



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

May 25th, 2022 at 3:30 PM

Virtual Zoom Meeting

<https://us02web.zoom.us/j/87661880804?pwd=US9JVHZneUxlcmw0SGdDT0draldzUT09>

Meeting ID: 876 6188 0804

Passcode: 187854

Dial by your location

+1 669 900 9128 US (San Jose)

FINANCE COMMITTEE

NLTRA Board

Dan Tester

Treasurer

Jim Phelan

Tahoe City Marina

Kevin Mitchell

Homewood

Mountain Resort

Committee Members

David Brown

CPA

Ramona Cruz

Tahoe City Public

Utility District

Placer County Rep

Stephanie

Holloway

NLTRA Staff

Tony Karwowski

CEO

DeWitt Van Siclen

Accounting

Manager

Quorum

3 Members with 1

being a Board

Member

A. Call to Order – Establish Quorum

B. Approval of Resolution 2022.07

C. A RESOLUTION OF THE BOARD OF DIRECTORS OF THE NORTH LAKE TAHOE RESORT ASSOCIATION PROCLAIMING A LOCAL EMERGENCY, RATIFYING THE PROCLAMATION OF A STATE OF EMERGENCY BY GOVERNOR NEWSOM'S ORDER DATED MARCH 4, 2020 AND AUTHORIZING REMOTE TELECONFERENCE MEETINGS OF THE LEGISLATIVE BODIES OF THE NORTH LAKE TAHOE RESORT ASSOCIATION FOR THE PERIOD MAY 1, 2022 TO MAY 31, 2022 PURSUANT TO **BROWN** ACT PROVISIONS. [MOTION]

D. Roll Call

E. Public Forum

This is an opportunity for members of the public to address the Committee on items which are not on the agenda. Please state your name for the record. Comments are limited to three minutes. The Committee may choose to acknowledge the comment or, where appropriate, briefly answer a question, refer the matter to staff, or set the item for discussion at a future meeting.

F. Agenda Amendments & Approval [MOTION]

G. Approval of Finance Committee Meeting Minutes:

- 04/27/2022 Meeting Minutes [MOTION] Pg. 1

H. Review and Approval of Preliminary Financials:

- Review Staff Report of Financial PerformancePg. 2
- NLTRA 04/30/2022 Financials Review [MOTION].....Pg. 7
- NLTRMC 04/30/2022 Financials ReviewPg. 37

I. Review and Recommend for Board Approval Proposed NLTRA Budgets for FY 2022/23

- Review of Proposed NLTRA Budgets for FY 2022/23
- Recommend for Board Approval of Proposed NLTRA Budgets for FY 2022/23 [MOTION].....Pg. 43

J. Items for Committee Review, Discussion/or Recommendations

- Meeting with Auditor (longer, more comprehensive meeting scheduled in June)

K. Supplemental Information

- April 2022 Dashboard ReportPg. 48

L. Agenda Input for Next Finance Committee Meeting

M. Next Meeting Date

N. Committee Member Comments

O. Adjourn



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FINANCE COMMITTEE MEETING - Minutes Draft

Wednesday, April 27th, 2022 at 3:30 PM

Via Zoom

- A. Call to Order – Establish Quorum – Quorum established 3:30 PM (5)
- B. Roll Call:
 - Members via Zoom: Dan Tester – Board Member, Jim Phelan – Board Member, David Brown, Ramona Cruz, Stephanie Holloway
 - Staff in Attendance via Zoom: DeWitt Van Siclen
- C. Public Forum – None
- D. Agenda Amendments and Approval
 - **MOTION** to approve the agenda; Jim Phelan/Ramona Cruz, Approved 4-0-0
- E. Approval of Finance Committee Meeting Minutes:
 - **MOTION** to approve March 31st, 2022 Finance Committee meeting minutes; Jim Phelan/David Brown, Approved 4-0-0
- F. Review and Approval of Preliminary Financials
 - Review Staff Report – March 31, 2022 financial results
 - **MOTION** to approve March 31, 2022 Preliminary NLTRA Financials; Jim Phelan/ Ramona Cruz, Approved 4-0-0
 - Review of NLTMC March 31, 2022 financials
- G. Items for Committee Review, Discussion and/or Recommendations
 - FY2022/23 Budget Update
- H. Supplemental Information
 - Review of the March 2022 Dashboard report
- I. Agenda Input for Next Finance Committee Meeting
 - FY2022/23 Budget Recommendation for Approval
 - Balance Sheet Reconciliations
 - Auditor Meeting
- J. Next Meeting Date
 - May 25th, 2022 @ 3:30 PM
- K. Committee Member Comments
 - None
- L. Adjourn 4:34 PM



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Date: 5/20/2022

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

From: DeWitt Van Sicen, Accounting Manager

RE: Update to Financial results for March 31, 2022 as well as Report on Financial Results for April 30, 2022

A summary of changes to the preliminary NLTRA financial results for March 31, 2022 follows:

- Accounts Payable balance increased by \$34,000 due to delayed receipt of invoices.
- Expenditures increased by \$34,000 due primarily to a combination of increased professional fees (\$6,000), increased non-cooperative marketing (\$8,000), and in-market marketing programs (\$16,000), as well as approximately \$4,000 in various other expenditures.
- Unspent TOT dollars from FY21/22 that are to be allocated to the “freed-up” TOT fund for workforce housing & transportation is projected to be between \$1,450,000 and \$1,500,000 pending annual audit of NLTRA financials.

