

North Lake Tahoe Resort Association
Prev Year Comparison
July 2016 through February 2017

	Apr '17	Apr '16	Variance	%
Balance Sheet				
Cash	\$ 899,063.00	\$ 903,442.00	\$ (4,379.00)	-0.48%
Accounts Receivable	18,384.89	(203,561.13)	221,946.02	-109.03%
Other Assets	74,166.11	306,226.13	(232,060.02)	-75.78%
Total Assets	<u>\$ 991,614.00</u>	<u>\$ 1,006,107.00</u>	\$ (14,493.00)	-1.44%
Accounts Payable	\$ 39,138.00	\$ 126,630.00	\$ (87,492.00)	-69.09%
Payroll Liabilities	154,102.07	125,692.00	28,410.07	22.60%
Deferred Revenue	76,561.00	102,555.00	(25,994.00)	-25.35%
Other Liabilities	4,973.93	9,895.00	(4,921.07)	-49.73%
Total Liabilities	<u>\$ 274,775.00</u>	<u>\$ 364,772.00</u>	\$ (89,997.00)	-24.67%
Equity	\$ 716,839.00	\$ 641,335.00	\$ 75,504.00	11.77%
Total Liabilities & Equity	<u>\$ 991,614.00</u>	<u>\$ 1,006,107.00</u>	\$ (14,493.00)	-1.44%
Profit & Loss				
	Jul '16 - Apr 17	Jul '15 - Apr 16		
Income				
Conference	\$ 109,256.16	\$ 183,752.17	\$ (74,496.01)	-40.54%
County of Placer TOT Funding	3,146,650.00	2,753,585.00	393,065.00	14.27%
Membership	153,524.29	142,644.96	10,879.33	7.63%
Special Events (Marketing)	3,450.00	15,500.00	(12,050.00)	-77.74%
Merchandise Sales	73,307.03	61,572.76	11,734.27	19.06%
Less: COGS	(37,211.34)	(30,208.99)	(7,002.35)	23.18%
Other	-	-	0.00	#DIV/0!
Total Income	<u>\$ 3,448,976.14</u>	<u>\$ 3,126,845.90</u>	\$ 322,130.24	10.30%
Expenses				
Salaries & Wages	\$ 1,145,786.20	\$ 1,077,056.81	\$ 68,729.39	6.38%
Rent	148,722.93	134,538.31	14,184.62	10.54%
Telephone	24,579.20	23,884.18	695.02	2.91%
Equipment Leases & Rental	24,201.51	20,581.70	3,619.81	17.59%
Professional Fees	64,044.26	84,044.30	(20,000.04)	-23.80%
Programs	35,648.00	12,973.74	22,674.26	174.77%
AF&W	32,792.86	31,702.19	1,090.67	3.44%
Sponsorship	426,009.64	452,152.34	(26,142.70)	-5.78%
Marketing Co-op	1,087,621.00	936,519.83	151,101.17	16.13%
Non_NLT Co-op Marketing	22,275.90	14,784.92	7,490.98	50.67%
BACC	25,467.38	50,010.38	(24,543.00)	-49.08%
Other	122,178.30	114,263.06	7,915.24	6.93%
Total Expenses	<u>\$ 3,159,327.18</u>	<u>\$ 2,952,511.76</u>	\$ 206,815.42	7.00%
Net Income	<u>\$ 289,648.96</u>	<u>\$ 174,334.14</u>	\$ 115,314.82	66.15%

