



north lake tahoe

Chamber | CVB | Resort Association

Date: 05/27/2021

To: North Lake Tahoe Resort Association (NLTRA) Finance Committee

From: DeWitt Van Sicen, Accounting Manager

RE: Proposed NLTRA Budget 2021/22

Summary of proposed NLTRA budget for fiscal year 2021/22:

- Collections on TBID assessments begin July 1, 2021 and will take several months to build up a reserve large enough to begin TBID operations. In the interim months, the NLTRA will be funded by county TOT dollars to continue marketing and visitor services operations.
- Placer County is budgeting \$4,100,000 in TOT funding for the NLTRA.
- NLTRA plans to use \$3,024,318 of the \$4.1million to fund marketing efforts, visitor services, and TMPI/TBID implementation through March 2022 (9 months). This marks an overall increase of 7% over the prior year's budget.
 - Marketing budget is 7% greater than prior year. This is a result of budgeting for events when contracts are signed to ensure funding as well as increased NLTMC contributions over FY2020/21.
 - Conference budget is 24% greater than prior year. This includes a formerly unbudgeted part time staff that had been hired in the prior year as well as increased NLTMC contributions over FY2020/21.
 - VIC budget is 1% lower than prior year.
 - TMPI budget is 13% lower than prior year. This is due to fewer contracted professional services relative to last year offset by partially funding a new staff position to implement and manage the TBID.
 - Membership budget has decreased over prior year due to reduced staffing and loss of membership caused by the TBID.
 - Membership is posting a loss after 9 months of \$17,000. This loss is caught up in April due to anticipated revenue received through the community awards event. Membership is anticipated to maintain positive cash flows through March 2022.
 - Administration budget is 2% greater than prior year.
- NLTRA plans to use \$162,914 of the remaining budgeted TOT funding for partial staffing and overhead for a Director level TOT Allocation position to manage Transportation & Housing project of the full 12 months of FY2021/22.
- Of the original \$4.1 million TOT funding budgeted for the NLTRA, staff anticipates the remaining \$937,085 to be put towards Transportation and Workforce Housing projects.
- Placer County is awarding an additional \$200,000 to the NLTRA to provide grant funding for the NTBA and TCDA in order for the NLTRA to take over management of the NTBA and TCDA contracts.
- Beginning April 2022, NLTRA anticipates having a sufficient reserve to begin operating fully under the TBID.

NLTRA Proposed Budget 2021/22 - 9 Month Summary

TOT Funding

	Proposed 2021/22 Budget (Jul - Mar)	2020/2021 Budget (Jul - Mar)	Change 21/22 v 20/21 (\$)	Change 21/22 v 20/21 (%)
	Funding by TOT	Funding by TOT		
Department				
Marketing	2,188,080	2,049,233	138,847	7%
Conference	360,285	289,837	70,448	24%
VIC	342,770	345,102	-2,332	-1%
TMPI/TBID	133,183	153,161	-19,978	-13%
	<u>3,024,318</u>	<u>2,837,333</u>	<u>186,985</u>	<u>7%</u>

TOT Allocation Proposed Budget 2021/22 - 12 Month Summary

TOT Funding

	Proposed 2021/22 Budget (Jul - Jun)	2020/2021 Budget (Jul - Jun)	Change 21/22 v 20/21 (\$)	Change 21/22 v 20/21 (%)
	Funding by TOT	Funding by TOT		
Department				
TOT Housing & Transportation	<u>162,914</u>	<u>0</u>	<u>162,914</u>	<u>100%</u>

Business Association Grant Proposed Budget 2021/22 - 12 Month Summary

TOT Funding

	Proposed 2021/22 Budget (Jul - Jun)	2020/2021 Budget (Jul - Jun)	Change 21/22 v 20/21 (\$)	Change 21/22 v 20/21 (%)
	Funding by TOT	Funding by TOT		
Business Association Grants	<u>200,000</u>	<u>0</u>	<u>200,000</u>	<u>100%</u>