A summary of preliminary NLTRA financial results for April 30, 2022 follows:

- Cash balance on April 30, 2022 of \$4,126,000 was \$1,938,000 greater than prior year due primarily to an increase in Net Income of \$3,534,000, an increase in Accrued Expenses of \$216,000, and an increase in Accounts Payable of \$184,000 offset primarily by an increase in Receivables of \$1,337,000 and a decrease in the Due To Placer County balance of \$385,000, a decrease in Deferred Revenue – County of \$175,000, and a decrease in Payroll Liabilities of \$74,000. Other changes in the cash balance from prior year include an increase in Unrestricted Net Assets of \$28,000 and increase in the Designated Marketing Reserve of \$7,000 offset by an increase in Prepaid Expenses of \$24,000 and a decrease in Deferred Revenue – Member Dues of \$37,000.
- Accounts Receivable (QB) balance of \$5,000 was up relative to last year by \$4,000.
- The Accounts Receivable – TOT balance of \$259,000 reflected County TOT funding invoice for April as well as an invoice for the pay for performance portion of the County Contract for activities through March. The balance at this date last year was \$319,000. Payment has not been made and is pending further discussion on funding for the remainder of the fiscal year.
- AR Other balance of \$14,000 was \$12,000 greater than prior year primarily due to fraud charges that have since been reimbursed.
- Membership dues receivable totaled \$34,000, which reflects a decrease of \$46,000 from prior year due to a combination of increased collections as well as write-offs on uncollectible amounts. The Allowance for Doubtful Accounts balance of \$1,000 was \$51,000 less than prior year. An adjustment to the Allowance for Doubtful Accounts will occur prior to the end of the fiscal year.
- Retail Inventory totaled \$25,000, which reflects an increase of \$1,000 from prior year.

- AR TBID balance of \$1,388,000 reflects the anticipated revenue on TBID assessment collections that have not yet been received.
- Receivable for NLTMC was \$13,000 lower than prior year due to timely payment in current year.
- Prepaid Expenses of \$40,000 increased by \$24,000 from prior year primarily due to the timing of payment on the Business Association Grants as well as reduced prepaid health insurance expense due to reduced staffing.
- Accounts Payable of \$194,000 was \$160,000 greater than prior year due to late payment of the April NLTMC contribution. Payment has since been made.
- Accounts Payable – Other balance of \$24,000 reflects unrealized revenue due back for member dues invoices paid by TBID-assessed businesses in the prior fiscal year.
- Wages and related liabilities of \$92,000 were \$74,000 lower than prior year. This is primarily the result of reduced staffing.
- Accrued expenses of \$216,000 were \$216,000 higher than prior year due to events taking place in the next fiscal year whose funds were committed to in the current fiscal year. This balance primarily consists of the Spartan 2022 event sponsorship at \$175,000.
- Deferred Revenue-Member Dues of \$39,000 was down \$37,000 from last year due to a combination of writing off uncollectible invoices, reclassing the unrealized revenue owed for paid invoices from TBID-assessed businesses, and reduced membership billing due to the inception of the TBID.
- Deferred Revenue–County of \$350,000 reflects the 2021/22 prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow at the start of the fiscal year. The balance last year of \$525,000 reflected a prepayment for the Spartan 2021 event sponsorship of \$175,000.
- Due To/From County balance of \$0 was \$385,000 lower than prior year. This balance reflects the unspent prior year TOT funding that is due back to Placer County.
- YTD consolidated net income of \$4,482,000 at April 30 reflected a \$3,534,000 increase from prior year positive results of \$948,000, and represents TBID revenues of \$3,922,000 YTD, Membership’s net positive results of \$3,000, and \$557,000 net positive results from TOT funded departments.
- Operating Results YTD – Marketing (TOT)
 - YTD Revenue from Placer TOT Funding of \$2,061,000 was lower than budget by \$127,000.
 - Expenses before overhead allocation totaled \$1,608,000 and were \$218,000 below budget largely due to a combination of reduced staffing, reduced coop contributions, and reduced non-coop related marketing and program expenditures.
 - Total net results before overhead allocation of \$452,000 were higher than budget by \$92,000.
- Operating Results YTD – Conference (TOT)
 - TOT revenue of \$360,000 was on budget.
 - Expenses of \$121,000 before allocated overhead were below budget by \$168,000 primarily due to reduced staffing, rent, and coop contributions.
 - Net results of \$239,000 before overhead allocation were good to budget by \$168,000.
- Operating Results YTD – Visitor Center (TOT)
 - Retail sales of \$77,000 were positive to budget by \$18,000. TOT revenue of \$343,000 was on budget.
 - Expenses before overhead allocation of \$221,000 were below budget by \$100,000 primarily due to staffing and reduced expenditures on the visitor guide.
 - Net income of \$199,000 before overhead allocation was \$118,000 positive to budget.
- Operating Results YTD – TMPI (TOT)
 - TOT revenue of \$136,000 was on budget.

