.12	34,764.36	42,594.00	431,568.17
Net Ordinary Income	3,179.54	-1,379.53	-5,972.62	778.28	-204.84	3,148.50	-413.58	14,928.82	5,801.88	17,784.37	19,146.24	16,954.71	73,751.82
Other Income/Expense													
Other Expense													
8990-00 · Allocated	3,179.78	6,149.63	8,205.66	6,269.61	5,898.64	5,538.70	5,508.70	5,745.55	8,314.14	5,985.51	6,216.52	6,739.38	73,751.82
Total Other Expense	3,179.78	6,149.63	8,205.66	6,269.61	5,898.64	5,538.70	5,508.70	5,745.55	8,314.14	5,985.51	6,216.52	6,739.38	73,751.82
Net Other Income	-3,179.78	-6,149.63	-8,205.66	-6,269.61	-5,898.64	-5,538.70	-5,508.70	-5,745.55	-8,314.14	-5,985.51	-6,216.52	-6,739.38	-73,751.82
Net Income	-0.23	-7,529.16	-14,178.28	-5,491.32	-6,103.48	-2,390.19	-5,922.28	9,183.27	-2,512.25	11,798.86	12,929.72	10,215.33	0.00

North Lake Tahoe Resort Association
Profit & Loss Budget Overview

Accrual Basis

50 - Infrastructure

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Ju...
Ordinary Income/Expense													
Income													
4050-00 · County of Placer TOT Funding	13,434.00	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	0.00	0.00	0.00	0.00	0.00	46,563.00
Total Income	13,434.00	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	0.00	0.00	0.00	0.00	0.00	46,563.00
Gross Profit	13,434.00	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	0.00	0.00	0.00	0.00	0.00	46,563.00
Expense													
5000-00 · Salaries & Wages													
5020-00 · P/R - Tax Expense	188.17	188.17	282.27	188.17	188.17	188.17	188.17	0.00	0.00	0.00	0.00	0.00	1,411.29
5030-00 · P/R - Health Insurance Expense	211.45	211.45	317.15	211.45	211.45	211.45	211.45	0.00	0.00	0.00	0.00	0.00	1,585.85
5040-00 · P/R - Workmans Comp	8.50	8.50	12.74	8.50	8.50	8.50	8.50	0.00	0.00	0.00	0.00	0.00	63.74
5060-00 · 401 (k)	97.48	97.48	146.24	97.48	97.48	97.48	97.48	0.00	0.00	0.00	0.00	0.00	731.12
5070-00 · Other Benefits and Expenses	2.80	2.80	4.19	2.80	2.80	2.80	2.80	0.00	0.00	0.00	0.00	0.00	20.99
5000-00 · Salaries & Wages - Other	7,737.27	2,047.79	3,071.79	2,047.79	2,047.79	2,047.79	2,047.79	0.00	0.00	0.00	0.00	0.00	21,048.01
Total 5000-00 · Salaries & Wages	8,245.67	2,556.19	3,834.38	2,556.19	2,556.19	2,556.19	2,556.19	0.00	0.00	0.00	0.00	0.00	24,861.00
5100-00 · Rent													
5110-00 · Utilities	35.00	9.79	9.79	9.79	9.79	9.79	9.79	0.00	0.00	0.00	0.00	0.00	93.74
5140-00 · Repairs & Maintenance	0.00	19.97	19.97	19.97	19.97	19.97	19.97	0.00	0.00	0.00	0.00	0.00	119.82
5150-00 · Office - Cleaning	40.00	13.26	13.26	13.26	13.26	13.26	13.26	0.00	0.00	0.00	0.00	0.00	119.56
5100-00 · Rent - Other	340.38	437.25	437.25	437.25	437.25	437.25	437.25	0.00	0.00	0.00	0.00	0.00	2,963.88
Total 5100-00 · Rent	415.38	480.27	480.27	480.27	480.27	480.27	480.27	0.00	0.00	0.00	0.00	0.00	3,297.00
5310-00 · Telephone													
5320-00 · Telephone	177.48	65.59	65.59	65.59	65.59	65.59	65.57	0.00	0.00	0.00	0.00	0.00	571.00
Total 5310-00 · Telephone	177.48	65.59	65.59	65.59	65.59	65.59	65.57	0.00	0.00	0.00	0.00	0.00	571.00
5420-00 · Mail - USPS	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
5510-00 · Insurance/Bonding	18.60	40.07	40.07	40.07	40.07	40.07	40.05	0.00	0.00	0.00	0.00	0.00	259.00
5520-00 · Supplies	7.70	82.05	82.05	82.05	82.05	82.05	82.05	0.00	0.00	0.00	0.00	0.00	500.00
5610-00 · Depreciation	11.19	69.13	69.13	69.13	69.13	69.13	69.16	0.00	0.00	0.00	0.00	0.00	426.00
5700-00 · Equipment Support & Maintenance	56.00	104.00	104.00	104.00	104.00	104.00	104.00	0.00	0.00	0.00	0.00	0.00	680.00
5710-00 · Taxes, Licenses & Fees	0.00	78.83	78.83	78.83	78.83	78.83	78.85	0.00	0.00	0.00	0.00	0.00	473.00
5740-00 · Equipment Rental/Leasing	112.35	351.77	351.77	351.77	351.77	351.77	351.77	0.00	0.00	0.00	0.00	0.00	2,223.00
5800-00 · Training Seminars							500.00	0.00	0.00	0.00	0.00	0.00	500.00
5810-00 · Public Outreach	0.00	442.67	442.67	442.67	442.67	442.67	442.65	0.00	0.00	0.00	0.00	0.00	2,656.00
5941-00 · Research & Planning	375.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	375.00
8700-00 · Automobile Expenses	0.00	100.00	100.00	100.00	100.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
8750-00 · Meals/Meetings	0.00	100.00	100.00	100.00	100.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
8810-00 · Dues & Subscriptions	0.00	274.33	274.33	274.33	274.33	274.33	274.35	0.00	0.00	0.00	0.00	0.00	1,646.00
8910-00 · Travel	0.00	41.67	41.67	41.67	41.67	41.67	41.65	0.00	0.00	0.00	0.00	0.00	250.00
Total Expense	9,469.37	4,786.57	6,064.76	4,786.57	4,786.57	4,786.57	5,086.59	0.00	0.00	0.00	0.00	0.00	39,767.00
Net Ordinary Income	3,964.63	734.93	-543.26	734.93	734.93	734.93	434.91	0.00	0.00	0.00	0.00	0.00	6,796.00
Other Income/Expense													
Other Expense													
8990-00 · Allocated	3,496.79	549.87	549.87	549.87	549.87	549.87	549.86	0.00	0.00	0.00	0.00	0.00	6,796.00
Total Other Expense	3,496.79	549.87	549.87	549.87	549.87	549.87	549.86	0.00	0.00	0.00	0.00	0.00	6,796.00
Net Other Income	-3,496.79	-549.87	-549.87	-549.87	-549.87	-549.87	-549.86	0.00	0.00	0.00	0.00	0.00	-6,796.00
Net Income	467.84	185.06	-1,093.13	185.06	185.06	185.06	-114.95	0.00	0.00	0.00	0.00	0.00	0.00

North Lake Tahoe Resort Association
Profit & Loss Budget Overview

51 - TMPI

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Ju...
Ordinary Income/Expense													
Income													
4050-00 · County of Placer TOT Funding							0.00	3,403.20	3,403.20	3,403.20	3,403.20	3,403.20	17,016.00
Total Income							0.00	3,403.20	3,403.20	3,403.20	3,403.20	3,403.20	17,016.00
Gross Profit							0.00	3,403.20	3,403.20	3,403.20	3,403.20	3,403.20	17,016.00
Expense													
5000-00 · Salaries & Wages													
5020-00 · P/R - Tax Expense							0.00	139.76	209.65	139.76	139.76	139.76	768.69
5040-00 · P/R - Workmans Comp							0.00	5.40	8.11	5.40	5.40	5.40	29.71
5060-00 · 401 (k)							0.00	65.45	98.19	65.45	65.45	65.45	359.99
5070-00 · Other Benefits and Expenses							0.00	1.81	2.71	1.81	1.81	1.81	9.95
5000-00 · Salaries & Wages - Other							0.00	1,506.30	2,259.46	1,506.30	1,506.30	1,506.30	8,284.66
Total 5000-00 · Salaries & Wages							0.00	1,718.72	2,578.12	1,718.72	1,718.72	1,718.72	9,453.00
5100-00 · Rent							0.00	581.60	581.60	581.60	581.60	581.60	2,908.00
5310-00 · Telephone							0.00	57.60	57.60	57.60	57.60	57.60	288.00
5420-00 · Mail - USPS							0.00	10.00	10.00	10.00	10.00	10.00	50.00
5510-00 · Insurance/Bonding							0.00	20.00	20.00	20.00	20.00	20.00	100.00
5520-00 · Supplies							0.00	50.00	50.00	50.00	50.00	50.00	250.00
5700-00 · Equipment Support & Maintenance							0.00	50.00	50.00	50.00	50.00	50.00	250.00
5710-00 · Taxes, Licenses & Fees							0.00	17.00	17.00	17.00	17.00	16.00	84.00
5740-00 · Equipment Rental/Leasing							0.00	30.00	30.00	30.00	30.00	30.00	150.00
8700-00 · Automobile Expenses							0.00	50.00	50.00	50.00	50.00	50.00	250.00
8750-00 · Meals/Meetings							0.00	50.00	50.00	50.00	50.00	50.00	250.00
8910-00 · Travel							0.00	100.00	100.00	100.00	100.00	100.00	500.00
Total Expense							0.00	2,734.92	3,594.32	2,734.92	2,734.92	2,733.92	14,533.00
Net Ordinary Income							0.00	668.28	-191.12	668.28	668.28	669.28	2,483.00
Other Income/Expense													
Other Expense													
8990-00 · Allocated							0.00	500.00	500.00	500.00	500.00	483.00	2,483.00
Total Other Expense							0.00	500.00	500.00	500.00	500.00	483.00	2,483.00
Net Other Income							0.00	-500.00	-500.00	-500.00	-500.00	-483.00	-2,483.00
Net Income							0.00	168.28	-691.12	168.28	168.28	186.28	0.00