North Lake Tahoe Resort Association
Profit & Loss
April 2017

	Apr 17	Apr 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4205-00 · Conference Dues	641.67	0.00	641.67	100.0%
4050-00 · County of Placer TOT Funding	314,665.00	311,475.00	3,190.00	1.02%
4200-00 · Membership Dues	12,018.33	11,635.00	383.33	3.3%
4201-00 · New Member Fees	0.00	470.00	-470.00	-100.0%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	570.00	570.00	0.00	0.0%
4250-01 · Community Awards	9,235.07	0.00	9,235.07	100.0%
4250-00 · Revenues-Membership Activities - Other	3,250.00	100.00	3,150.00	3,150.0%
Total 4250-00 · Revenues-Membership Activities	13,055.07	670.00	12,385.07	1,848.52%
4252-00 · Revenue - Sponsorships	2,950.00	0.00	2,950.00	100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	-2,370.56	0.00	-2,370.56	-100.0%
4600-00 · Commissions - Other	4,377.45	17,821.28	-13,443.83	-75.44%
Total 4600-00 · Commissions	2,006.89	17,821.28	-15,814.39	-88.74%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	40.00	150.00	-110.00	-73.33%
46000 · Merchandise Sales - Other	8,921.19	3,324.52	5,596.67	168.35%
Total 46000 · Merchandise Sales	8,961.19	3,474.52	5,486.67	157.91%
Total Income	354,298.15	345,545.80	8,752.35	2.53%
Cost of Goods Sold				
52900 · Purchases - Resale Items	0.00	0.00	0.00	0.0%
Total COGS	0.00	0.00	0.00	0.0%
Gross Profit	354,298.15	345,545.80	8,752.35	2.53%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	0.00	1,524.42	-1,524.42	-100.0%
5020-00 · P/R - Tax Expense	5,662.22	9,294.34	-3,632.12	-39.08%
5030-00 · P/R - Health Insurance Expense	10,320.88	6,636.35	3,684.53	55.52%
5040-00 · P/R - Workmans Comp	976.50	888.75	87.75	9.87%
5060-00 · 401 (k)	2,693.61	4,197.90	-1,504.29	-35.83%
5070-00 · Other Benefits and Expenses	236.73	135.67	101.06	74.49%
5000-00 · Salaries & Wages - Other	97,436.12	120,248.15	-22,812.03	-18.97%
Total 5000-00 · Salaries & Wages	117,326.06	142,925.58	-25,599.52	-17.91%
5100-00 · Rent				
5110-00 · Utilities	1,032.05	1,076.30	-44.25	-4.11%
5140-00 · Repairs & Maintenance	2,290.83	504.13	1,786.70	354.41%
5150-00 · Office - Cleaning	700.00	0.00	700.00	100.0%
5100-00 · Rent - Other	12,169.36	11,444.39	724.97	6.34%
Total 5100-00 · Rent	16,192.24	13,024.82	3,167.42	24.32%
5310-00 · Telephone				
5320-00 · Telephone	2,252.31	2,220.45	31.86	1.44%
Total 5310-00 · Telephone	2,252.31	2,220.45	31.86	1.44%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0.00	0.61	-0.61	-100.0%
Total 5420-00 · Mail - USPS	0.00	0.61	-0.61	-100.0%
5510-00 · Insurance/Bonding	264.40	860.22	-595.82	-69.26%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	198.39	0.00	198.39	100.0%
5520-00 · Supplies - Other	935.79	492.13	443.66	90.15%