- Expenditures of \$21,000 before overhead were \$88,000 good to budget primarily due to reduced staffing.
- Net results of \$115,000 before overhead allocation were positive to budget \$88,000.
- Operating Results YTD – TBID Assessment Revenue
 - Anticipated revenues YTD totaled \$4,221,000 and was good to budget by \$412,000 primarily due to collection on Q1 assessments that weren't anticipated due to reservations made prior to the start of the TBID.
 - Total collections through April totaled \$3,838,000.
 - Total Zone 1 collections were \$670,000 or 17.5%.
 - Net results for this report were \$0 due to reclass of TBID revenue to TBID categories.
- Operating Results YTD – Membership
 - Membership dues revenue of \$64,000 was \$8,000 good to budget, total other revenues of \$3,000 were bad to budget by \$4,000.
 - Expenses before overhead allocation of \$50,000 were good to budget by \$17,000.
 - Net results of \$18,000 before overhead allocation was good to budget by \$18,000.
 - Net results of \$3,000 after overhead allocations was good to budget \$20,000.
- Operating Results YTD – Business Association Grant Funding (TOT)
 - TOT Revenue of \$167,000 was on budget.
 - Expenses of \$167,000 was on budget.
 - Net results of \$0 was on budget.
- Operating Results YTD – TOT Housing & Transportation Allocation (TOT)
 - TOT Revenue of \$135,000 was on budget.
 - Total expense of \$1,000 before overhead allocation was below budget \$108,000 due to staffing.
 - Net results of \$136,000 before overhead was \$108,000 good to budget.
- Operating Results YTD – Marketing, Promotions, & Special Events (TBID)
 - TBID Revenue of \$2,216,000 was good to budget by \$216,000.
 - Total expense of \$214,000 before overhead allocation was good to budget by \$44,000 primarily due to timing.
 - Net results of \$2,002,000 before overhead allocation were good to budget by \$260,000.
- Operating Results YTD – Visitor Services & Visitor Centers (TBID)
 - Retail Revenue of \$7,000 was on budget.
 - TBID Revenue of \$308,000 was \$30,000 good to budget.
 - Expenditures of \$24,000 before overhead allocation were good to budget by \$6,000 due to timing.
 - Net results of \$292,000 before overhead allocation were good to budget by \$36,000.
- Operating Results YTD – Business Advocacy & Support (TBID)
 - Membership Dues Revenue of \$0 was bad to budget by \$6,000 to keep Membership cash separate from the TBID.
 - TBID Revenue of \$232,000 was \$23,000 good to budget.
 - Expenditures of \$3,000 before overhead allocation were good to budget by \$19,000 due to timing.
 - Net results of \$229,000 before overhead allocation were good to budget by \$35,000.
- Operating Results YTD – Zone 1 Services (TBID)
 - TBID Revenue of \$625,000 was \$61,000 good to budget.
 - Expenditures of \$0 before overhead allocation were good to budget by \$50,000 due to timing.
 - Net results of \$624,000 before overhead allocation were good to budget by \$111,000.
- Operating Results YTD – Economic Development, Transportation, & Other Opportunities (TBID)
 - TBID Revenue of \$321,000 was \$31,000 good to budget.
 - Expenditures of \$1,000 before overhead allocation were good to budget by \$19,000 due to timing.
 - Net results of \$320,000 before overhead allocation were good to budget by \$51,000.
- Operating Results YTD – Sustainability & Mitigation of Tourism Impacts (TBID)
 - TBID Revenue of \$139,000 was \$14,000 good to budget.
 - Expenditures of \$1,000 before overhead allocation were good to budget by \$9,000 due to timing.