North Lake Tahoe Resort Association Profit & Loss Budget Overview

60 - Membership

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Jun 18
Ordinary Income/Expense													
Income													
4200-00 · Membership Dues	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	16,500.00	13,500.00	13,500.00	13,500.00	13,500.00	13,500.00	150,000.00
4201-00 · New Member Fees	0.00	0.00	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75.00
4250-00 · Revenues-Membership Activities													
4250-01 · Community Awards													
4250-04 · Silent Auction							0.00	0.00	0.00	12,000.00	0.00	0.00	12,000.00
4250-05 · Sponsorships							0.00	0.00	0.00	6,500.00	0.00	0.00	6,500.00
4250-01 · Community Awards - Other							0.00	0.00	0.00	22,500.00	0.00	0.00	22,500.00
Total 4250-01 · Community Awards							0.00	0.00	0.00	41,000.00	0.00	0.00	41,000.00
4250-02 · Chamber Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	3,000.00	0.00	0.00	6,725.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	4,300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	7,300.00
4251-00 · Tues AM Breakfast Club													
4251-01 · Tues AM Breakfast Club Sponsors	0.00	0.00	0.00	0.00	0.00	250.00	250.00	300.00	300.00	300.00	300.00	300.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	0.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	8,250.00
Total 4251-00 · Tues AM Breakfast Club	0.00	750.00	750.00	750.00	750.00	1,000.00	1,000.00	1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	10,250.00
4250-00 · Revenues-Membership Activities - Other	0.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	1,925.00
Total 4250-00 · Revenues-Membership Activities	0.00	925.00	925.00	5,225.00	925.00	1,175.00	1,175.00	4,225.00	4,225.00	42,225.00	1,225.00	10,950.00	73,200.00
Total Income	11,000.00	11,925.00	12,000.00	16,225.00	11,925.00	12,175.00	17,675.00	17,725.00	17,725.00	55,725.00	14,725.00	24,450.00	223,275.00
Gross Profit	11,000.00	11,925.00	12,000.00	16,225.00	11,925.00	12,175.00	17,675.00	17,725.00	17,725.00	55,725.00	14,725.00	24,450.00	223,275.00
Expense													
5000-00 · Salaries & Wages													
5000-01 · In-Market Administration	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-16,500.00
5020-00 · P/R - Tax Expense	565.00	525.00	775.00	525.00	525.00	525.00	525.00	525.00	787.50	525.00	525.00	525.00	6,852.50
5030-00 · P/R - Health Insurance Expense	875.00	2,000.00	752.71	912.68	950.00	950.00	950.00	950.00	1,800.00	950.00	950.00	950.00	12,990.39
5040-00 · P/R - Workmans Comp	105.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	930.00
5060-00 · 401 (k)	305.00	220.00	320.00	220.00	320.00	320.00	320.00	320.00	480.00	320.00	320.00	320.00	3,785.00
5070-00 · Other Benefits and Expenses	25.00	25.00	25.00	25.00	93.00	93.00	93.00	93.00	93.00	93.00	93.00	93.00	844.00
5000-00 · Salaries & Wages - Other	5,750.00	6,850.00	11,000.00	7,650.00	7,800.00	7,800.00	7,800.00	7,800.00	11,700.00	7,800.00	7,800.00	7,800.00	97,550.00
Total 5000-00 · Salaries & Wages	6,250.00	8,320.00	11,572.71	8,032.68	8,388.00	8,388.00	8,388.00	8,388.00	13,560.50	8,388.00	8,388.00	8,388.00	106,451.89
5100-00 · Rent													
5110-00 · Utilities	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	600.00
5140-00 · Repairs & Maintenance	0.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	605.00
5150-00 · Office - Cleaning	75.00	150.00	85.00	75.00	75.00	85.00	75.00	75.00	85.00	75.00	150.00	85.00	1,090.00
5100-00 · Rent - Other	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	8,700.00
Total 5100-00 · Rent	850.00	980.00	915.00	905.00	905.00	915.00	905.00	905.00	915.00	905.00	980.00	915.00	10,995.00
5310-00 · Telephone													
5320-00 · Telephone	280.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	216.00	2,686.00
Total 5310-00 · Telephone	280.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	216.00	2,686.00
5420-00 · Mail - USPS	50.00	50.00	50.00	50.00	50.00	50.00	50.00	250.00	250.00	50.00	50.00	50.00	1,000.00
5510-00 · Insurance/Bonding	25.00	55.00	170.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	745.00
5520-00 · Supplies													
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	0.00	0.00	0.00	125.00	125.00	125.00	125.00	125.00	125.00	750.00
5520-00 · Supplies - Other	90.00	135.00	95.00	95.00	100.00	135.00	125.00	95.00	95.00	95.00	95.00	95.00	1,250.00
Total 5520-00 · Supplies	90.00	135.00	95.00	95.00	100.00	135.00	250.00	220.00	220.00	220.00	220.00	220.00	2,000.00
5610-00 · Depreciation	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	180.00
5700-00 · Equipment Support & Maintenance	540.00	55.00	235.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	1,325.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	50.00	0.00	0.00	50.00	0.00	0.00	50.00	0.00	0.00	50.00	200.00
5740-00 · Equipment Rental/Leasing	225.00	265.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	2,990.00
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	250.00	750.00	250.00	0.00	0.00	0.00	1,250.00
6423-00 · Membership Activities													
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,500.00	10,000.00	0.00	0.00	18,500.00
6436-00 · Membership - Wnt/Sum Rec Lunch	10.00	0.00	2,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,425.00	4,185.00
6437-00 · Tuesday Morning Breakfast Club	0.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	7,150.00
6442-00 · Public Relations/Website	280.00	280.00	280.00	280.00	280.00	2,795.00	2,795.00	295.00	295.00	295.00	295.00	295.00	8,465.00
6444-00 · Trades	0.00	580.00	0.00	275.00	0.00	0.00	0.00	0.00	500.00	500.00	0.00	275.00	2,130.00
6423-00 · Membership Activities - Other	75.00	0.00	75.00	0.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	750.00
Total 6423-00 · Membership Activities	365.00	1,510.00	3,755.00	1,205.00	1,005.00	3,520.00	3,520.00	1,020.00	10,020.00	11,520.00	1,020.00	2,720.00	41,180.00
8200-00 · Associate Relations	0.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	275.00
8500-00 · Credit Card Fees	210.00	170.00	180.00	160.00	195.00	195.00	295.00	295.00	295.00	195.00	195.00	195.00	2,580.00
8700-00 · Automobile Expenses	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	200.00	75.00	75.00	1,025.00
8750-00 · Meals/Meetings	0.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	440.00
8810-00 · Dues & Subscriptions	115.00	50.00	150.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	765.00
8920-00 · Bad Debt	1,375.00	475.00	2,775.00	995.00	585.00	585.00	585.00	661.20	661.20	661.20	661.20	310.20	10,330.00

North Lake Tahoe Resort Association Profit & Loss Budget Overview

60 - Membership

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Jun 18
Total Expense	10,465.00	12,439.00	20,571.71	12,226.68	12,012.00	14,622.00	15,027.00	13,273.20	27,005.70	22,848.20	12,298.20	13,629.20	186,417.89
Net Ordinary Income	535.00	-514.00	-8,571.71	3,998.32	-87.00	-2,447.00	2,648.00	4,451.80	-9,280.70	32,876.80	2,426.80	10,820.80	36,857.11
Other Income/Expense													
Other Expense													
8990-00 - Allocated	2,863.74	2,546.26	3,442.50	2,598.53	2,436.85	2,279.97	2,266.88	2,370.14	3,489.78	2,474.72	2,370.11	2,717.63	31,857.11
Total Other Expense	2,863.74	2,546.26	3,442.50	2,598.53	2,436.85	2,279.97	2,266.88	2,370.14	3,489.78	2,474.72	2,370.11	2,717.63	31,857.11
Net Other Income	-2,863.74	-2,546.26	-3,442.50	-2,598.53	-2,436.85	-2,279.97	-2,266.88	-2,370.14	-3,489.78	-2,474.72	-2,370.11	-2,717.63	-31,857.11
Net Income	-2,328.74	-3,060.26	-12,014.21	1,399.79	-2,523.85	-4,726.97	381.12	2,081.66	-12,770.48	30,402.08	56.69	8,103.17	5,000.00