554979.67

**North Lake Tahoe Resort Association
Profit Loss Proposed Budget - Marketing
July 2021 through March 2022**

9 MONTH TOTAL

	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actuals	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	Comments
Ordinary Income/Expense						
Income						
4050-00 · County of Placer TOT Funding	2,188,080.42	1,761,183.33	2,049,233.34	138,847.08	7%	
4253-00 · Revenue- Other	0.00	1,525.00	0.00	0.00	0%	
4350-00 · Special Events (Marketing)	0.00	0.00	0.00	0.00	0%	
4720-00 · Miscellaneous	0.00	1,250.00	0.00	0.00	0%	
Total Income	2,188,080.42	1,763,958.33	2,049,233.34	138,847.08	7%	
Gross Profit	2,188,080.42	1,763,958.33	2,049,233.34	138,847.08	7%	
Expense						
5000-00 · Salaries & Wages						
5000-01 · In-Market Administration	0.00	0.00	0.00	0.00	0%	
5020-00 · P/R - Tax Expense	21,534.38	13,396.92	15,000.03	6,534.35	44%	
5030-00 · P/R - Health Insurance Expense	37,080.00	30,030.24	36,000.00	1,080.00	3%	
5040-00 · P/R - Workmans Comp	1,158.75	3,422.00	1,125.00	33.75	3%	
5060-00 · 401 (k)	8,613.75	7,427.85	7,499.97	1,113.78	15%	
5070-00 · Other Benefits and Expenses	1,091.59	704.12	1,275.03	-183.44	-14%	
5000-00 · Salaries & Wages - Other	215,343.75	202,296.78	200,693.97	14,649.78	7%	
Total 5000-00 · Salaries & Wages	284,822.21	257,277.91	261,594.00	23,228.21	9%	To better reflect S&W actuals + 3%COL
5100-00 · Rent						
5110-00 · Utilities	1,125.00	1,284.98	1,415.00	-290.00	-20%	
5140-00 · Repairs & Maintenance	675.00	334.13	675.00	0.00	0%	
5150-00 · Office - Cleaning	1,687.50	1,692.22	2,250.00	-562.50	-25%	
5100-00 · Rent - Other	18,750.00	19,457.70	20,576.45	-1,826.45	-9%	
Total 5100-00 · Rent	22,237.50	22,769.03	24,916.45	-2,678.95	-11%	reduced based on headcount
5310-00 · Telephone						
5320-00 · Telephone	5,205.00	4,995.02	4,940.91	264.09	5%	
Total 5310-00 · Telephone	5,205.00	4,995.02	4,940.91	264.09	5%	
5420-00 · Mail - USPS	0.00	0.00	0.00	0.00	0%	
5520-00 · Supplies						
5525-00 · Supplies- Computer	0.00	3,382.35	0.00	0.00	0%	
5520-00 · Supplies - Other	3,750.00	647.45	15,445.53	-11,695.53	-76%	reduced - not anticipating unforeseen costs (budgeted high in FY20.21 due to COVID)
Total 5520-00 · Supplies	3,750.00	4,029.80	15,445.53	-11,695.53	-76%	
5700-00 · Equipment Support & Maintenance	112.50	-0.00	112.50	0.00	0%	
5710-00 · Taxes, Licenses & Fees	112.50	79.17	112.50	0.00	0%	
5740-00 · Equipment Rental/Leasing	750.00	971.78	1,500.03	-750.03	-50%	
5800-00 · Training Seminars	0.00	0.00	6,750.00	-6,750.00	-100%	
5900-00 · Professional Fees						
5910-00 · Professional Fees - Attorneys	1,125.00	0.00	1,125.00	0.00	0%	
5921-00 · Professional Fees - Other	1,125.00	0.00	10,125.00	-9,000.00	-89%	No anticipated professional services required
Total 5900-00 · Professional Fees	2,250.00	0.00	11,250.00	-9,000.00	-80%	
5941-00 · Research & Planning	0.00	0.00	25,000.00	-25,000.00	-100%	no anticipated research/planning
6020-00 · Programs						
6016-00 · Special Event Partnership	50,000.00	-474.34	23,750.00	26,250.00	111%	Anticipating more events to support
6018-00 · Business Assoc. Grants	20,000.00	0.00	15,000.00	5,000.00	33%	
Total 6020-00 · Programs	70,000.00	-474.34	38,750.00	31,250.00	81%	
6420-00 · Events						
6420-01 · Sponsorships						
6023-00 · Autumn Food & Wine	0.00	0.00	0.00	0.00	0%	
6421-01 · 4th of July Fireworks	30,000.00	0.00	20,000.00	10,000.00	50%	
6421-04 · Broken Arrow Skyrace	25,400.00	0.00	25,400.00	0.00	0%	
6421-06 · Spartan	179,400.00	0.00	0.00	179,400.00	100%	budgeted in December to ensure funding when contract is signed
6421-07 · Tahoe Lacrosse Tournament	8,000.00	0.00	6,000.00	2,000.00	33%	
6421-09 · Wanderlust						
6421-10 · WinterWonderGrass - Tahoe	25,400.00	0.00	24,400.00	1,000.00	4%	
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	0%	

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - Marketing
July 2021 through March 2022