- Net results of \$139,000 before overhead allocation were good to budget by \$23,000.
- Operating Results YTD – Administration (TBID)
 - TBID Revenue of \$211,000 was \$21,000 good to budget.
 - Allocated Administrative Overhead of \$17,000 was on budget.
 - Net results of \$194,000 after overhead allocation were good to budget by \$21,000.
- Operating Results YTD – County Admin Fee (TBID)
 - TBID Revenue of \$84,000 was \$8,000 good to budget.
 - Expenditures of \$0 before overhead allocation were bad to budget by \$19,000 due to timing.
 - Net results of \$84,000 were good to budget by \$27,000.
 - Anticipated first year costs were considerably higher than the initial estimate, and are expected to be \$127,000, with excess expenditures of \$71,000 to be applied to administrative overhead.
- Operating Results YTD – Contingency/Reserve (TBID)
 - TBID Revenue of \$84,000 was \$8,000 good to budget.
 - There are currently no plans for the use of contingency/reserve funds.
 - Net results of \$84,000 were good to budget by \$8,000.
- Operating Results YTD – Administration
 - Total expenses of \$661,000 were \$16,000 over budget due primarily to unbudgeted professional fees expenses offset by reduced staffing.
- Membership cash position as of April 30, 2022
 - Membership activities YTD resulted in a net gain of \$2,878.
 - Deferred revenues of \$38,517 less receivables of \$34,070, plus the allowance for uncollectible receivables of \$650 resulted in the increase in cash in the amount of \$7,975.
 - The balance owed on paid invoices from TBID businesses increased cash by \$23,835.
 - Tuesday Morning Breakfast Club deferred revenue provided \$1,290 in cash.
 - Prior years' cumulative net results totaled \$17,781.
 - Net cash year-to-date was positive \$50,881.

Summary of North Lake Tahoe Marketing Cooperative (NLTMC) preliminary financial results at April 30, 2022 follows:

- Cash balance at month end of \$406,000 was \$281,000 lower than prior year primarily due to a decrease in Unrestricted Net Assets of \$294,000 and an increase in Accounts Receivable of \$165,000, and a decrease in Accounts Payable of \$151,000 offset by an increase in Net Income of \$308,000, and a decrease in Prepaid Expenses of \$21,000.
- Accounts Receivable balance of \$167,000 was greater than prior year by \$165,000 due to late payment on NLTRA April contributions. Payment has since been made.
- Prepaid Expenses of \$46,000 were \$21,000 lower than prior year.
- Accounts Payable of \$190,000 were \$151,000 lower than prior year primarily due to timing.
- Unrestricted Net Assets Equity of \$193,000 was \$294,000 less than prior year due to the use of unspent FY19.20 funds in the prior fiscal year.
- Net Income of \$237,000 was \$308,000 higher than prior year primarily due to halt of funding in the prior fiscal year.
- Year-to-date revenue from NLTRA and IVCBVB of \$1,569,000 was on budget.
- Consumer Marketing expenditures of \$737,000 were \$69,000 below budget due to lower than anticipated expenditures.
- Leisure Sales expenditures of \$29,000 were \$46,000 below budget due to lower than anticipated expenditures.
- Public Relations expenses of \$164,000 were \$51,000 below budget due to lower than anticipated expenditures.
- Conference Sales expenditures of \$71,000 were \$3,000 over budget.
- Trade Show expenditures of \$15,000 were \$26,000 below budget due lower than anticipated expenditures.
- Committed & Administrative expenditures of \$172,000 were \$46,000 below budget due to lower than anticipated expenditures.

- Website & Maintenance expenses of \$144,000 were on budget.
- Total Expenses of \$1,332,000 were \$236,000 below budget.
- Net Income of \$237,000 was good to budget by \$236,000.

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

April 30, 2022

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North Lake Tahoe Resort Association

Balance Sheet

As of April 30, 2022

05/20/22

Accrual Basis

	Apr 30, 22	Apr 30, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	158	158	0	0%
1002-00 · Cash - Operations BOTW #8328	1,156,157	0	1,156,157	100%
1003-00 · Cash - Operations BOTW #6712	0	1,946,638	(1,946,638)	(100)%
1007-00 · Cash - Payroll BOTW #7421	17,903	12,075	5,828	48%
1008-00 · Marketing Reserve - Plumas	50,381	50,350	31	0%
1009-00 · Cash Flow Reserve - Plumas	101,060	100,956	104	0%
1071-00 · Payroll Reserves	25,706	29,582	(3,876)	(13)%
1080-00 · Special Events BOTW #1626	2,826	47,433	(44,607)	(94)%
1090-00 · TBID Account- BOTW #0550	2,770,387	0	2,770,387	100%
10950 · Cash in Drawer	1,110	219	891	406%
Total Checking/Savings	4,125,689	2,187,412	1,938,278	89%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	5,000	1,000	4,000	400%
1290-00 · A/R - TOT	259,487	318,538	(59,051)	(19)%
Total Accounts Receivable	264,487	319,538	(55,051)	(17)%
Other Current Assets				
1200-99 · AR Other	14,075	2,139	11,936	558%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	33,920	79,610	(45,690)	(57)%
1201-03 · Member AR - Other	150	490	(340)	(69)%
Total 1201-00 · Member Accounts Receivable	34,070	80,100	(46,030)	(58)%
1201-02 · Allowance for Doubtful Accounts	(650)	(51,253)	50,603	99%
12100 · Inventory Asset				
25300 · Gift Cards Outstanding	18	18	0	0%
12100 · Inventory Asset - Other	24,869	24,130	739	3%
Total 12100 · Inventory Asset	24,887	24,148	739	3%
1220-00 · AR TBID	1,388,287	0	1,388,287	100%
1299 · Receivable from NLTC	943	13,627	(12,684)	(93)%
1490-00 · Security Deposits	1,150	1,150	0	0%
Total Other Current Assets	1,462,761	69,910	1,392,851	1,992%
Total Current Assets	5,852,937	2,576,860	3,276,077	127%
Fixed Assets				
1700-00 · Furniture & Fixtures	43,330	45,289	(1,958)	(4)%
1701-00 · Accum. Depr. - Furn & Fix	(43,330)	(45,289)	1,958	4%
1740-00 · Computer Equipment	11,013	11,013	0	0%
1741-00 · Accum. Depr. - Computer Equip	(4,750)	(2,917)	(1,833)	(63)%
1750-00 · Computer Software	6,206	20,493	(14,287)	(70)%
1751-00 · Accum. Amort. - Software	(6,206)	(20,493)	14,287	70%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%
Total Fixed Assets	6,263	8,096	(1,833)	(23)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	4,674	13,379	(8,705)	(65)%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	35,697	2,651	33,046	1,247%
Total 1400-00 · Prepaid Expenses	40,471	16,130	24,341	151%
Total Other Assets	40,471	16,130	24,341	151%
TOTAL ASSETS	5,899,671	2,601,086	3,298,585	127%
LIABILITIES & EQUITY				