North Lake Tahoe Resort Association
Profit & Loss Budget Overview

70 - Administration

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Ju...
Ordinary Income/Expense													
Expense													
5000-00 · Salaries & Wages													
5020-00 · P/R - Tax Expense	2,561.13	2,561.13	3,841.66	2,561.13	2,561.13	2,561.13	2,561.13	2,561.13	3,841.67	2,561.13	2,561.13	2,561.13	33,294.63
5030-00 · P/R - Health Insurance Expense	2,586.03	2,586.03	3,879.07	2,586.03	2,586.03	2,586.03	2,586.03	2,586.03	3,879.07	2,586.03	2,586.03	2,586.03	33,618.44
5040-00 · P/R - Workmans Comp	153.63	153.63	230.42	153.63	153.63	153.63	153.63	153.63	230.43	153.63	153.63	153.63	1,997.15
5060-00 · 401 (k)	438.48	438.48	657.73	438.48	438.48	438.48	438.48	438.48	657.73	438.48	438.48	438.48	5,700.26
5070-00 · Other Benefits and Expenses	97.89	97.89	146.80	97.89	97.89	97.89	97.89	97.89	146.81	97.89	97.89	97.89	1,272.51
5000-00 · Salaries & Wages - Other	20,447.65	30,458.87	45,676.77	30,458.87	31,366.89	31,366.89	31,366.89	34,090.95	48,400.83	34,090.95	34,090.95	34,090.50	405,907.01
Total 5000-00 · Salaries & Wages	26,284.81	36,296.03	54,432.45	36,296.03	37,204.05	37,204.05	37,204.05	39,928.11	57,156.54	39,928.11	39,928.11	39,927.66	481,790.00
5100-00 · Rent													
5110-00 · Utilities	120.00	116.94	116.94	116.94	116.94	116.94	116.94	116.94	116.94	116.94	116.94	116.94	1,406.34
5140-00 · Repairs & Maintenance	150.00	374.64	374.64	374.64	374.64	374.64	374.64	374.64	374.64	374.64	374.64	374.63	4,271.03
5150-00 · Office - Cleaning	155.00	170.52	170.52	170.52	170.52	170.52	170.52	170.53	170.53	170.53	170.53	170.53	2,030.77
5100-00 · Rent - Other	1,132.69	1,807.20	1,807.20	1,807.20	1,807.20	1,807.20	1,807.20	1,807.20	1,807.20	1,807.19	1,807.19	1,806.90	21,011.57
Total 5100-00 · Rent	1,557.69	2,469.30	2,469.30	2,469.30	2,469.30	2,469.30	2,469.30	2,469.31	2,469.31	2,469.30	2,469.30	2,469.00	28,719.71
5310-00 · Telephone													
5320-00 · Telephone	641.31	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.19	12,611.00
Total 5310-00 · Telephone	641.31	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.19	12,611.00
5420-00 · Mail - USPS	250.00	42.82	42.82	42.82	42.82	42.82	42.82	42.82	42.82	42.82	42.82	42.80	721.00
5510-00 · Insurance/Bonding	136.38	146.78	146.78	146.78	146.78	146.78	146.78	146.78	146.78	146.78	146.78	146.82	1,751.00
5520-00 · Supplies													
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	2,000.00
5520-00 · Supplies - Other	580.40	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.90	5,210.00
Total 5520-00 · Supplies	580.40	420.87	420.87	1,420.87	420.87	420.87	420.87	420.87	1,420.87	420.87	420.87	420.90	7,210.00
5610-00 · Depreciation	85.64	175.67	175.67	175.67	175.67	175.67	175.67	175.67	175.67	175.67	175.67	175.66	2,018.00
5700-00 · Equipment Support & Maintenance	420.00	310.91	310.91	310.91	310.91	310.91	310.91	310.91	310.91	310.91	310.91	310.90	3,840.00
5710-00 · Taxes, Licenses & Fees	906.93	666.64	666.64	666.64	666.64	666.64	666.64	666.64	666.64	666.64	666.64	666.67	8,240.00
5740-00 · Equipment Rental/Leasing	172.01	218.45	218.45	218.45	218.45	218.45	218.45	218.45	218.45	218.45	218.45	218.49	2,575.00
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	3,180.00	0.00	0.00	0.00	6,180.00
5900-00 · Professional Fees													
5910-00 · Professional Fees - Attorneys	0.00	0.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	10,000.00
5920-00 · Professional Fees - Accountant	0.00	8,000.00	6,000.00	6,000.00	0.00	0.00	0.00	0.00	0.00	2,000.00	0.00	0.00	22,000.00
5921-00 · Professional Fees - Other	0.00	0.00	0.00	1,000.00	1,000.00	1,000.00	750.00	0.00	0.00	0.00	0.00	0.00	3,750.00
Total 5900-00 · Professional Fees	0.00	8,000.00	7,000.00	8,000.00	2,000.00	2,000.00	1,750.00	1,000.00	1,000.00	3,000.00	1,000.00	1,000.00	35,750.00
6490-00 · Classified Ads	0.00	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.30	773.00
6701-00 · Market Study Reports/Research	0.00	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.30	773.00
8200-00 · Associate Relations	0.00	206.00	206.00	206.00	206.00	206.00	206.00	206.00	206.00	206.00	206.00	205.60	2,265.60
8300-00 · Board Functions	447.05	858.27	858.27	858.27	858.27	858.27	858.27	858.27	858.27	858.27	858.02	858.01	9,887.51
8500-00 · Credit Card Fees	47.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-47.94	0.00
8700-00 · Automobile Expenses	0.00	93.64	93.64	93.64	93.64	93.64	93.64	93.64	93.64	93.64	93.64	93.15	1,029.55
8750-00 · Meals/Meetings	15.00	125.09	125.09	125.09	125.09	125.09	125.09	125.09	125.09	125.09	125.09	125.10	1,391.00
8810-00 · Dues & Subscriptions	252.68	126.85	126.85	126.85	126.85	126.85	126.85	126.85	126.85	126.85	126.85	126.82	1,648.00
8910-00 · Travel	0.00	318.36	318.36	318.36	318.36	318.36	318.36	318.36	318.36	318.36	318.36	318.03	3,501.63
Total Expense	31,797.84	51,704.37	68,840.79	52,704.37	49,612.39	46,612.39	46,362.39	48,336.46	69,744.89	50,336.45	48,336.20	48,286.46	612,675.00
Net Ordinary Income	-31,797.84	-51,704.37	-68,840.79	-52,704.37	-49,612.39	-46,612.39	-46,362.39	-48,336.46	-69,744.89	-50,336.45	-48,336.20	-48,286.46	-612,675.00
Other Income/Expense													
Other Expense													
8990-00 · Allocated	-31,797.84	-51,704.37	-68,840.79	-52,704.37	-49,612.39	-46,612.39	-46,612.39	-48,336.46	-69,494.94	-50,336.45	-48,336.20	-48,286.41	-612,675.00
Total Other Expense	-31,797.84	-51,704.37	-68,840.79	-52,704.37	-49,612.39	-46,612.39	-46,612.39	-48,336.46	-69,494.94	-50,336.45	-48,336.20	-48,286.41	-612,675.00
Net Other Income	31,797.84	51,704.37	68,840.79	52,704.37	49,612.39	46,612.39	46,612.39	48,336.46	69,494.94	50,336.45	48,336.20	48,286.41	612,675.00

North Lake Tahoe Resort Association
Profit & Loss Budget Overview

70 - Administration

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Ju...
Net Income	0.00	0.00	0.00	0.00	0.00	0.00	250.00	0.00	-249.95	0.00	0.00	-0.05	0.00

North Lake Tahoe Resort Association
Profit & Loss Budget Overview
July 2017 through June 2018

Accrual Basis

Table with columns for months (Jul 17 to Jun 18) and a total column (Jul '17 - Jun 18). Rows include Ordinary Income/Expense, Income, and Expense categories with various sub-items and their corresponding values.

North Lake Tahoe Resort Association
Profit & Loss Budget Overview
July 2017 through June 2018

Table with columns for months (Jul 17 to Jun 18) and a Total column (Jul '17 - Jun 18). Rows list various budget categories such as Equipment Rental/Leasing, Professional Fees, Research & Planning, Events, Membership Activities, and Marketing Programs.

**North Lake Tahoe Resort Association
Profit & Loss Budget Overview
July 2017 through June 2018**

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Jun 18
Total 8100-00 · Cost of Goods Sold	7,588.27	4,705.80	4,822.63	3,036.65	2,033.24	3,619.00	1,032.13	916.39	4,302.83	4,560.82	4,336.63	5,723.61	46,678.00
8200-00 · Associate Relations	0.00	436.62	632.69	334.00	370.25	370.25	375.22	334.00	334.00	334.00	334.00	453.57	4,308.60
8300-00 · Board Functions	447.05	858.27	858.27	858.27	858.27	858.27	858.27	858.27	858.27	858.27	858.02	858.01	9,887.51
8500-00 · Credit Card Fees	292.89	729.23	614.97	529.61	479.97	540.28	577.83	447.17	418.61	435.05	552.39	449.00	6,067.00
8700-00 · Automobile Expenses	226.63	574.41	602.65	579.53	802.61	475.92	340.50	538.35	574.01	670.32	626.41	544.21	6,555.55
8750-00 · Meals/Meetings	42.65	757.02	631.97	671.82	775.56	810.43	581.95	782.32	782.32	782.32	782.32	782.32	8,183.00
8810-00 · Dues & Subscriptions	1,801.87	1,217.79	1,317.79	1,217.79	1,217.79	1,265.67	1,217.81	675.47	675.47	675.47	675.47	677.61	12,636.00
8910-00 · Travel	860.67	1,901.70	401.70	401.70	615.18	401.70	531.15	1,918.36	697.69	418.36	518.36	418.03	9,084.60
8920-00 · Bad Debt	1,375.00	475.00	2,775.00	995.00	585.00	585.00	585.00	661.20	661.20	661.20	661.20	310.20	10,330.00
Total Expense	509,935.52	336,849.30	390,696.61	246,725.55	222,762.09	403,458.79	361,303.14	406,506.66	374,934.17	289,553.16	286,511.02	368,576.93	4,197,812.99
Net Ordinary Income	-1,345.79	9,462.63	-48,470.13	81,354.57	97,922.99	-80,390.40	-41,206.15	-78,384.37	-46,603.34	81,419.18	50,063.22	-18,822.40	5,000.00
Other Income/Expense													
Other Expense													
8990-00 · Allocated	-0.01	-621.18	-959.79	-640.97	-579.84	-520.54	-766.62	498.92	325.83	459.38	969.91	1,834.91	0.00
Total Other Expense	-0.01	-621.18	-959.79	-640.97	-579.84	-520.54	-766.62	498.92	325.83	459.38	969.91	1,834.91	0.00
Net Other Income	0.01	621.18	959.79	640.97	579.84	520.54	766.62	-498.92	-325.83	-459.38	-969.91	-1,834.91	0.00
Net Income	-1,345.78	10,083.81	-47,510.34	81,995.54	98,502.83	-79,869.86	-40,439.53	-78,883.29	-46,929.17	80,959.80	49,093.31	-20,657.31	5,000.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	301,181.00	301,181.20	2,542,875.00	2,542,875.20	3,747,600.00
4200-00 · Membership Dues	10,535.81	13,500.00	89,005.50	96,000.00	150,000.00
4201-00 · New Member Fees	0.00	0.00	75.00	75.00	75.00
4205-00 · Conference Dues	916.67	0.00	7,333.36	7,690.00	7,690.00
4250-00 · Revenues-Membership Activities					
4250-01 · Community Awards					
4250-04 · Silent Auction	0.00	0.00	0.00	0.00	12,000.00
4250-05 · Sponsorships	0.00	0.00	0.00	0.00	6,500.00
4250-01 · Community Awards - Other	0.00	0.00	0.00	0.00	22,500.00
Total 4250-01 · Community Awards	0.00	0.00	0.00	0.00	41,000.00
4250-02 · Chamber Events	36.38	3,000.00	89.38	3,000.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	3,409.44	4,300.00	7,300.00
4251-00 · Tues AM Breakfast Club					
4251-01 · Tues AM Breakfast Club Sponsors	0.00	300.00	500.00	800.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	554.08	750.00	2,757.54	5,250.00	8,250.00
Total 4251-00 · Tues AM Breakfast Club	554.08	1,050.00	3,257.54	6,050.00	10,250.00
4250-00 · Revenues-Membership Activities - Other	0.00	175.00	1,194.95	1,225.00	1,925.00
Total 4250-00 · Revenues-Membership Activities	590.46	4,225.00	7,951.31	14,575.00	73,200.00
4252-00 · Sponsorships	1,000.00	0.00	1,000.00	0.00	0.00
4350-00 · Special Events (Marketing)	0.00		77,627.73	0.00	0.00
4600-00 · Commissions					
4601-00 · Commissions - South Shore	-0.01	3,622.22	1,858.99	11,740.15	15,120.86
4600-00 · Commissions - Other	2,546.13	2,500.00	48,435.74	83,290.04	106,771.14
Total 4600-00 · Commissions	2,546.12	6,122.22	50,294.73	95,030.19	121,892.00
46000 · Merchandise Sales					
4502-00 · Non-Retail VIC income	210.00	200.00	8,191.96	7,200.00	9,000.00
46000 · Merchandise Sales - Other	3,567.60	2,893.87	58,128.45	53,735.65	93,356.00
Total 46000 · Merchandise Sales	3,777.60	3,093.87	66,320.41	60,935.65	102,356.00
4720-00 · Miscellaneous	0.00		15.00		
Total Income	320,547.66	328,122.29	2,842,498.04	2,817,181.04	4,202,813.00
Gross Profit	320,547.66	328,122.29	2,842,498.04	2,817,181.04	4,202,813.00
Expense					
5000-00 · Salaries & Wages					
5010-00 · Sales Commissions	811.11	0.00	7,920.24	28,684.89	31,377.70
5020-00 · P/R - Tax Expense	8,301.98	7,736.14	62,745.36	71,124.16	105,626.47
5030-00 · P/R - Health Insurance Expense	11,265.23	9,116.00	66,290.24	81,383.76	122,314.43
5040-00 · P/R - Workmans Comp	1,498.90	564.03	7,791.30	4,035.23	6,286.89