9 MONTH TOTAL

	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actuals	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	Comments
6421-16 · Mountain Travel Symposium	0.00	0.00	0.00	0.00	0%	
6421-17 · Enduro	80,000.00	0.00	31,500.00	48,500.00	154%	
6421-18 · Sponsorships - Other	62,800.00	0.00	0.00	62,800.00	0%	
6420-01 · Sponsorships - Other	0.00	0.00	100,000.00	-100,000.00	-100%	Sponsorships - Other split between 6421-18 & 6421-00
Total 6420-01 · Sponsorships	411,000.00	0.00	207,300.00	203,700.00	98%	
6421-00 · New Event Development	102,075.00	4,000.00	17,500.00	84,575.00	483%	See comment under Sponsorships - Other
6424-00 · Event Operation Expenses	1,500.00	0.00	3,500.00	-2,000.00	-57%	
Total 6420-00 · Events	514,575.00	4,000.00	228,300.00	286,275.00	125%	Total events increase due to budgeting expense at signing of contracts to ensure funding
6730-00 · Marketing Cooperative/Media	801,630.22	503,399.42	740,915.00	60,715.22	8%	
6742-00 · Non-NLT Co-Op Marketing Program	45,000.00	2,316.36	154,000.00	-109,000.00	-71%	Higher in 20.21 dues to anticipating unforeseen costs associated with COVID
6743-00 · BACC Marketing Programs						
6743-01 · Year Round Shopping Campaign	14,000.00	13,408.99	7,000.00	794,630.22	100%	
6743-03 · Winter Lakeside Campaign	20,000.00	0.00	7,000.00	38,000.00	186%	
6743-04 · Summerlong Music Campaign	0.00	0.00	7,000.00	-7,000.00	-100%	
6743-05 · Summer Mountain Campaign	0.00	0.00	7,000.00	7,000.00	-100%	
6743-06 · COVID Summer Recovery Campaign	0.00	-14,507.46	28,000.00	-8,000.00	-100%	
6743-07 · Winter Regional Campaign	0.00	17,276.81	0.00	0.00	0%	
6743-08 · Summer Regional Campaign	0.00	0.00	0.00	0.00	0%	
Total 6743-00 · BACC Marketing Programs	34,000.00	16,178.34	56,000.00	-56,000.00	-39%	BACC decreased largely due to no COVID Summer Recovery Campaign
7500-00 · Trade Shows/Travel	0.00	395.00	0.00	0.00	0%	
8200-00 · Associate Relations	187.50	168.23	181.84	-181.84	3%	
8500-00 · Credit Card Fees	0.00	0.00	0.00	34,000.00	0%	
8600-00 · Additional Opportunites	37,500.00	68,602.59	71,250.03	-71,250.03	-47%	Higher in 20.21 dues to anticipating unforeseen costs associated with COVID
8700-00 · Automobile Expenses	1,125.00	303.34	1,090.88	-903.38	3%	
8750-00 · Meals/Meetings	375.00	15.91	2,000.00	-2,000.00	-81%	
8810-00 · Dues & Subscriptions	750.00	432.54	2,072.72	35,427.28	-64%	
8910-00 · Travel	3,750.00	0.00	5,000.00	-3,875.00	-25%	
8920-00 · Bad Debt	0.00	555.89	0.00	375.00	0%	
Total Expense	1,828,132.43	886,015.99	1,651,182.39	-1,650,432.39	11%	
Net Ordinary Income	359,947.99	877,942.34	398,050.95	-394,300.95	-10%	
Other Income/Expense						
Other Income						
4700-00 · Revenues- Interest & Investment	0.00	140.44	0.00	359,947.99	0%	
Total Other Income				0.00	0%	
Other Expense						
8990-00 · Allocated	359,948.00	317,523.97	398,050.99	-398,050.99	-10%	
Total Other Expense	359,948.00	317,523.97	398,050.99	-398,050.99	-10%	
Net Other Income	-359,948.00	-317,523.97	-398,050.99	398,050.99	-10%	
Net Income	-0.01	560,418.37	-0.04	359,948.04	-72%	

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - Conference
July 2021 through March 2022
9 MONTH TOTAL

Ordinary Income/Expense	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actuals	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	Comments
Income						
4050-00 · County of Placer TOT Funding	360,284.79	289,836.69	289,836.69	70,448.10	24%	
4600-00 · Commissions						
4601-00 · Commissions - South Shore						
4600-00 · Commissions - Other						
Total 4600-00 · Commissions	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0%</u>	
Total Income	<u>360,284.79</u>	<u>289,836.69</u>	<u>289,836.69</u>	<u>70,448.10</u>	<u>24%</u>	
Gross Profit	<u>360,284.79</u>	<u>289,836.69</u>	<u>289,836.69</u>	<u>70,448.10</u>	<u>24%</u>	
Expense						
5000-00 · Salaries & Wages						
5010-00 · Sales Commissions	0.00	2,105.67	0.00	0.00	0%	
5020-00 · P/R - Tax Expense	15,726.83	10,550.05	10,414.53	5,312.30	51%	
5030-00 · P/R - Health Insurance Expense	18,926.25	20,164.53	18,375.03	551.22	3%	
5040-00 · P/R - Workmans Comp	1,500.00	2,233.82	1,500.03	-0.03	0%	
5060-00 · 401 (k)	3,750.00	5,198.38	4,500.00	-750.00	-17%	
5061-00 · 401k Profit Sharing	0.00	0.00	0.00	0.00	0%	
5065-00 · Merit	0.00	0.00	0.00	0.00	0%	
5070-00 · Other Benefits and Expenses	675.00	812.88	337.50	337.50	100%	
5000-00 · Salaries & Wages - Other	157,268.25	135,403.36	126,273.78	30,994.47	25%	
Total 5000-00 · Salaries & Wages	<u>197,846.33</u>	<u>176,468.69</u>	<u>161,400.87</u>	<u>36,445.46</u>	<u>23%</u>	includes part time conference staff
5100-00 · Rent						
5110-00 · Utilities	750.00	866.10	675.00	75.00	11%	
5140-00 · Repairs & Maintenance	562.50	247.50	195.03	367.47	188%	
5150-00 · Office - Cleaning	1,125.00	1,172.20	1,275.03	-150.03	-12%	
5100-00 · Rent - Other	12,000.00	12,796.00	10,500.03	1,499.97	14%	
Total 5100-00 · Rent	<u>14,437.50</u>	<u>15,081.80</u>	<u>12,645.09</u>	<u>1,792.41</u>	<u>14%</u>	
5310-00 · Telephone						
5320-00 · Telephone	3,750.00	3,762.03	2,400.03	1,349.97	56%	
Total 5310-00 · Telephone	<u>3,750.00</u>	<u>3,762.03</u>	<u>2,400.03</u>	<u>1,349.97</u>	<u>56%</u>	
5420-00 · Mail - USPS	150.00	90.90	150.03	-0.03	0%	
5520-00 · Supplies						
5525-00 · Supplies- Computer	0.00	1,232.31	405.00	-405.00	-100%	
5520-00 · Supplies - Other	1,012.50	402.66	1,012.50	0.00	0%	
Total 5520-00 · Supplies	<u>1,012.50</u>	<u>1,634.97</u>	<u>1,417.50</u>	<u>-405.00</u>	<u>-29%</u>	
5700-00 · Equipment Support & Maintenance	0.00	0.00	0.00	0.00	0%	
5710-00 · Taxes, Licenses & Fees	75.00	119.79	74.97	0.03	0%	
5740-00 · Equipment Rental/Leasing	562.50	451.54	749.97	-187.47	-25%	
5800-00 · Training Seminars	750.00	0.00	1,000.00	-250.00	-25%	
6730-00 · Marketing Cooperative/Media	69,647.70	42,853.21	57,937.00	11,710.70	20%	Coop contributions based off FY19.20 monthly splits
8200-00 · Associate Relations	112.50	28.49	0.00	112.50	0%	
8500-00 · Credit Card Fees	0.00	0.00	0.00	0.00	0%	
8750-00 · Meals/Meetings	262.50	0.00	262.53	-0.03	0%	
8810-00 · Dues & Subscriptions	0.00	0.00	562.50	-562.50	-100%	
Total Expense	<u>288,606.53</u>	<u>240,491.42</u>	<u>238,600.49</u>	<u>50,006.04</u>	<u>21%</u>	