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North Lake Tahoe Resort Association

Balance Sheet

As of April 30, 2022

05/20/22

Accrual Basis

	Apr 30, 22	Apr 30, 21	\$ Change	% Change
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	194,403	34,734	159,669	460%
Total Accounts Payable	194,403	34,734	159,669	460%
Other Current Liabilities				
2000-01 · Accounts Payable - Other	23,835	0	23,835	100%
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	12,377	19,132	(6,755)	(35)%
2101-00 · Incentive Payable	33,737	78,484	(44,746)	(57)%
2102-00 · Commissions Payable	0	30	(30)	(100)%
2120-00 · Empl. Federal Tax Payable	6,430	8,671	(2,242)	(26)%
2175-00 · 401 (k) Plan	3,528	4,389	(861)	(20)%
2180-00 · Estimated PTO Liability	35,897	54,845	(18,948)	(35)%
Total 21000 · Salaries/Wages/Payroll Liabilit	91,968	165,550	(73,582)	(45)%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	0	10	(10)	(100)%
25500 · *Sales Tax Payable	502	609	(107)	(18)%
Total 2190-00 · Sales and Use Tax Payable	502	619	(117)	(19)%
2250-00 · Accrued Expenses	216,400	0	216,400	100%
2400-60 · Deferred Revenue- Member Dues	38,517	75,837	(37,320)	(49)%
2500-00 · Deferred Revenue - TMBC	1,290	1,290	0	0%
2700-00 · Deferred Rev. County	350,305	525,305	(175,000)	(33)%
2900-00 · Due To/From County of Placer	0	384,939	(384,939)	(100)%
Total Other Current Liabilities	722,817	1,153,540	(430,723)	(37)%
Total Current Liabilities	917,220	1,188,275	(271,054)	(23)%
Total Liabilities	917,220	1,188,275	(271,054)	(23)%
Equity				
32000 · Unrestricted Net Assets	17,781	(10,145)	27,927	275%
3300-11 · Designated Marketing Reserve	331,856	324,590	7,266	2%
3301 · Cash Flow Reserve	100,839	100,248	591	1%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	4,481,956	948,100	3,533,856	373%
Total Equity	4,982,451	1,412,811	3,569,639	253%
TOTAL LIABILITIES & EQUITY	5,899,671	2,601,086	3,298,585	127%

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North Lake Tahoe Resort Association
A/R Aging Summary
As of April 30, 2022

05/19/22

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
CA Board of Equalization	0.00	0.00	0.00	0.00	0.00	0.00
County of Placer	205,486.92	54,000.00	0.00	0.00	0.00	259,486.92
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	0.00	0.00
Sales Estimates	0.00	0.00	0.00	0.00	0.00	0.00
Spartan Race Inc	0.00	0.00	0.00	0.00	5,000.00	5,000.00
Wanderlust	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	<u>205,486.92</u>	<u>54,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>5,000.00</u>	<u>264,486.92</u>