North Lake Tahoe Resort Association
Profit & Loss
April 2017

	Apr 17	Apr 16	\$ Change	% Change
Total 5520-00 · Supplies	1,134.18	492.13	642.05	130.46%
5610-00 · Depreciation	233.02	299.76	-66.74	-22.26%
5700-00 · Equipment Support & Maintenance	1,343.33	622.50	720.83	115.8%
5710-00 · Taxes, Licenses & Fees	498.15	1,081.80	-583.65	-53.95%
5740-00 · Equipment Rental/Leasing	724.07	1,110.80	-386.73	-34.82%
5815 · Training Video Series	506.25	0.00	506.25	100.0%
5900-00 · Professional Fees				
5921-00 · Professional Fees - Other	11,667.00	0.00	11,667.00	100.0%
5920-00 · Professional Fees - Accountant	0.00	9,036.47	-9,036.47	-100.0%
Total 5900-00 · Professional Fees	11,667.00	9,036.47	2,630.53	29.11%
5941-00 · Research & Planning	2,952.00	4,075.00	-1,123.00	-27.56%
6020-00 · Programs				
6016-00 · Special Event Partnership	0.00	9,493.17	-9,493.17	-100.0%
Total 6020-00 · Programs	0.00	9,493.17	-9,493.17	-100.0%
6420-00 · Events				
6420-01 · Sponsorships				
6421-11 · IronMan Lake Tahoe	0.00	-893.00	893.00	100.0%
6421-05 · No Barriers	8,400.00	0.00	8,400.00	100.0%
6421-04 · Broken Arrow Skyrace	10,000.00	0.00	10,000.00	100.0%
6023-00 · Autumn Food & Wine	0.00	-5.00	5.00	100.0%
Total 6420-01 · Sponsorships	18,400.00	-898.00	19,298.00	2,149.0%
6421-00 · New Event Development	917.40	946.67	-29.27	-3.09%
6420-00 · Events - Other	0.00	400.00	-400.00	-100.0%
Total 6420-00 · Events	19,317.40	448.67	18,868.73	4,205.48%
6423-00 · Membership Activities				
6444-00 · Trades	1,045.00	0.00	1,045.00	100.0%
6437-00 · Tuesday Morning Breakfast Club	715.50	837.00	-121.50	-14.52%
6432-00 · Membership - Newsletter	0.00	250.00	-250.00	-100.0%
6434-00 · Community Awards Dinner	2,616.93	-10,068.79	12,685.72	125.99%
6442-00 · Public Relations/Website	0.00	291.25	-291.25	-100.0%
6423-00 · Membership Activities - Other	276.69	-325.98	602.67	184.88%
Total 6423-00 · Membership Activities	4,654.12	-9,016.52	13,670.64	151.62%
6701-00 · Market Study Reports/Research	0.00	2,635.00	-2,635.00	-100.0%
6730-00 · Marketing Cooperative/Media	63,250.00	48,504.83	14,745.17	30.4%
6742-00 · Non-NLT Co-Op Marketing Program	427.69	1,150.00	-722.31	-62.81%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	175.00	0.00	175.00	100.0%
6743-02 · Shopping Destination	0.00	1,500.00	-1,500.00	-100.0%
6743-03 · Touch Lake Tahoe	0.00	100.00	-100.00	-100.0%
Total 6743-00 · BACC Marketing Programs	175.00	1,600.00	-1,425.00	-89.06%
7500-00 · Trade Shows/Travel	0.00	362.45	-362.45	-100.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	156.18	130.96	25.22	19.26%
59900 · POS Inventory Adjustments	557.51	9.26	548.25	5,920.63%
8100-00 · Cost of Goods Sold - Other	4,807.17	-6.59	4,813.76	73,046.43%
Total 8100-00 · Cost of Goods Sold	5,520.86	133.63	5,387.23	4,031.45%
8200-00 · Associate Relations	50.00	0.00	50.00	100.0%
8300-00 · Board Functions	61.65	0.00	61.65	100.0%
8500-00 · Credit Card Fees	543.91	210.42	333.49	158.49%
8700-00 · Automobile Expenses	642.34	720.05	-77.71	-10.79%
8750-00 · Meals/Meetings	811.94	234.18	577.76	246.72%
8810-00 · Dues & Subscriptions	973.47	274.98	698.49	254.02%

North Lake Tahoe Resort Association
Profit & Loss
 April 2017

	<u>Apr 17</u>	<u>Apr 16</u>	<u>\$ Change</u>	<u>% Change</u>
8910-00 · Travel	-30.17	0.00	-30.17	-100.0%
8920-00 · Bad Debt	3,304.50	0.00	3,304.50	100.0%
Total Expense	<u>254,795.72</u>	<u>232,501.00</u>	<u>22,294.72</u>	<u>9.59%</u>
Net Ordinary Income	99,502.43	113,044.80	-13,542.37	-11.98%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Net Other Income	0.00	0.00	0.00	0.0%
Net Income	<u><u>99,502.43</u></u>	<u><u>113,044.80</u></u>	<u><u>-13,542.37</u></u>	<u><u>-11.98%</u></u>