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - Conference
July 2021 through March 2022
9 MONTH TOTAL

	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actuals	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	Comments
Net Ordinary Income	71,678.27	49,345.27	51,236.20	20,442.07	40%	
Other Income/Expense						
Other Expense						
8990-00 - Allocated	71,678.26	40,853.99	51,236.39	20,441.87	40%	
Total Other Expense	71,678.26	40,853.99	51,236.39	20,441.87	40%	
Net Other Income	-71,678.26	-40,853.99	-51,236.39	-20,441.87	40%	
Net Income	<u>0.00</u>	<u>8,491.28</u>	<u>-0.19</u>	<u>0.19</u>	<u>-102%</u>	

**North Lake Tahoe Resort Association
Profit Loss Proposed Budget - VIC
July 2021 through March 2022**

9 MONTH TOTAL

	9 MONTH TOTAL					Comments
	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actuals	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	
Ordinary Income/Expense						
Income						
4050-00 · County of Placer TOT Funding	342,769.71	345,101.18	345,102.18	-2,332.47	-1%	
46000 · Merchandise Sales						
4502-00 · Non-Retail VIC income	0.00	1,982.77	0.00	0.00	0%	
4504-00 · Retail Revenue - Other	0.00	560.00	0.00	0.00	0%	
46000 · Merchandise Sales - Other	59,500.00	68,097.01	59,500.00	0.00	0%	
Total 46000 · Merchandise Sales	59,500.00	70,639.78	59,500.00	0.00	0%	
Total Income	402,269.71	415,740.96	404,602.18	-2,332.47	-1%	
Gross Profit	402,269.71	415,740.96	404,602.18	-2,332.47	-1%	
Expense						
5000-00 · Salaries & Wages						
5020-00 · P/R - Tax Expense	13,959.08	7,493.05	11,625.03	2,334.05	20%	
5030-00 · P/R - Health Insurance Expense	14,250.00	10,571.93	14,249.97	0.03	0%	
5040-00 · P/R - Workmans Comp	5,250.00	3,029.47	3,899.97	1,350.03	35%	
5060-00 · 401 (k)	3,750.00	3,169.15	3,750.03	-0.03	0%	
5070-00 · Other Benefits and Expenses	750.00	948.10	736.47	13.53	2%	
5000-00 · Salaries & Wages - Other	139,590.75	83,391.52	140,113.53	-522.78	0%	
Total 5000-00 · Salaries & Wages	177,549.83	108,603.22	174,375.00	3,174.83	2%	
5100-00 · Rent						
5110-00 · Utilities	6,000.00	3,984.61	5,249.97	750.03	14%	
5140-00 · Repairs & Maintenance	4,500.00	1,113.75	4,124.97	375.03	9%	
5150-00 · Office - Cleaning	1,875.00	0.00	3,224.97	-1,349.97	-42%	
5100-00 · Rent - Other	60,000.00	57,582.00	60,487.47	-487.47	-1%	
Total 5100-00 · Rent	72,375.00	62,680.36	73,087.38	-712.38	-1%	
5310-00 · Telephone						
5320-00 · Telephone	3,712.50	2,939.80	2,137.50	1,575.00	74%	
Total 5310-00 · Telephone	3,712.50	2,939.80	2,137.50	1,575.00	74%	Adjusting budget to better reflect PY actuals
5420-00 · Mail - USPS	150.00	90.90	150.03	-0.03	0%	
5520-00 · Supplies						
5525-00 · Supplies- Computer	675.00	84.67	675.00	0.00	0%	
5520-00 · Supplies - Other	5,250.00	2,989.13	26,250.03	-21,000.03	-80%	supplies budget was originally to compensate for unforeseen opportunities due to the pandemic
Total 5520-00 · Supplies	5,925.00	3,073.80	26,925.03	-21,000.03	-78%	
5610-00 · Depreciation						
5700-00 · Equipment Support & Maintenance	37.50	0.00	37.53	-0.03	0%	
5710-00 · Taxes, Licenses & Fees	37.50	29.93	37.53	-0.03	0%	
5740-00 · Equipment Rental/Leasing	562.50	767.91	1,162.53	-600.03	-52%	
5800-00 · Training Seminars	0.00	0.00	2,250.00	-2,250.00	-100%	
5850-00 · Artist of Month - Commissions	1,500.00	1,010.25	2,250.00	-750.00	-33%	
6740-00 · Media/Collateral/Production	15,000.00	0.00	15,000.03	-0.03	0%	
6742-00 · Non-NLT Co-Op Marketing Program	9,000.00	1,800.00	9,000.00	0.00	0%	
8100-00 · Cost of Goods Sold						
51100 · Freight and Shipping Costs	1,125.00	1,118.27	1,125.00	0.00	0%	
52500 · Purchase Discounts	0.00	0.00	0.00	0.00	0%	
59900 · POS Inventory Adjustments	0.00	583.04	0.00	0.00	0%	
8100-01 · CGS - Other	0.00	247.00	0.00	0.00	0%	
8100-00 · Cost of Goods Sold - Other	29,750.00	36,097.09	26,596.50	3,153.50	12%	
Total 8100-00 · Cost of Goods Sold	30,875.00	38,045.40	27,721.50	3,153.50	11%	
8200-00 · Associate Relations	225.00	112.01	150.03	74.97	50%	
8500-00 · Credit Card Fees	2,796.50	2,563.85	2,796.50	0.00	0%	
8700-00 · Automobile Expenses	375.00	113.33	412.47	-37.47	-9%	
8750-00 · Meals/Meetings	150.00	58.20	299.97	-149.97	-50%	
8810-00 · Dues & Subscriptions	1,200.00	1,529.96	74.97	1,125.03	1501%	POS software annual subscription
8910-00 · Travel	0.00	0.00	0.00	0.00	0%	
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0%	
Total Expense	321,471.33	223,418.92	337,868.00	-16,396.68	-5%	
Net Ordinary Income	80,798.39	192,322.04	66,734.18	14,064.21	21%	
Other Income/Expense						
Other Expense						