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
5060-00 · 401 (k)	2,502.83	2,594.53	23,439.76	24,084.84	35,772.95
5070-00 · Other Benefits and Expenses	492.59	409.20	3,626.16	3,526.52	5,530.38
5000-00 · Salaries & Wages - Other	89,194.81	88,487.41	689,948.22	752,186.31	1,154,728.64
Total 5000-00 · Salaries & Wages	114,067.45	108,907.33	861,761.28	965,025.74	1,461,637.47
5100-00 · Rent					
5110-00 · Utilities	879.39	1,002.96	7,527.17	8,117.46	12,005.51
5140-00 · Repairs & Maintenance	809.17	856.14	2,713.75	5,235.58	8,258.48
5150-00 · Office - Cleaning	550.01	696.49	5,480.01	6,195.06	8,994.69
5100-00 · Rent - Other	12,480.00	13,736.28	99,726.00	108,683.72	163,715.99
Total 5100-00 · Rent	14,718.57	16,291.87	115,446.93	128,231.83	192,974.68
5310-00 · Telephone					
5320-00 · Telephone	2,501.17	2,654.18	19,039.91	19,951.24	30,564.99
5350-00 · Internet	0.00		25.00	0.00	0.00
5310-00 · Telephone - Other	0.00	57.60	0.00	57.60	288.00
Total 5310-00 · Telephone	2,501.17	2,711.78	19,064.91	20,008.84	30,852.99
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00	88.90	0.00	663.83	1,019.43
5480-00 · Mail - Fed Ex	0.00	21.63	120.54	263.24	349.40
5420-00 · Mail - USPS - Other	1,251.94	442.86	2,543.91	1,806.02	2,977.44
Total 5420-00 · Mail - USPS	1,251.94	553.39	2,664.45	2,733.09	4,346.27
5510-00 · Insurance/Bonding	264.42	723.54	6,721.36	6,673.98	9,518.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	0.00	706.82	1,265.02	2,322.74	4,743.04
5520-00 · Supplies - Other	3,870.13	1,178.22	10,659.73	10,317.06	15,029.96
Total 5520-00 · Supplies	3,870.13	1,885.04	11,924.75	12,639.80	19,773.00
5610-00 · Depreciation	216.35	349.56	1,747.47	3,417.68	4,805.00
5700-00 · Equipment Support & Maintenance	215.30	996.04	7,841.34	9,577.95	13,562.00
5710-00 · Taxes, Licenses & Fees	803.68	764.01	8,222.95	7,017.76	10,151.00
5740-00 · Equipment Rental/Leasing	1,469.05	1,415.88	10,654.50	13,330.47	19,094.00
5800-00 · Training Seminars	339.63	803.64	4,461.22	11,452.48	20,097.00
5810-00 · Public Outreach	0.00	0.00	0.00	3,406.00	5,056.00
5815 · Training Video Series	0.00	3,000.00	1,058.00	7,000.00	13,631.00
5820 · Sales CRM/CMS	0.00		0.00	2,000.00	2,000.00
5830-00 · Commission Due to Third Party	0.00		765.00		
5850-00 · Artist of Month - Commissions	221.85	227.27	3,587.42	1,590.89	2,500.00
5900-00 · Professional Fees					
5910-00 · Professional Fees - Attorneys	180.00	1,000.00	8,340.00	6,000.00	10,000.00
5920-00 · Professional Fees - Accountant	666.00	0.00	17,381.00	20,000.00	22,000.00
5921-00 · Professional Fees - Other	1,500.00	0.00	43,968.75	3,750.00	3,750.00
Total 5900-00 · Professional Fees	2,346.00	1,000.00	69,689.75	29,750.00	35,750.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
5940-00 · Research & Planning Membership	0.00		3,000.00	3,276.00	3,276.00
5941-00 · Research & Planning	0.00	0.00	2,266.25	6,344.00	7,042.00
6020-00 · Programs					
6016-00 · Special Event Partnership	-14,500.00	0.00	0.00	30,000.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	10,000.00	10,000.00	30,000.00
Total 6020-00 · Programs	-14,500.00	0.00	10,000.00	40,000.00	80,000.00
6420-00 · Events					
6420-01 · Sponsorships					
6023-00 · Autumn Food & Wine	0.00		114,771.83	37,000.00	37,000.00
6421-01 · 4th of July Fireworks	0.00	20,000.00	10,000.00	20,000.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	17,700.00	0.00	17,700.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	15,000.00	0.00	15,000.00	0.00	15,000.00
6421-06 · Spartan	0.00	0.00	254,000.00	254,000.00	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00	0.00	0.00	0.00	40,000.00
6421-09 · Wanderlust	0.00	34,000.00	34,042.80	34,000.00	37,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	15,000.00	19,400.00	19,400.00
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	-5,000.00		0.00	0.00	0.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	10,000.00	71,700.00	442,814.63	382,100.00	472,400.00
6421-00 · New Event Development	570.02	400.00	12,155.93	15,900.00	17,600.00
6422-00 · Event Media					
6422-03 · Human Powered Sports Campaign	0.00	0.00	73.77	0.00	25,000.00
Total 6422-00 · Event Media	0.00	0.00	73.77	0.00	25,000.00
6424-00 · Event Operation Expenses	0.00	0.00	98.08	0.00	9,000.00
Total 6420-00 · Events	10,570.02	72,100.00	455,142.41	398,000.00	524,000.00
6423-00 · Membership Activities					
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	18,500.00
6435-00 · Shop Local Event	0.00		295.24		
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	3,081.05	2,760.00	4,185.00
6437-00 · Tuesday Morning Breakfast Club	580.50	650.00	2,997.00	4,550.00	7,150.00
6441-00 · Membership - Miscellaneous Exp	10.00		10.00	0.00	0.00
6442-00 · Public Relations/Website	291.25	295.00	2,272.20	7,285.00	8,465.00
6444-00 · Trades	305.00	0.00	1,140.00	855.00	2,130.00
6423-00 · Membership Activities - Other	273.45	75.00	404.97	450.00	750.00
Total 6423-00 · Membership Activities	1,460.20	1,020.00	10,200.46	15,900.00	41,180.00
6490-00 · Classified Ads	0.00	70.27	50.00	491.89	773.00
6701-00 · Market Study Reports/Research	0.00	222.10	807.50	961.19	1,242.30
6730-00 · Marketing Cooperative/Media	173,500.00	175,333.40	1,021,106.00	1,022,939.40	1,411,821.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
6740-00 · Media/Collateral/Production	0.00	1,000.00	0.00	3,000.00	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program					
6015-00 · Cross Country	0.00		0.00	4,000.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	-4,755.68	5,000.00	8,140.69	55,000.00	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	-4,755.68	5,000.00	8,140.69	59,000.00	84,000.00
6743-00 · BACC Marketing Programs					
6743-01 · Shop Local	4,871.66	2,000.00	8,391.67	12,000.00	20,000.00
6743-03 · Touch Lake Tahoe	390.65	3,000.00	10,493.15	14,000.00	20,000.00
6743-04 · High Notes	0.00	0.00	0.00	3,000.00	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	20,000.00
Total 6743-00 · BACC Marketing Programs	5,262.31	5,000.00	18,884.82	29,000.00	80,000.00
8100-00 · Cost of Goods Sold					
51100 · Freight and Shipping Costs	132.10	179.64	947.50	1,407.48	2,126.04
52500 · Purchase Discounts	0.00	-118.61	-2,083.80	-830.27	-1,304.71
59900 · POS Inventory Adjustments	0.00	103.14	511.25	796.98	1,209.54
8100-00 · Cost of Goods Sold - Other	2,177.06	752.22	33,703.54	26,379.92	44,647.13
Total 8100-00 · Cost of Goods Sold	2,309.16	916.39	33,078.49	27,754.11	46,678.00
8200-00 · Associate Relations	220.10	334.00	1,749.40	2,853.03	4,308.60
8300-00 · Board Functions	183.03	858.27	6,228.27	6,454.94	9,887.51
8500-00 · Credit Card Fees	375.34	447.17	4,179.65	4,211.95	6,067.00
8700-00 · Automobile Expenses	435.50	538.35	3,022.71	4,140.60	6,555.55
8750-00 · Meals/Meetings	414.37	782.32	3,129.20	5,053.72	8,183.00
8810-00 · Dues & Subscriptions	404.94	675.47	5,417.12	9,931.98	12,636.00
8910-00 · Travel	1,188.47	1,918.36	2,132.02	7,032.16	9,084.60
8920-00 · Bad Debt	2,626.03	661.20	14,420.83	8,036.20	10,330.00
Total Expense	321,979.33	406,506.66	2,728,567.15	2,878,237.70	4,197,812.99
Net Ordinary Income	-1,431.67	-78,384.37	113,930.89	-61,056.66	5,000.00
Other Income/Expense					
Other Income					
4700-00 · Revenues- Interest & Investment	21.17		183.62		
Total Other Income	21.17		183.62		
Other Expense					
8990-00 · Allocated	0.00	498.92	0.00	-3,590.03	0.00
Total Other Expense	0.00	498.92	0.00	-3,590.03	0.00
Net Other Income	21.17	-498.92	183.62	3,590.03	0.00
Net Income	-1,410.50	-78,883.29	114,114.51	-57,466.63	5,000.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
11 - Marketing February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	227,325.40	227,325.60	2,044,662.40	2,044,662.60	2,953,965.00
4350-00 · Special Events (Marketing)	0.00		77,627.73	0.00	0.00
Total Income	227,325.40	227,325.60	2,122,290.13	2,044,662.60	2,953,965.00
Gross Profit	227,325.40	227,325.60	2,122,290.13	2,044,662.60	2,953,965.00
Expense					
5000-00 · Salaries & Wages					
5000-01 · In-Market Administration	1,375.00	1,375.00	11,000.00	11,000.00	16,500.00
5020-00 · P/R - Tax Expense	2,481.52	2,146.30	12,151.84	18,243.57	27,901.94
5030-00 · P/R - Health Insurance Expense	4,151.56	2,295.35	20,982.80	19,510.53	29,839.64
5040-00 · P/R - Workmans Comp	224.72	97.75	1,837.54	830.88	1,270.75
5060-00 · 401 (k)	500.23	806.89	4,785.49	6,858.62	10,489.66
5070-00 · Other Benefits and Expenses	25.96	152.08	1,167.35	1,292.71	1,977.08
5000-00 · Salaries & Wages - Other	22,573.36	22,371.90	137,825.34	190,161.15	290,834.34
Total 5000-00 · Salaries & Wages	31,332.35	29,245.29	189,750.36	247,897.47	378,813.43
5100-00 · Rent					
5110-00 · Utilities	122.40	145.79	1,055.47	1,149.68	1,650.09
5140-00 · Repairs & Maintenance	55.00	73.46	227.46	230.96	524.82
5150-00 · Office - Cleaning	169.23	169.22	1,686.14	1,686.89	2,309.95
5100-00 · Rent - Other	1,929.15	1,885.59	15,424.20	15,629.87	23,259.14
Total 5100-00 · Rent	2,275.78	2,274.06	18,393.27	18,697.40	27,744.00
5310-00 · Telephone					
5320-00 · Telephone	472.20	455.89	4,738.97	3,635.44	5,459.00
Total 5310-00 · Telephone	472.20	455.89	4,738.97	3,635.44	5,459.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00	15.73	0.00	110.11	173.03
5480-00 · Mail - Fed Ex	0.00	20.27	69.24	162.16	243.24
5420-00 · Mail - USPS - Other	190.02	0.00	547.22	0.00	0.00
Total 5420-00 · Mail - USPS	190.02	36.00	616.46	272.27	416.27
5510-00 · Insurance/Bonding	50.24	241.83	1,400.91	1,934.64	2,902.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	0.00	0.00	238.00	0.00	0.00
5520-00 · Supplies - Other	838.88	257.50	2,006.71	2,060.00	3,090.00
Total 5520-00 · Supplies	838.88	257.50	2,244.71	2,060.00	3,090.00
5610-00 · Depreciation	16.02	38.08	158.15	304.64	457.00
5700-00 · Equipment Support & Maintenance	0.00	171.67	2,080.68	1,373.36	2,060.00
5710-00 · Taxes, Licenses & Fees	0.00	46.82	15.00	327.72	515.00
5740-00 · Equipment Rental/Leasing	360.90	173.66	2,162.84	1,365.36	2,060.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
 11 - Marketing February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
5800-00 · Training Seminars	339.63	0.00	1,817.26	3,077.00	5,077.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	0.00	2,000.00	0.00	6,000.00	8,631.00
5820 · Sales CRM/CMS	0.00		0.00	2,000.00	2,000.00
5900-00 · Professional Fees					
5910-00 · Professional Fees - Attorneys	180.00		1,220.00		
5921-00 · Professional Fees - Other	0.00		42,468.75		
Total 5900-00 · Professional Fees	180.00		43,688.75	0.00	0.00
5940-00 · Research & Planning Membership	0.00		0.00	2,870.00	2,870.00
5941-00 · Research & Planning	0.00	0.00	0.00	4,000.00	4,698.00
6020-00 · Programs					
6016-00 · Special Event Partnership	-14,500.00	0.00	0.00	30,000.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	10,000.00	10,000.00	30,000.00
Total 6020-00 · Programs	-14,500.00	0.00	10,000.00	40,000.00	80,000.00
6420-00 · Events					
6420-01 · Sponsorships					
6023-00 · Autumn Food & Wine	0.00		114,771.83	37,000.00	37,000.00
6421-01 · 4th of July Fireworks	0.00	20,000.00	10,000.00	20,000.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	17,700.00	0.00	17,700.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	15,000.00	0.00	15,000.00	0.00	15,000.00
6421-06 · Spartan	0.00	0.00	254,000.00	254,000.00	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00	0.00	0.00	0.00	40,000.00
6421-09 · Wanderlust	0.00	34,000.00	34,042.80	34,000.00	37,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	15,000.00	19,400.00	19,400.00
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	-5,000.00		0.00	0.00	0.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	10,000.00	71,700.00	442,814.63	382,100.00	472,400.00
6421-00 · New Event Development	570.02	400.00	12,155.93	15,900.00	17,600.00
6422-00 · Event Media					
6422-03 · Human Powered Sports Campaign	0.00	0.00	73.77	0.00	25,000.00
Total 6422-00 · Event Media	0.00	0.00	73.77	0.00	25,000.00
6424-00 · Event Operation Expenses	0.00	0.00	98.08	0.00	9,000.00
Total 6420-00 · Events	10,570.02	72,100.00	455,142.41	398,000.00	524,000.00
6490-00 · Classified Ads	0.00		50.00	0.00	0.00
6701-00 · Market Study Reports/Research	0.00	151.83	807.50	469.30	469.30
6730-00 · Marketing Cooperative/Media	164,333.33	164,333.33	947,772.64	947,772.64	1,292,654.00