Aging by Revenue Item

As of 4/30/2022

Invoice ID	Invoice Date	Due Date	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable:Member AR - Member Dues)									
11-20 Employees Membership Dues			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$345.00	\$345.00
1-5 Employees Membership Dues			\$3,245.00	\$0.00	\$295.00	\$2,350.00	\$885.00	\$7,315.00	\$14,090.00
21-50 Employees Membership Dues			\$540.00	\$540.00	\$0.00	\$1,620.00	\$0.00	\$0.00	\$2,700.00
50-100 Employees Membership Dues			\$750.00	\$750.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00
6-10 Employees Membership Dues			\$0.00	\$0.00	\$0.00	\$3,900.00	\$325.00	\$1,280.00	\$5,505.00
Associate Member Membership Dues			\$100.00	\$100.00	\$50.00	\$0.00	\$50.00	\$150.00	\$450.00
Eblast Totals:			\$0.00	\$170.00	\$0.00	\$0.00	\$0.00	\$0.00	\$170.00
Financial Institutions Membership			\$0.00	\$0.00	\$0.00	\$700.00	\$0.00	\$0.00	\$700.00
Non-Profit Membership Dues Totals:			\$510.00	\$510.00	\$340.00	\$1,360.00	\$170.00	\$1,530.00	\$4,420.00
PUD Membership Dues Totals:			\$0.00	\$0.00	\$0.00	\$415.00	\$0.00	\$0.00	\$415.00
Ski Resorts Membership Dues Totals:			\$0.00	\$0.00	\$0.00	\$3,625.00	\$0.00	\$0.00	\$3,625.00
1201-01 Member AR Membership Dues			\$5,145.00	\$2,070.00	\$685.00	\$13,970.00	\$1,430.00	\$10,620.00	\$33,920.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable:Member AR - Other)									
Eblast Totals:			\$0.00	\$150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$150.00
1201-03 Member Accounts Receivable -			\$0.00	\$150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$150.00
GRAND TOTALS			\$5,145.00	\$2,220.00	\$685.00	\$13,970.00	\$1,430.00	\$10,620.00	\$34,070.00

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North Lake Tahoe Resort Association
A/P Aging Summary
As of April 30, 2022

05/19/22

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ADP	471.66	0.00	0.00	-15.99	0.00	455.67
Adventure Maps, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Adventure Marketing	0.00	0.00	0.00	0.00	0.00	0.00
Amber Burke	92.12	0.00	0.00	0.00	0.00	92.12
Anne-Karin Atwood*	111.23	0.00	0.00	0.00	0.00	111.23
Anthony Karwowski	50.00	218.71	0.00	0.00	0.00	268.71
AT & T*	132.22	0.00	0.00	0.00	0.00	132.22
Augustineldeas	8,269.54	0.00	0.00	0.00	0.00	8,269.54
Bank of the West Bank Card Center	4,522.80	0.00	0.00	0.00	0.00	4,522.80
County Of Placer*	0.00	0.00	0.00	0.00	380.15	380.15
David C. Antonucci	0.00	0.00	0.00	0.00	0.00	0.00
Dorfman Pacific Co.	0.00	0.00	0.00	0.00	0.00	0.00
Enchanted Leaves	0.00	0.00	0.00	0.00	0.00	0.00
Faire	0.00	0.00	0.00	677.50	0.00	677.50
Gibson, Shay	25.00	0.00	0.00	0.00	0.00	25.00
Globe Pequot Press	0.00	0.00	0.00	0.00	0.00	0.00
Google LLC	162.00	0.00	0.00	0.00	0.00	162.00
Haleigh Hoff	0.00	0.00	0.00	0.00	0.00	0.00
Hawk's Peak Publishing	0.00	0.00	0.00	0.00	0.00	0.00
Heyday	0.00	0.00	0.00	0.00	0.00	0.00
InBloom Marketing	3,300.00	3,300.00	0.00	0.00	0.00	6,600.00
Ingram Publisher Services, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
iSolved Benefit Services	70.00	0.00	0.00	0.00	0.00	70.00
Jujuz Treat Company	0.00	0.00	0.00	0.00	0.00	0.00
JVP Communications, LLC	5,600.00	5,600.00	0.00	0.00	0.00	11,200.00
Kay Dee Designs	0.00	0.00	0.00	0.00	3.00	3.00
Keen Communications	0.00	0.00	0.00	0.00	0.00	0.00
Krista Tranquilla Designs	0.00	0.00	0.00	0.00	0.00	0.00
Kym Fabel	50.00	0.00	0.00	0.00	0.00	50.00
Laser Gifts	0.00	0.00	0.00	0.00	0.00	0.00
LazyOne	0.00	0.00	0.00	0.00	0.00	0.00
Live a Tahoe Day	0.00	0.00	0.00	0.00	27.00	27.00
Longleaf Services, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
McSteven's, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Mic Mac Publishing	0.00	0.00	0.00	0.00	0.00	0.00
North Lake Tahoe Marketing Co-op	0.00	159,218.22	0.00	0.00	0.00	159,218.22
Paige Bechdolt	0.00	0.00	0.00	0.00	8.72	8.72
Porter Simon*	850.00	0.00	0.00	0.00	0.00	850.00
Registry of Charitable Trusts	0.00	200.00	0.00	0.00	0.00	200.00
Rock & Rose Inc.	0.00	130.00	0.00	0.00	0.00	130.00
Stephen's Farmhouse	0.00	0.00	0.00	0.00	0.00	0.00
Stormtech USA Inc	0.00	0.00	0.00	0.00	0.00	0.00
Tahloha	0.00	0.00	0.00	0.00	-195.00	-195.00
Tahoe Blue Bath	0.00	0.00	0.00	0.00	0.00	0.00
Tahoe Eco	0.00	0.00	0.00	0.00	0.00	0.00
Tahoe Truckee Sierra Disposal*	252.36	0.00	0.00	0.00	0.00	252.36
The Office Boss*	251.48	0.00	0.00	0.00	-7.94	243.54
The Paper Trail*	430.00	0.00	0.00	0.00	0.00	430.00
University of Chicago Press	0.00	0.00	0.00	0.00	0.00	0.00
Van Siclen, DeWitt	68.14	0.00	0.00	0.00	0.00	68.14
Vogelaar, Dale	58.50	0.00	0.00	0.00	0.00	58.50
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Woodluck Wholesale	0.00	0.00	0.00	0.00	0.00	0.00
YIG Administration	41.95	49.94	0.00	0.00	0.00	91.89
TOTAL	24,809.00	168,716.87	0.00	661.51	215.93	194,403.31