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - VIC
 July 2021 through March 2022

9 MONTH TOTAL

	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actuals	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	Comments
8990-00 - Allocated	80,798.39	58,736.20	66,734.18	14,064.21	21%	
Total Other Expense	80,798.39	58,736.20	66,734.18	14,064.21	21%	
Net Other Income	-80,798.39	-58,736.20	-66,734.18	-14,064.21	21%	
Net Income	-0.00	133,585.84	0.00	-0.00	0%	

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - TMPI
 July 2021 through March 2022

9 MONTH TOTAL

	9 MONTH TOTAL					Comments
	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actual	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	
Ordinary Income/Expense						
Income						
4050-00 · County of Placer TOT Funding	133,182.75	153,160.95	153,160.95	-19,978.20	-13%	
Total Income	<u>133,182.75</u>	<u>153,160.95</u>	<u>153,160.95</u>	<u>-19,978.20</u>	<u>-13%</u>	
Gross Profit	133,182.75	153,160.95	153,160.95	-19,978.20	-13%	
Expense						
5000-00 · Salaries & Wages						
5020-00 · P/R - Tax Expense	6,909.60	982.67	2,025.00	4,884.60	241%	
5030-00 · P/R - Health Insurance Expense	9,000.00	1,375.24	1,500.03	7,499.97	500%	
5040-00 · P/R - Workmans Comp	225.00	61.19	1,575.00	-1,350.00	-86%	
5060-00 · 401 (k)	2,763.84	0.00	1,500.03	1,263.81	84%	
5070-00 · Other Benefits and Expenses	790.46	7.65	152.28	638.18	419%	
5000-00 · Salaries & Wages - Other	69,096.00	15,070.85	34,519.50	34,576.50	100%	
Total 5000-00 · Salaries & Wages	<u>88,784.90</u>	<u>17,497.60</u>	<u>41,271.84</u>	<u>47,513.06</u>	<u>115%</u>	5% CEO & 50% TBID/TOT position
5100-00 · Rent						
5110-00 · Utilities	225.00	39.77	0.00	225.00	100%	
5140-00 · Repairs & Maintenance	150.00	12.38	0.00	150.00	100%	
5150-00 · Office - Cleaning	375.00	58.63	0.00	375.00	100%	
5100-00 · Rent - Other	3,375.00	639.80	0.00	3,375.00	100%	
Total 5100-00 · Rent	<u>4,125.00</u>	<u>750.58</u>	<u>0.00</u>	<u>4,125.00</u>	<u>100%</u>	5% CEO & 50% TBID/TOT position
5310-00 · Telephone						
5320-00 · Telephone	1,207.50	163.77	0.00	1,207.50	100%	
Total 5310-00 · Telephone	<u>1,207.50</u>	<u>163.77</u>	<u>0.00</u>	<u>1,207.50</u>	<u>100%</u>	5% CEO & 50% TBID/TOT position
5520-00 · Supplies						
5525-00 · Supplies- Computer	1,250.00	3.14	0.00	1,250.00	100%	Computer for new TBID position
5520-00 · Supplies - Other	5,000.00	11,999.47	18,749.97	-13,749.97	-73%	Supplies for new TBID position
Total 5520-00 · Supplies	<u>6,250.00</u>	<u>12,002.61</u>	<u>18,749.97</u>	<u>-12,499.97</u>	<u>-67%</u>	
5710-00 · Taxes, Licenses & Fees	112.50	1.49	0.00	112.50	100%	
5740-00 · Equipment Rental/Leasing	168.75	3.24	0.00	168.75	100%	
5900-00 · Professional Fees						
5910-00 · Professional Fees - Attorneys	5,000.00	0.00	0.00	5,000.00	100%	
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0%	
5921-00 · Professional Fees - Other	0.00	48,319.50	64,000.00	-64,000.00	-100%	
5900-00 · Professional Fees - Other						
Total 5900-00 · Professional Fees	<u>5,000.00</u>	<u>48,319.50</u>	<u>64,000.00</u>	<u>-59,000.00</u>	<u>-92%</u>	
8700-00 · Automobile Expenses	375.00	65.05	0.00	375.00	100%	
8750-00 · Meals/Meetings	750.00	60.58	0.00	750.00	100%	
8810-00 · Dues & Subscriptions	375.00	62.50	0.00	375.00	100%	
8910-00 · Travel	0.00	13.42	0.00	0.00	0%	
Total Expense	<u>107,148.65</u>	<u>78,940.34</u>	<u>124,021.81</u>	<u>-16,873.16</u>	<u>-14%</u>	
Net Ordinary Income	26,034.10	74,220.61	29,139.14	-3,105.04	-11%	
Other Income/Expense						
Other Expense						
8990-00 · Allocated	26,034.09	23,246.90	29,139.20	-3,105.11	-11%	
Total Other Expense	<u>26,034.09</u>	<u>23,246.90</u>	<u>29,139.20</u>	<u>-3,105.11</u>	<u>-11%</u>	
Net Other Income	<u>-26,034.09</u>	<u>-23,246.90</u>	<u>-29,139.20</u>	<u>3,105.11</u>	<u>-11%</u>	
Net Income	<u><u>0.01</u></u>	<u><u>50,973.71</u></u>	<u><u>-0.06</u></u>	<u><u>0.07</u></u>	<u><u>-114%</u></u>	