6742-00 · Non-NLT Co-Op Marketing Program					
6015-00 · Cross Country	0.00		0.00	4,000.00	4,000.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
11 - Marketing February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
6742-00 · Non-NLT Co-Op Marketing Program - Other	-4,905.68	5,000.00	7,090.69	55,000.00	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	-4,905.68	5,000.00	7,090.69	59,000.00	84,000.00
6743-00 · BACC Marketing Programs					
6743-01 · Shop Local	4,871.66	2,000.00	8,391.67	12,000.00	20,000.00
6743-03 · Touch Lake Tahoe	390.65	3,000.00	10,493.15	14,000.00	20,000.00
6743-04 · High Notes	0.00	0.00	0.00	3,000.00	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	20,000.00
Total 6743-00 · BACC Marketing Programs	5,262.31	5,000.00	18,884.82	29,000.00	80,000.00
8200-00 · Associate Relations	0.00	56.18	315.27	393.28	618.00
8500-00 · Credit Card Fees	0.00	0.00	65.00	0.00	0.00
8700-00 · Automobile Expenses	293.21	112.75	863.17	902.00	1,353.00
8750-00 · Meals/Meetings	341.95	325.21	2,224.55	2,304.16	3,605.00
8810-00 · Dues & Subscriptions	14.99	218.62	2,074.92	2,574.54	3,449.00
8910-00 · Travel	1,188.47	1,500.00	2,132.02	3,860.67	4,240.00
Total Expense	198,654.62	283,738.72	1,714,490.35	1,780,091.89	2,522,831.00
Net Ordinary Income	28,670.78	-56,413.12	407,799.78	264,570.70	431,133.99
Other Income/Expense					
Other Income					
4700-00 · Revenues- Interest & Investment	5.77		50.05		
Total Other Income	5.77		50.05		
Other Expense					
8990-00 · Allocated	35,048.34	34,913.24	271,266.03	274,866.67	431,133.99
Total Other Expense	35,048.34	34,913.24	271,266.03	274,866.67	431,133.99
Net Other Income	-35,042.57	-34,913.24	-271,215.98	-274,866.67	-431,133.99
Net Income	-6,371.79	-91,326.36	136,583.80	-10,295.96	0.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
30 - Conference February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	27,316.60	27,316.60	186,275.60	186,275.60	295,542.00
4205-00 · Conference Dues	916.67	0.00	7,333.36	7,690.00	7,690.00
4600-00 · Commissions					
4601-00 · Commissions - South Shore	-0.01	3,622.22	1,858.99	11,740.15	15,120.86
4600-00 · Commissions - Other	2,546.13	2,500.00	48,435.74	83,290.04	106,771.14
Total 4600-00 · Commissions	2,546.12	6,122.22	50,294.73	95,030.19	121,892.00
Total Income	30,779.39	33,438.82	243,903.69	288,995.79	425,124.00
Gross Profit	30,779.39	33,438.82	243,903.69	288,995.79	425,124.00
Expense					
5000-00 · Salaries & Wages					
5010-00 · Sales Commissions	811.11	0.00	7,920.24	28,684.89	31,377.70
5020-00 · P/R - Tax Expense	1,041.65	1,039.79	9,465.86	11,435.05	14,996.89
5030-00 · P/R - Health Insurance Expense	2,277.09	1,149.61	11,964.60	11,104.32	15,811.17
5040-00 · P/R - Workmans Comp	183.33	166.01	1,253.04	606.68	1,104.71
5060-00 · 401 (k)	431.28	418.72	4,307.38	5,366.56	7,263.48
5070-00 · Other Benefits and Expenses	41.98	16.98	710.84	493.86	778.76
5000-00 · Salaries & Wages - Other	11,440.83	10,469.18	95,941.64	91,195.59	138,668.25
Total 5000-00 · Salaries & Wages	16,227.27	13,260.29	131,563.60	148,886.95	210,000.96
5100-00 · Rent					
5110-00 · Utilities	61.20	72.90	522.77	577.18	827.12
5140-00 · Repairs & Maintenance	27.50	195.65	107.02	526.33	907.24
5150-00 · Office - Cleaning	84.62	84.62	843.11	843.49	1,154.46
5100-00 · Rent - Other	923.08	985.44	7,384.64	7,651.82	11,594.14
Total 5100-00 · Rent	1,096.40	1,338.61	8,857.54	9,598.82	14,482.96
5310-00 · Telephone					
5320-00 · Telephone	130.62	357.55	1,899.35	2,733.81	4,164.00
Total 5310-00 · Telephone	130.62	357.55	1,899.35	2,733.81	4,164.00
5420-00 · Mail - USPS	62.62	113.00	228.24	357.00	809.00
5510-00 · Insurance/Bonding	16.56	86.75	1,243.39	1,145.26	1,442.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	0.00	0.00	72.99	0.00	500.00
5520-00 · Supplies - Other	140.21	90.07	365.26	649.73	1,010.00
Total 5520-00 · Supplies	140.21	90.07	438.25	649.73	1,510.00
5610-00 · Depreciation	6.41	28.47	69.82	146.06	249.00
5700-00 · Equipment Support & Maintenance	0.00	132.73	1,040.59	1,069.11	1,600.00
5710-00 · Taxes, Licenses & Fees	0.00	5.46	0.00	206.00	206.00
5740-00 · Equipment Rental/Leasing	158.80	229.89	1,146.68	1,740.43	2,660.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
30 - Conference February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
5800-00 · Training Seminars	0.00	0.00	0.00	1,750.00	3,500.00
5830-00 · Commission Due to Third Party	0.00		765.00		
6730-00 · Marketing Cooperative/Media	9,166.67	11,000.07	73,333.36	75,166.76	119,167.00
8200-00 · Associate Relations	50.00	46.82	170.13	327.74	515.00
8500-00 · Credit Card Fees	0.00		90.00		
8700-00 · Automobile Expenses	0.00	152.81	0.00	300.77	912.00
8750-00 · Meals/Meetings	0.00	150.00	0.00	250.00	850.00
8810-00 · Dues & Subscriptions	0.00	130.00	0.00	470.00	1,007.00
Total Expense	27,055.56	27,122.52	220,845.95	244,798.44	363,074.92
Net Ordinary Income	3,723.83	6,316.30	23,057.74	44,197.35	62,049.08
Other Income/Expense					
Other Expense					
8990-00 · Allocated	4,759.69	5,306.45	36,863.57	38,563.16	62,049.08
Total Other Expense	4,759.69	5,306.45	36,863.57	38,563.16	62,049.08
Net Other Income	-4,759.69	-5,306.45	-36,863.57	-38,563.16	-62,049.08
Net Income	-1,035.86	1,009.85	-13,805.83	5,634.19	0.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance 41 - Transportation February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	0.00	0.00	31,550.00	31,550.00	31,550.00
Total Income	0.00	0.00	31,550.00	31,550.00	31,550.00
Gross Profit	0.00	0.00	31,550.00	31,550.00	31,550.00
Expense					
5000-00 · Salaries & Wages					
5020-00 · P/R - Tax Expense	0.00	0.00	1,721.59	765.77	765.77
5030-00 · P/R - Health Insurance Expense	0.00	0.00	206.39	713.81	713.81
5040-00 · P/R - Workmans Comp	0.00	0.00	105.50	29.61	29.61
5060-00 · 401 (k)	0.00	0.00	641.02	358.62	358.62
5070-00 · Other Benefits and Expenses	0.00	0.00	53.46	9.91	9.91
5000-00 · Salaries & Wages - Other	0.00	0.00	8,888.01	13,026.28	13,026.28
Total 5000-00 · Salaries & Wages	0.00	0.00	11,615.97	14,904.00	14,904.00
5100-00 · Rent					
5110-00 · Utilities	0.00	0.00	63.39	116.96	116.96
5140-00 · Repairs & Maintenance	0.00	0.00	5.16	99.24	99.24
5150-00 · Office - Cleaning	0.00	0.00	110.88	71.62	71.62
5100-00 · Rent - Other	0.00	0.00	646.13	1,923.18	1,923.18
Total 5100-00 · Rent	0.00	0.00	825.56	2,211.00	2,211.00
5310-00 · Telephone					
5320-00 · Telephone	0.00	0.00	447.55	285.00	285.00
Total 5310-00 · Telephone	0.00	0.00	447.55	285.00	285.00
5420-00 · Mail - USPS	0.00	0.00	47.74	50.00	50.00
5510-00 · Insurance/Bonding	0.00	0.00	55.22	259.00	259.00
5520-00 · Supplies	0.00	0.00	27.26	500.00	500.00
5610-00 · Depreciation	0.00	0.00	10.50	426.00	426.00
5700-00 · Equipment Support & Maintenance	0.00	0.00	127.57	494.00	494.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	124.00	124.00
5740-00 · Equipment Rental/Leasing	0.00	0.00	406.48	330.00	330.00
5800-00 · Training Seminars	0.00	0.00	0.00	500.00	500.00
5810-00 · Public Outreach	0.00	0.00	0.00	750.00	750.00
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	406.00	406.00
5941-00 · Research & Planning	0.00	0.00	1,891.25	1,969.00	1,969.00
8200-00 · Associate Relations	0.00	0.00	6.01	0.00	0.00
8500-00 · Credit Card Fees	0.00	0.00	4.50	0.00	0.00
8700-00 · Automobile Expenses	0.00	0.00	67.32	250.00	250.00
8750-00 · Meals/Meetings	0.00	0.00	80.60	250.00	250.00
8810-00 · Dues & Subscriptions	0.00	0.00	502.25	2,988.00	2,988.00
8910-00 · Travel	0.00	0.00	0.00	250.00	250.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
 41 - Transportation February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
Total Expense	0.00	0.00	19,115.78	26,946.00	26,946.00
Net Ordinary Income	0.00	0.00	12,434.22	4,604.00	4,604.00
Other Income/Expense					
Other Expense					
8990-00 · Allocated	0.00	0.00	2,470.80	4,604.00	4,604.00
Total Other Expense	0.00	0.00	2,470.80	4,604.00	4,604.00
Net Other Income	0.00	0.00	-2,470.80	-4,604.00	-4,604.00
Net Income	0.00	0.00	9,963.42	0.00	0.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
42 - VIC February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	43,135.80	43,135.80	230,420.80	230,420.80	402,964.00
46000 · Merchandise Sales					
4502-00 · Non-Retail VIC income	210.00	200.00	8,191.96	7,200.00	9,000.00
46000 · Merchandise Sales - Other	3,567.60	2,893.87	58,128.45	53,735.65	93,356.00
Total 46000 · Merchandise Sales	3,777.60	3,093.87	66,320.41	60,935.65	102,356.00
Total Income	46,913.40	46,229.67	296,741.21	291,356.45	505,320.00
Gross Profit	46,913.40	46,229.67	296,741.21	291,356.45	505,320.00
Expense					
5000-00 · Salaries & Wages					
5020-00 · P/R - Tax Expense	1,304.21	1,324.16	10,851.08	12,869.15	19,634.76
5030-00 · P/R - Health Insurance Expense	1,350.19	2,135.01	14,516.72	18,147.58	27,755.13
5040-00 · P/R - Workmans Comp	668.70	66.24	1,864.24	563.09	861.21
5060-00 · 401 (k)	391.64	544.98	4,404.04	4,632.38	7,084.82
5070-00 · Other Benefits and Expenses	362.48	47.43	765.30	403.21	617.18
5000-00 · Salaries & Wages - Other	11,232.77	12,249.08	110,097.42	117,565.20	179,410.09
Total 5000-00 · Salaries & Wages	15,309.99	16,366.92	142,498.80	154,180.62	235,363.19
5100-00 · Rent					
5110-00 · Utilities	512.20	617.33	4,352.17	4,841.32	7,311.26
5140-00 · Repairs & Maintenance	277.50	157.39	430.08	1,101.75	1,731.33
5150-00 · Office - Cleaning	42.31	197.12	421.55	1,429.85	2,218.33
5100-00 · Rent - Other	6,461.54	7,751.45	51,842.32	60,350.28	91,356.08
Total 5100-00 · Rent	7,293.55	8,723.29	57,046.12	67,723.21	102,617.01
5310-00 · Telephone					
5320-00 · Telephone	744.31	533.59	2,905.61	2,654.63	4,788.99
Total 5310-00 · Telephone	744.31	533.59	2,905.61	2,654.63	4,788.99
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00	73.17	0.00	553.72	846.40
5480-00 · Mail - Fed Ex	0.00	1.36	51.30	101.08	106.16
5420-00 · Mail - USPS - Other	353.22	27.04	518.84	189.28	297.44
Total 5420-00 · Mail - USPS	353.22	101.57	570.14	844.08	1,250.00
5510-00 · Insurance/Bonding	88.05	173.18	1,702.28	1,367.24	2,060.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	0.00	581.82	759.95	1,072.74	1,493.04
5520-00 · Supplies - Other	746.79	264.78	2,901.39	2,160.84	3,219.96
Total 5520-00 · Supplies	746.79	846.60	3,661.34	3,233.58	4,713.00
5610-00 · Depreciation	130.77	92.34	1,019.83	679.65	1,049.00
5700-00 · Equipment Support & Maintenance	0.00	275.73	1,435.60	2,210.11	3,313.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
42 - VIC February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
5710-00 · Taxes, Licenses & Fees	0.00	28.09	15.00	196.63	309.00
5740-00 · Equipment Rental/Leasing	314.16	513.88	1,610.69	3,950.52	6,106.00
5800-00 · Training Seminars	0.00	53.64	0.00	1,625.48	3,090.00
5815 · Training Video Series	0.00	1,000.00	1,058.00	1,000.00	5,000.00
5850-00 · Artist of Month - Commissions	221.85	227.27	3,587.42	1,590.89	2,500.00
6740-00 · Media/Collateral/Production	0.00	1,000.00	0.00	3,000.00	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program	150.00		1,050.00	0.00	0.00
8100-00 · Cost of Goods Sold					
51100 · Freight and Shipping Costs	132.10	179.64	947.50	1,407.48	2,126.04
52500 · Purchase Discounts	0.00	-118.61	-2,083.80	-830.27	-1,304.71
59900 · POS Inventory Adjustments	0.00	103.14	511.25	796.98	1,209.54
8100-00 · Cost of Goods Sold - Other	2,177.06	752.22	33,703.54	26,379.92	44,647.13
Total 8100-00 · Cost of Goods Sold	2,309.16	916.39	33,078.49	27,754.11	46,678.00
8200-00 · Associate Relations	0.00	0.00	414.97	515.01	635.00
8500-00 · Credit Card Fees	123.52	152.17	2,219.16	2,464.01	3,487.00
8700-00 · Automobile Expenses	0.00	54.15	419.11	882.35	1,236.00
8750-00 · Meals/Meetings	58.92	92.02	358.56	528.93	897.00
8810-00 · Dues & Subscriptions	49.99	150.00	447.80	547.81	1,133.00
8910-00 · Travel	0.00	0.00	0.00	342.97	342.97
Total Expense	27,894.28	31,300.84	255,098.92	277,291.85	431,568.17
Net Ordinary Income	19,019.12	14,928.82	41,642.29	14,064.59	73,751.82
Other Income/Expense					
Other Expense					
8990-00 · Allocated	5,909.44	5,745.55	45,754.51	46,496.27	73,751.82
Total Other Expense	5,909.44	5,745.55	45,754.51	46,496.27	73,751.82
Net Other Income	-5,909.44	-5,745.55	-45,754.51	-46,496.27	-73,751.82
Net Income	13,109.68	9,183.27	-4,112.22	-32,431.67	0.00