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05/20/22

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	380,487	31,833	348,654	3,202,001	3,328,634	(126,632)	3,395,286
4100-00 · TBID Assessment Revenue	539,772	4,348,664	(3,808,892)	4,221,126	7,617,784	(3,396,657)	9,412,539
4200-00 · Membership Dues Revenue	6,134	6,250	(116)	64,058	62,500	1,558	75,000
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	4,500	(4,500)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	550	(550)	0	2,900	(2,900)	4,000
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	1,400	(1,400)	2,000
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	0	4,300	(4,300)	6,000
4250-00 · Revenues-Membership Activities - Other	100	0	100	3,225	0	3,225	0
Total 4250-00 · Revenues-Membership Activities	100	750	(650)	3,225	10,300	(7,075)	14,500
4253-00 · Revenue- Other	0	500	(500)	0	1,500	(1,500)	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	6			1,502	0	1,502	0
46000 · Merchandise Sales - Other	7,207	7,500	(293)	82,750	67,000	15,750	85,000
Total 46000 · Merchandise Sales	7,213	7,500	(287)	84,252	67,000	17,252	85,000
Total Income	933,706	4,395,497	(3,461,791)	7,574,662	11,087,717	(3,513,055)	12,984,825
Gross Profit	933,706	4,395,497	(3,461,791)	7,574,662	11,087,717	(3,513,055)	12,984,825
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	5,559	7,119	(1,559)	46,569	103,375	(56,807)	117,342
5030-00 · P/R - Health Insurance Expense	8,978	8,142	837	62,205	133,148	(70,943)	149,432
5040-00 · P/R - Workmans Comp	1,298	775	523	7,135	10,958	(3,823)	12,508
5060-00 · 401 (k)	2,418	2,689	(271)	16,402	37,196	(20,794)	42,260
5070-00 · Other Benefits and Expenses	103	505	(402)	2,558	6,321	(3,763)	7,331
5000-00 · Salaries & Wages - Other	62,527	67,227	(4,699)	591,080	1,039,246	(448,167)	1,170,991
Total 5000-00 · Salaries & Wages	80,885	86,456	(5,571)	725,948	1,330,244	(604,296)	1,499,864
5100-00 · Rent							
5110-00 · Utilities	409	969	(561)	11,490	10,982	508	12,921
5140-00 · Repairs & Maintenance	787	432	355	10,879	10,369	509	11,233
5150-00 · Office - Cleaning	0	1,145	(1,145)	6,325	9,507	(3,182)	10,797
5100-00 · Rent - Other	13,698	13,449	249	137,047	142,966	(5,920)	169,864
Total 5100-00 · Rent	14,894	15,995	(1,101)	165,741	173,825	(8,084)	204,815
5310-00 · Telephone							
5320-00 · Telephone	972	2,631	(1,659)	28,448	29,391	(944)	34,654
5350-00 · Internet	0			360			
5310-00 · Telephone - Other	0			50			
Total 5310-00 · Telephone	972	2,631	(1,659)	28,857	29,391	(534)	34,654
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	42	(42)	50
5480-00 · Mail - Fed Ex	0	4	(4)	233	42	192	50
5420-00 · Mail - USPS - Other	0	100	(100)	2,133	1,240	893	1,473
Total 5420-00 · Mail - USPS	0	108	(108)	2,366	1,323	1,043	1,573
5510-00 · Insurance/Bonding	269	1,250	(981)	9,942	12,500	(2,558)	15,000
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	4,812	9,425	(4,613)	9,425
5520-00 · Supplies - Other	1,103	1,333	(231)	13,354	22,346	(8,992)	25,013
Total 5520-00 · Supplies	1,103	1,333	(231)	18,166	31,771	(13,604)	34,438
5610-00 · Depreciation	153	486	(333)	1,528	1,861	(333)	2,833
5700-00 · Equipment Support & Maintenance	2,544	2,917	(373)	24,311	29,317	(5,005)	35,150
5710-00 · Taxes, Licenses & Fees	3,029	19,936	(16,907)	16,103	31,711	(15,608)	71,582
5740-00 · Equipment Rental/Leasing	922	274	648	9,641	4,193	5,448	4,741
5800-00 · Training Seminars	0	417	(417)	684	4,917	(4,232)	5,750
5850-00 · Artist of Month - Commissions	0	167	(167)	1,744	1,667	77	2,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	850	625	225	13,550	12,375	1,175	13,625
5920-00 · Professional Fees - Accountant	0	0	0	20,773	26,000	(5,227)	26,000
5921-00 · Professional Fees - Other	2,080	1,667	413	124,658	17,792	106,866	21,125
Total 5900-00 · Professional Fees	2,930	2,292	638	158,981	56,167	102,814	60,750
5941-00 · Research & Planning	0	1,250	(1,250)	0	12,500	(12,500)	15,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	45,720	50,000	(4,280)	50,000
6018-00 · Business Assoc. Grants	0	10,000	(10,000)	10,000	30,000	(20,000)	40,000
Total 6020-00 · Programs	0	10,000	(10,000)	55,720	80,000	(24,280)	90,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	100,000	30,000	70,000	30,000
6421-04 · Broken Arrow Skyrace	0	0	0	45,000	25,400	19,600	25,400