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - Membership
 July 2021 through March 2022

	9 Month Total					Comments
	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actual	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	
Ordinary Income/Expense						
Income						
4200-00 · Membership Dues Revenue	56,250.00	104,184.17	93,750.03	-37,500.03	-40%	reflects membership belonging to TBID
4250-00 · Revenues-Membership Activities						
4250-01 · Community Awards						
4250-04 · Silent Auction	0.00	0.00	0.00	0.00	0%	
4250-05 · Sponsorships	0.00	0.00	0.00	0.00	0%	
4250-01 · Community Awards - Other	0.00	0.00	0.00	0.00	0%	
Total 4250-01 · Community Awards	0.00	0.00	0.00	0.00	0%	
4250-02 · Chamber Events	4,500.00	0.00	4,500.00	0.00	0%	
4250-03 · Summer/Winter Rec Luncheon	1,500.00	0.00	1,500.00	0.00	0%	
4251-00 · Tues AM Breakfast Club						
4251-01 · Tues AM Breakfast Club Sponsors	1,200.00	500.00	1,200.00	0.00	0%	
4251-00 · Tues AM Breakfast Club - Other	2,350.00	0.00	2,350.00	0.00	0%	
Total 4251-00 · Tues AM Breakfast Club	3,550.00	500.00	3,550.00	0.00	0%	
4250-00 · Revenues-Membership Activities - Other	0.00	5,490.00	0.00	0.00	0%	
Total 4250-00 · Revenues-Membership Activities	9,550.00	5,990.00	9,550.00	0.00	0%	
4253-00 · Revenue- Other	1,000.00	0.00	1,000.00	0.00	0%	
Total Income	66,800.00	110,174.17	104,300.03	-37,500.03	-36%	
Gross Profit	66,800.00	110,174.17	104,300.03	-37,500.03	-36%	
Expense						
5000-00 · Salaries & Wages						
5000-01 · In-Market Administration	0.00	0.00	0.00	0.00	0%	
5020-00 · P/R - Tax Expense	3,761.10	2,408.40	4,124.97	-363.87	-9%	
5030-00 · P/R - Health Insurance Expense	3,000.00	1,919.65	6,000.03	-3,000.03	-50%	
5040-00 · P/R - Workmans Comp	112.50	97.02	299.97	-187.47	-62%	
5060-00 · 401 (k)	1,504.44	752.13	1,275.03	229.41	18%	
5070-00 · Other Benefits and Expenses	487.50	19.06	299.97	187.53	63%	
5000-00 · Salaries & Wages - Other	37,611.00	29,511.44	47,999.97	-10,388.97	-22%	
Total 5000-00 · Salaries & Wages	46,476.54	34,707.70	59,999.94	-13,523.40	-23%	reduced staffing from FY20.21 to FY21.22
5100-00 · Rent						
5110-00 · Utilities	225.00	305.76	299.97	-74.97	-25%	
5140-00 · Repairs & Maintenance	187.50	105.21	74.97	112.53	150%	
5150-00 · Office - Cleaning	375.00	390.45	524.97	-149.97	-29%	
5100-00 · Rent - Other	4,740.00	5,062.20	5,737.50	-997.50	-17%	
Total 5100-00 · Rent	5,527.50	5,863.62	6,637.41	-1,109.91	-17%	reduced staffing from FY20.21 to FY21.22
5310-00 · Telephone						
5320-00 · Telephone	1,252.50	1,043.58	1,087.47	165.03	15%	adjusted budget to better reflect PY actuals
Total 5310-00 · Telephone	1,252.50	1,043.58	1,087.47	165.03	15%	
5420-00 · Mail - USPS	90.00	28.64	90.00	0.00	0%	
5520-00 · Supplies						
5525-00 · Supplies- Computer	0.00	1.57	0.00	0.00	0%	
5520-00 · Supplies - Other	1,500.00	162.26	1,500.03	-0.03	0%	
Total 5520-00 · Supplies	1,500.00	163.83	1,500.03	-0.03	0%	
5710-00 · Taxes, Licenses & Fees	37.50	22.71	0.00	37.50	100%	
5740-00 · Equipment Rental/Leasing	187.50	549.49	1,559.97	-1,372.47	-88%	
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	0%	
5900-00 · Professional Fees						
5921-00 · Professional Fees - Other	0.00	0.00	1,000.00	-1,000.00	-100%	
Total 5900-00 · Professional Fees	0.00	0.00	1,000.00	-1,000.00	-100%	
6423-00 · Membership Activities						