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
50 - Infrastructure February 2018**

	<u>Feb 18</u>	<u>Budget</u>	<u>Jul '17 - Feb 18</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	0.00	0.00	46,563.00	46,563.00	46,563.00
Total Income	<u>0.00</u>	<u>0.00</u>	<u>46,563.00</u>	<u>46,563.00</u>	<u>46,563.00</u>
Gross Profit	0.00	0.00	46,563.00	46,563.00	46,563.00
Expense					
5000-00 · Salaries & Wages					
5020-00 · P/R - Tax Expense	0.00	0.00	2,204.19	1,411.29	1,411.29
5030-00 · P/R - Health Insurance Expense	0.00	0.00	337.09	1,585.85	1,585.85
5040-00 · P/R - Workmans Comp	0.00	0.00	178.90	63.74	63.74
5060-00 · 401 (k)	0.00	0.00	942.49	731.12	731.12
5070-00 · Other Benefits and Expenses	0.00	0.00	115.14	20.99	20.99
5000-00 · Salaries & Wages - Other	0.00	0.00	17,250.63	21,048.01	21,048.01
Total 5000-00 · Salaries & Wages	<u>0.00</u>	<u>0.00</u>	<u>21,028.44</u>	<u>24,861.00</u>	<u>24,861.00</u>
5100-00 · Rent					
5110-00 · Utilities	0.00	0.00	114.13	93.74	93.74
5140-00 · Repairs & Maintenance	0.00	0.00	21.25	119.82	119.82
5150-00 · Office - Cleaning	0.00	0.00	152.15	119.56	119.56
5100-00 · Rent - Other	0.00	0.00	1,061.51	2,963.88	2,963.88
Total 5100-00 · Rent	<u>0.00</u>	<u>0.00</u>	<u>1,349.04</u>	<u>3,297.00</u>	<u>3,297.00</u>
5310-00 · Telephone					
5320-00 · Telephone	0.00	0.00	908.21	571.00	571.00
Total 5310-00 · Telephone	<u>0.00</u>	<u>0.00</u>	<u>908.21</u>	<u>571.00</u>	<u>571.00</u>
5420-00 · Mail - USPS	0.00	0.00	78.70	50.00	50.00
5510-00 · Insurance/Bonding	0.00	0.00	138.12	259.00	259.00
5520-00 · Supplies	0.00	0.00	58.26	500.00	500.00
5610-00 · Depreciation	0.00	0.00	27.66	426.00	426.00
5700-00 · Equipment Support & Maintenance	0.00	0.00	130.83	680.00	680.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	473.00	473.00
5740-00 · Equipment Rental/Leasing	0.00	0.00	1,102.95	2,223.00	2,223.00
5800-00 · Training Seminars	0.00	0.00	0.00	500.00	500.00
5810-00 · Public Outreach	0.00	0.00	0.00	2,656.00	2,656.00
5941-00 · Research & Planning	0.00	0.00	375.00	375.00	375.00
8200-00 · Associate Relations	0.00		15.02	0.00	0.00
8500-00 · Credit Card Fees	0.00	0.00	10.13	0.00	0.00
8700-00 · Automobile Expenses	0.00	0.00	116.25	500.00	500.00
8750-00 · Meals/Meetings	0.00	0.00	21.52	500.00	500.00
8810-00 · Dues & Subscriptions	0.00	0.00	2.25	1,646.00	1,646.00
8910-00 · Travel	0.00	0.00	0.00	250.00	250.00

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
50 - Infrastructure February 2018

	<u>Feb 18</u>	<u>Budget</u>	<u>Jul '17 - Feb 18</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total Expense	0.00	0.00	25,362.38	39,767.00	39,767.00
Net Ordinary Income	0.00	0.00	21,200.62	6,796.00	6,796.00
Other Income/Expense					
Other Expense					
8990-00 · Allocated	0.00	0.00	4,091.47	6,796.00	6,796.00
Total Other Expense	0.00	0.00	4,091.47	6,796.00	6,796.00
Net Other Income	0.00	0.00	-4,091.47	-6,796.00	-6,796.00
Net Income	<u>0.00</u>	<u>0.00</u>	<u>17,109.15</u>	<u>0.00</u>	<u>0.00</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance 51 - TMP February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	3,403.20	3,403.20	3,403.20	3,403.20	17,016.00
Total Income	3,403.20	3,403.20	3,403.20	3,403.20	17,016.00
Gross Profit	3,403.20	3,403.20	3,403.20	3,403.20	17,016.00
Expense					
5000-00 · Salaries & Wages					
5020-00 · P/R - Tax Expense	0.00	139.76	0.00	139.76	768.69
5040-00 · P/R - Workmans Comp	12.17	5.40	12.17	5.40	29.71
5060-00 · 401 (k)	36.92	65.45	36.92	65.45	359.99
5070-00 · Other Benefits and Expenses	0.00	1.81	0.00	1.81	9.95
5000-00 · Salaries & Wages - Other	1,177.03	1,506.30	1,177.03	1,506.30	8,284.66
Total 5000-00 · Salaries & Wages	1,226.12	1,718.72	1,226.12	1,718.72	9,453.00
5100-00 · Rent					
5110-00 · Utilities	3.06		3.06		
5140-00 · Repairs & Maintenance	1.38		1.38		
5150-00 · Office - Cleaning	4.23		4.23		
5100-00 · Rent - Other	161.53	581.60	161.53	581.60	2,908.00
Total 5100-00 · Rent	170.20	581.60	170.20	581.60	2,908.00
5310-00 · Telephone					
5320-00 · Telephone	33.79		33.79		
5310-00 · Telephone - Other	0.00	57.60	0.00	57.60	288.00
Total 5310-00 · Telephone	33.79	57.60	33.79	57.60	288.00
5420-00 · Mail - USPS	18.90	10.00	18.90	10.00	50.00
5510-00 · Insurance/Bonding	5.00	20.00	5.00	20.00	100.00
5520-00 · Supplies	4.91	50.00	4.91	50.00	250.00
5610-00 · Depreciation	0.32		0.32		
5700-00 · Equipment Support & Maintenance	0.00	50.00	0.00	50.00	250.00
5710-00 · Taxes, Licenses & Fees	0.00	17.00	0.00	17.00	84.00
5740-00 · Equipment Rental/Leasing	43.31	30.00	43.31	30.00	150.00
8700-00 · Automobile Expenses	0.00	50.00	0.00	50.00	250.00
8750-00 · Meals/Meetings	0.00	50.00	0.00	50.00	250.00
8910-00 · Travel	0.00	100.00	0.00	100.00	500.00
Total Expense	1,502.55	2,734.92	1,502.55	2,734.92	14,533.00
Net Ordinary Income	1,900.65	668.28	1,900.65	668.28	2,483.00
Other Income/Expense					
Other Expense					
8990-00 · Allocated	847.58	500.00	847.58	500.00	2,483.00

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
51 - TMP February 2018**

	<u>Feb 18</u>	<u>Budget</u>	<u>Jul '17 - Feb 18</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total Other Expense	847.58	500.00	847.58	500.00	2,483.00
Net Other Income	-847.58	-500.00	-847.58	-500.00	-2,483.00
Net Income	<u><u>1,053.07</u></u>	<u><u>168.28</u></u>	<u><u>1,053.07</u></u>	<u><u>168.28</u></u>	<u><u>0.00</u></u>