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - Membership
 July 2021 through March 2022

	9 Month Total					Comments
	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actual	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	
6434-00 · Community Awards Dinner	0.00	295.00	0.00	0.00	0%	
6436-00 · Membership - Wnt/Sum Rec Lunch		0.00	500.00	-500.00	-100%	
6437-00 · Tuesday Morning Breakfast Club	500.00	0.00	1,762.50	-1,262.50	-72%	
6442-00 · Public Relations/Website/Digita	1,762.50	4,682.99	3,750.03	-1,987.53	-53%	
6444-00 · Trades	4,500.00	0.00	0.00	4,500.00	0%	
6423-00 · Membership Activities - Other	0.00	915.00	3,750.03	-3,750.03	-100%	
Total 6423-00 · Membership Activities	3,750.00	5,892.99	9,762.56	-6,012.56	-62%	
6742-00 · Non-NLT Co-Op Marketing Program	10,512.50					
8200-00 · Associate Relations	60.00	92.99	112.50	-52.50	-47%	
8500-00 · Credit Card Fees	450.00	424.54	0.00	450.00	100%	
8700-00 · Automobile Expenses	375.00	153.64	299.97	75.03	25%	
8750-00 · Meals/Meetings	300.00	7.69	299.97	0.03	0%	
8810-00 · Dues & Subscriptions	150.00	172.38	150.03	-0.03	0%	
8910-00 · Travel	0.00	6.70	0.00	0.00	0%	
8920-00 · Bad Debt	0.00	37,587.00	0.00	0.00	0%	
Total Expense	66,919.04	86,717.50	82,499.85	-15,580.81	-19%	
Net Ordinary Income	-119.04	23,456.67	21,800.18	-21,919.22	-101%	
Other Income/Expense						
Other Expense						
8990-00 · Allocated	16,520.93	18,157.31	22,741.11	-6,220.18	-27%	
Total Other Expense	16,520.93	18,157.31	22,741.11	-6,220.18	-27%	
Net Other Income	-16,520.93	-18,157.31	-22,741.11	6,220.18	-27%	
Net Income	-16,639.97	5,299.36	-940.93	-15,699.04	1668%	

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - Admin
 July 2021 through March 2022

9 MONTH TOTAL

	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actuals	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	Comments
Ordinary Income/Expense						
Income	0.00	0.00	0.00	0.00	0%	
Total Income	0.00	0.00	0.00	0.00	0%	
Gross Profit	0.00	0.00	0.00	0.00	0%	
Expense						
5000-00 · Salaries & Wages						
5020-00 · P/R - Tax Expense	28,815.75	20,001.12	20,250.00	8,565.75	42%	
5030-00 · P/R - Health Insurance Expense	33,750.00	26,804.19	29,625.03	4,124.97	14%	
5040-00 · P/R - Workmans Comp	1,749.00	-349.92	1,748.97	0.03	0%	
5060-00 · 401 (K)	11,904.39	66.56	11,250.00	654.39	6%	
5070-00 · Other Benefits and Expenses	1,644.88	874.25	1,050.03	594.85	57%	
5000-00 · Salaries & Wages - Other	297,609.75	287,718.13	301,740.03	-4,130.28	-1%	
Total 5000-00 · Salaries & Wages	375,473.77	335,114.33	365,664.06	9,809.71	3%	changes in staffing - increased staffing, reduced wages
5100-00 · Rent						
5110-00 · Utilities	1,500.00	1,456.88	1,125.00	375.00	33%	
5140-00 · Repairs & Maintenance	3,750.00	4,064.43	2,925.00	825.00	28%	
5150-00 · Office - Cleaning	2,625.00	1,961.50	2,250.00	375.00	17%	
5100-00 · Rent - Other	27,840.00	24,581.31	17,040.33	10,799.67	63%	
Total 5100-00 · Rent	35,715.00	32,064.12	23,340.33	12,374.67	53%	Rent increased based on headcount
5310-00 · Telephone						
5320-00 · Telephone	11,107.50	8,768.25	6,750.00	4,357.50	65%	
Total 5310-00 · Telephone	11,107.50	8,768.25	6,750.00	4,357.50	65%	
5420-00 · Mail - USPS						
5480-00 · Mail - Fed Ex	0.00	0.00	0.00	0.00	0%	
5420-00 · Mail - USPS - Other	750.00	483.08	749.97	0.03	0%	
Total 5420-00 · Mail - USPS	750.00	483.08	749.97	0.03	0%	
5510-00 · Insurance/Bonding	11,250.00	8,814.53	15,225.03	-3,975.03	-26%	
5520-00 · Supplies						
5525-00 · Supplies- Computer	2,500.00	2,516.73	1,500.03	999.97	67%	computer for admin assistant
5520-00 · Supplies - Other	4,500.00	2,323.67	5,422.50	-922.50	-17%	
Total 5520-00 · Supplies	7,000.00	4,840.40	6,922.53	77.47	1%	
5610-00 · Depreciation	1,374.84	348.87	0.00	1,374.84	10000%	
5700-00 · Equipment Support & Maintenance	26,250.00	19,478.70	20,250.00	6,000.00	30%	
5710-00 · Taxes, Licenses & Fees	11,250.00	10,676.17	9,000.00	2,250.00	25%	
5740-00 · Equipment Rental/Leasing	1,125.00	1,128.08	3,750.03	-2,625.03	-70%	
5800-00 · Training Seminars	3,750.00	376.30	6,000.03	-2,250.03	-38%	
5900-00 · Professional Fees						
5910-00 · Professional Fees - Attorneys	5,625.00	2,380.00	5,625.00	0.00	0%	
5920-00 · Professional Fees - Accountant	26,000.00	21,800.00	26,000.00	0.00	0%	
5921-00 · Professional Fees - Other	7,500.00	0.00	14,625.00	-7,125.00	-49%	
Total 5900-00 · Professional Fees	39,125.00	24,180.00	46,250.00	-7,125.00	-15%	
5941-00 · Research & Planning	11,250.00	0.00	11,250.00	0.00	0%	
6742-00 · Non-NLT Co-Op Marketing Program						
7500-00 · Trade Shows/Travel	15,000.00	0.00	11,250.00	3,750.00	33%	CEO travel
8200-00 · Associate Relations	1,125.00	1,936.41	749.97	375.03	50%	
8300-00 · Board Functions	5,250.00	2,987.59	5,500.00	-250.00	-5%	
8500-00 · Credit Card Fees						
8600-00 · Additional Opportunitites	7,500.00	5,850.00	18,749.97	-11,249.97	-60%	
8700-00 · Automobile Expenses	2,250.00	1,255.92	2,250.00	0.00	0%	

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - Admin
 July 2021 through March 2022

9 MONTH TOTAL

	Jul 21 - Mar 22 Proposed Budget	Jul 20 - Mar 21 Actuals	Jul 20 - Jun 21 Budget	Budget Change 2021/22 vs 2020/21 (\$)	Budget Change 2021/22 vs 2020/21 (%)	Comments
8750-00 · Meals/Meetings	3,750.00	264.02	3,750.03	-0.03	0%	
8810-00 · Dues & Subscriptions	9,000.00	8,778.39	10,500.03	-1,500.03	-14%	
8910-00 · Travel						
8920-00 · Bad Debt	0.00	87.22	0.00	0.00	0%	
Total Expense	579,296.11	467,432.38	567,901.98	11,394.13	2%	
Net Ordinary Income	-579,296.11	-467,432.38	-567,901.98	-11,394.13	2%	
Other Income/Expense						
Other Expense						
8990-00 · Allocated	-579,296.11	-458,518.37	-567,901.89	-11,394.22	2%	
Total Other Expense	-579,296.11	-458,518.37	-567,901.89	-11,394.22	2%	
Net Other Income	579,296.11	458,518.37	567,901.89	11,394.22	2%	
Net Income	-0.00	-8,914.01	-0.09	0.09	-100%	

North Lake Tahoe Resort Association
Profit Loss Proposed Budget - TOT Allocation
July 2021 through June 2022

	Jul '21 - Jun '22 Proposed Budget	Comments
Ordinary Income/Expense		
Income		
4050-00 · County of Placer TOT Funding	162,913.62	This is 12 months - should this be a separate contract? TO DISCUSS
Total Income	<u>162,913.62</u>	
Gross Profit	162,913.62	
Expense		
5000-00 · Salaries & Wages		
5020-00 · P/R - Tax Expense	7,400.00	
5030-00 · P/R - Health Insurance Expense	12,000.00	
5040-00 · P/R - Workmans Comp	250.00	
5060-00 · 401 (k)	2,960.00	
5070-00 · Other Benefits and Expenses	501.88	
5000-00 · Salaries & Wages - Other	<u>74,000.00</u>	
Total 5000-00 · Salaries & Wages	97,111.88	50% TBID/TOT position
5100-00 · Rent		
5110-00 · Utilities	250.00	
5140-00 · Repairs & Maintenance	150.00	
5150-00 · Office - Cleaning	400.00	
5100-00 · Rent - Other	<u>3,750.00</u>	
Total 5100-00 · Rent	4,550.00	based off headcount
5310-00 · Telephone		
5320-00 · Telephone	<u>700.00</u>	
Total 5310-00 · Telephone	700.00	
5420-00 · Mail - USPS		
5480-00 · Mail - Fed Ex	50.00	
5420-00 · Mail - USPS - Other	<u>50.00</u>	
Total 5420-00 · Mail - USPS	100.00	
5520-00 · Supplies		
5525-00 · Supplies- Computer	1,250.00	new computer / computer supplies
5520-00 · Supplies - Other	<u>5,000.00</u>	additional supplies / equipment
Total 5520-00 · Supplies	6,250.00	
5700-00 · Equipment Support & Maintenance		
5710-00 · Taxes, Licenses & Fees	200.00	
5740-00 · Equipment Rental/Leasing	750.00	
5800-00 · Training Seminars		
5900-00 · Professional Fees		
5910-00 · Professional Fees - Attorneys		

**North Lake Tahoe Resort Association
 Profit Loss Proposed Budget - TOT Allocation
 July 2021 through June 2022**

		Jul '21 - Jun '22 Proposed Budget	Comments
	5920-00 · Professional Fees - Accountant		
	5921-00 · Professional Fees - Other	10,000.00	attorney/etc.
	Total 5900-00 · Professional Fees	10,000.00	
	5941-00 · Research & Planning	0.00	
	7500-00 · Trade Shows/Travel	0.00	
	8200-00 · Associate Relations	60.00	
	8600-00 · Additional Opportunitis	10,000.00	
	8700-00 · Automobile Expenses	500.00	
	8750-00 · Meals/Meetings	250.00	
	8810-00 · Dues & Subscriptions	0.00	
	Total Expense	130,471.88	
	Net Ordinary Income	32,441.74	
	Other Income/Expense		
	Other Expense		
	8990-00 · Allocated	32,441.72	
	Total Other Expense	32,441.72	
	Net Other Income	-32,441.72	
	Net Income	0.02	