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
60 - Membership February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4200-00 · Membership Dues	10,535.81	13,500.00	89,005.50	96,000.00	150,000.00
4201-00 · New Member Fees	0.00	0.00	75.00	75.00	75.00
4250-00 · Revenues-Membership Activities					
4250-01 · Community Awards					
4250-04 · Silent Auction	0.00	0.00	0.00	0.00	12,000.00
4250-05 · Sponsorships	0.00	0.00	0.00	0.00	6,500.00
4250-01 · Community Awards - Other	0.00	0.00	0.00	0.00	22,500.00
Total 4250-01 · Community Awards	0.00	0.00	0.00	0.00	41,000.00
4250-02 · Chamber Events	36.38	3,000.00	89.38	3,000.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	3,409.44	4,300.00	7,300.00
4251-00 · Tues AM Breakfast Club					
4251-01 · Tues AM Breakfast Club Sponsors	0.00	300.00	500.00	800.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	554.08	750.00	2,757.54	5,250.00	8,250.00
Total 4251-00 · Tues AM Breakfast Club	554.08	1,050.00	3,257.54	6,050.00	10,250.00
4250-00 · Revenues-Membership Activities - Other	0.00	175.00	1,194.95	1,225.00	1,925.00
Total 4250-00 · Revenues-Membership Activities	590.46	4,225.00	7,951.31	14,575.00	73,200.00
4252-00 · Sponsorships	1,000.00	0.00	1,000.00	0.00	0.00
4720-00 · Miscellaneous	0.00		15.00		
Total Income	12,126.27	17,725.00	98,046.81	110,650.00	223,275.00
Gross Profit	12,126.27	17,725.00	98,046.81	110,650.00	223,275.00
Expense					
5000-00 · Salaries & Wages					
5000-01 · In-Market Administration	-1,375.00	-1,375.00	-11,000.00	-11,000.00	-16,500.00
5020-00 · P/R - Tax Expense	951.66	525.00	5,225.61	4,490.00	6,852.50
5030-00 · P/R - Health Insurance Expense	1,779.88	950.00	9,017.94	8,340.39	12,990.39
5040-00 · P/R - Workmans Comp	70.85	75.00	562.66	630.00	930.00
5060-00 · 401 (k)	271.28	320.00	2,036.04	2,345.00	3,785.00
5070-00 · Other Benefits and Expenses	11.89	93.00	125.12	472.00	844.00
5000-00 · Salaries & Wages - Other	9,432.76	7,800.00	63,505.65	62,450.00	97,550.00
Total 5000-00 · Salaries & Wages	11,143.32	8,388.00	69,473.02	67,727.39	106,451.89
5100-00 · Rent					
5110-00 · Utilities	47.43	50.00	388.33	400.00	600.00
5140-00 · Repairs & Maintenance	21.31	55.00	75.99	385.00	605.00
5150-00 · Office - Cleaning	65.58	75.00	637.76	695.00	1,090.00
5100-00 · Rent - Other	798.38	725.00	6,308.81	5,800.00	8,700.00
Total 5100-00 · Rent	932.70	905.00	7,410.89	7,280.00	10,995.00
5310-00 · Telephone					

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
60 - Membership February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
5320-00 · Telephone	233.21	219.00	1,976.81	1,813.00	2,686.00
Total 5310-00 · Telephone	233.21	219.00	1,976.81	1,813.00	2,686.00
5420-00 · Mail - USPS	296.12	250.00	398.04	600.00	1,000.00
5510-00 · Insurance/Bonding	18.80	55.00	537.97	525.00	745.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	0.00	125.00	72.99	250.00	750.00
5520-00 · Supplies - Other	373.21	95.00	840.82	870.00	1,250.00
Total 5520-00 · Supplies	373.21	220.00	913.81	1,120.00	2,000.00
5610-00 · Depreciation	4.97	15.00	43.43	120.00	180.00
5700-00 · Equipment Support & Maintenance	0.00	55.00	625.77	1,105.00	1,325.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	1.00	100.00	200.00
5740-00 · Equipment Rental/Leasing	216.54	250.00	1,602.61	1,990.00	2,990.00
5800-00 · Training Seminars	0.00	750.00	0.00	1,000.00	1,250.00
6423-00 · Membership Activities					
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	18,500.00
6435-00 · Shop Local Event	0.00		295.24		
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	3,081.05	2,760.00	4,185.00
6437-00 · Tuesday Morning Breakfast Club	580.50	650.00	2,997.00	4,550.00	7,150.00
6441-00 · Membership - Miscellaneous Exp	10.00		10.00	0.00	0.00
6442-00 · Public Relations/Website	291.25	295.00	2,272.20	7,285.00	8,465.00
6444-00 · Trades	305.00	0.00	1,140.00	855.00	2,130.00
6423-00 · Membership Activities - Other	273.45	75.00	404.97	450.00	750.00
Total 6423-00 · Membership Activities	1,460.20	1,020.00	10,200.46	15,900.00	41,180.00
8200-00 · Associate Relations	0.00	25.00	93.10	175.00	275.00
8300-00 · Board Functions	156.03		156.03		
8500-00 · Credit Card Fees	251.82	295.00	1,630.49	1,700.00	2,580.00
8700-00 · Automobile Expenses	18.58	75.00	529.77	600.00	1,025.00
8750-00 · Meals/Meetings	0.00	40.00	0.00	280.00	440.00
8810-00 · Dues & Subscriptions	6.00	50.00	294.67	565.00	765.00
8920-00 · Bad Debt	2,626.03	661.20	14,420.83	8,036.20	10,330.00
Total Expense	17,737.53	13,273.20	110,308.70	110,636.59	186,417.89
Net Ordinary Income	-5,611.26	4,451.80	-12,261.89	13.41	36,857.11
Other Income/Expense					
Other Expense					
8990-00 · Allocated	2,569.74	2,370.14	19,938.42	20,804.87	31,857.11
Total Other Expense	2,569.74	2,370.14	19,938.42	20,804.87	31,857.11
Net Other Income	-2,569.74	-2,370.14	-19,938.42	-20,804.87	-31,857.11
Net Income	-8,181.00	2,081.66	-32,200.31	-20,791.46	5,000.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance 70 - Administration February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Expense					
5000-00 · Salaries & Wages					
5020-00 · P/R - Tax Expense	2,522.94	2,561.13	21,125.19	21,769.57	33,294.63
5030-00 · P/R - Health Insurance Expense	1,706.51	2,586.03	9,264.70	21,981.28	33,618.44
5040-00 · P/R - Workmans Comp	339.13	153.63	1,977.25	1,305.83	1,997.15
5060-00 · 401 (k)	871.48	438.48	6,286.38	3,727.09	5,700.26
5070-00 · Other Benefits and Expenses	50.28	97.89	688.95	832.03	1,272.51
5000-00 · Salaries & Wages - Other	33,338.06	34,090.95	255,262.50	255,233.78	405,907.01
Total 5000-00 · Salaries & Wages	38,828.40	39,928.11	294,604.97	304,849.58	481,790.00
5100-00 · Rent					
5110-00 · Utilities	133.10	116.94	1,027.85	938.58	1,406.34
5140-00 · Repairs & Maintenance	426.48	374.64	1,845.41	2,772.48	4,271.03
5150-00 · Office - Cleaning	184.04	170.53	1,624.19	1,348.65	2,030.77
5100-00 · Rent - Other	2,206.32	1,807.20	16,896.86	13,783.09	21,011.57
Total 5100-00 · Rent	2,949.94	2,469.31	21,394.31	18,842.80	28,719.71
5310-00 · Telephone					
5320-00 · Telephone	887.04	1,088.15	6,129.62	8,258.36	12,611.00
5350-00 · Internet	0.00		25.00		
Total 5310-00 · Telephone	887.04	1,088.15	6,154.62	8,258.36	12,611.00
5420-00 · Mail - USPS	331.06	42.82	706.23	549.74	721.00
5510-00 · Insurance/Bonding	85.77	146.78	1,638.47	1,163.84	1,751.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	0.00	0.00	121.09	1,000.00	2,000.00
5520-00 · Supplies - Other	1,766.13	420.87	4,455.12	3,526.49	5,210.00
Total 5520-00 · Supplies	1,766.13	420.87	4,576.21	4,526.49	7,210.00
5610-00 · Depreciation	57.86	175.67	417.76	1,315.33	2,018.00
5700-00 · Equipment Support & Maintenance	215.30	310.91	2,400.30	2,596.37	3,840.00
5710-00 · Taxes, Licenses & Fees	803.68	666.64	8,191.95	5,573.41	8,240.00
5740-00 · Equipment Rental/Leasing	375.34	218.45	2,578.94	1,701.16	2,575.00
5800-00 · Training Seminars	0.00	0.00	2,643.96	3,000.00	6,180.00
5900-00 · Professional Fees					
5910-00 · Professional Fees - Attorneys	0.00	1,000.00	7,120.00	6,000.00	10,000.00
5920-00 · Professional Fees - Accountant	666.00	0.00	17,381.00	20,000.00	22,000.00
5921-00 · Professional Fees - Other	1,500.00	0.00	1,500.00	3,750.00	3,750.00
Total 5900-00 · Professional Fees	2,166.00	1,000.00	26,001.00	29,750.00	35,750.00
6490-00 · Classified Ads	0.00	70.27	0.00	491.89	773.00
6701-00 · Market Study Reports/Research	0.00	70.27	0.00	491.89	773.00
8200-00 · Associate Relations	170.10	206.00	734.90	1,442.00	2,265.60
8300-00 · Board Functions	27.00	858.27	6,072.24	6,454.94	9,887.51
8500-00 · Credit Card Fees	0.00	0.00	160.37	47.94	0.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
70 - Administration February 2018

	Feb 18	Budget	Jul '17 - Feb 18	YTD Budget	Annual Budget
8700-00 · Automobile Expenses	123.71	93.64	1,027.09	655.48	1,029.55
8750-00 · Meals/Meetings	13.50	125.09	443.97	890.63	1,391.00
8810-00 · Dues & Subscriptions	333.96	126.85	2,095.23	1,140.63	1,648.00
8910-00 · Travel	0.00	318.36	0.00	2,228.52	3,501.63
Total Expense	49,134.79	48,336.46	381,842.52	395,971.00	612,675.00
Net Ordinary Income	-49,134.79	-48,336.46	-381,842.52	-395,971.00	-612,675.00
Other Income/Expense					
Other Income					
4700-00 · Revenues- Interest & Investment	15.40		133.57		
Total Other Income	15.40		133.57		
Other Expense					
8990-00 · Allocated	-49,134.79	-48,336.46	-381,232.38	-396,221.00	-612,675.00
Total Other Expense	-49,134.79	-48,336.46	-381,232.38	-396,221.00	-612,675.00
Net Other Income	49,150.19	48,336.46	381,365.95	396,221.00	612,675.00
Net Income	15.40	0.00	-476.57	250.00	0.00