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

05/20/22

Accrual Basis

All Departments

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr ...	YTD Budget	\$ Over Budget	Annual Bud...
6421-06 · Spartan	0			175,000	179,400	(4,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0			0	8,000	(8,000)	8,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	50,400	25,400	25,000	25,400
6421-15 · Lake Tahoe Dance Collective	0			15,000			
6421-17 · Enduro	0	0	0	0	80,000	(80,000)	80,000
6421-18 · Sponsorships - Other	0	0	0	39,000	62,800	(23,800)	62,800
Total 6420-01 · Sponsorships	0	0	0	424,400	411,000	13,400	411,000
6421-00 · New Event Development	0	0	0	33,000	102,075	(69,075)	102,075
6424-00 · Event Operation Expenses	0	0	0	543	1,500	(957)	1,500
Total 6420-00 · Events	0	0	0	457,943	514,575	(56,632)	514,575
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	0			0	500	(500)	500
6437-00 · Tuesday Morning Breakfast Club	0	0	0	(500)	1,763	(2,263)	2,263
6442-00 · Public Relations/Website/Digita	600	990	(390)	8,484	5,490	2,994	7,470
6444-00 · Trades	0			295	0	295	0
6423-00 · Membership Activities - Other	0	0	0	253	3,750	(3,497)	3,750
Total 6423-00 · Membership Activities	600	990	(390)	8,532	11,503	(2,970)	13,983
6730-00 · Marketing Cooperative/Media	159,218	205,184	(45,966)	984,212	1,076,462	(92,250)	1,192,250
6740-00 · Media/Collateral/Production	0	0	0	250	15,000	(14,750)	18,500
6742-00 · Non-NLT Co-Op Marketing Program	8,315	8,500	(185)	68,944	62,500	6,444	79,500
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	3,006	2,000	1,006	24,557	16,000	8,557	20,000
6743-03 · Winter Lakeside Campaign	3,345	0	3,345	22,866	20,000	2,866	20,000
6743-04 · Summerlong Music Campaign	2,500	4,000	(1,500)	6,531	4,000	2,531	20,000
6743-05 · Summer Mountain Campaign	0	4,000	(4,000)	0	4,000	(4,000)	20,000
6743-08 · Summer Regional Campaign	4,418	0	4,418	14,535	0	14,535	0
Total 6743-00 · BACC Marketing Programs	13,269	10,000	3,269	68,489	44,000	24,489	80,000
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	8,333	8,333	(0)	83,333	83,333	(0)	100,000
6750-02 · Business Assn Grant - TCDA	8,333	8,333	(0)	83,333	83,333	(0)	100,000
Total 6750-00 · Business Association Grant	16,667	16,667	(0)	166,667	166,667	(0)	200,000
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	16,667	(16,667)	20,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	125	(125)	1,408	1,250	158	1,500
52500 · Purchase Discounts	0			(73)	0	(73)	0
59900 · POS Inventory Adjustments	173	0	173	82	0	82	0
8100-01 · CGS - Other	0			580	0	580	0
8100-00 · Cost of Goods Sold - Other	3,584	3,750	(166)	42,985	33,500	9,485	42,500
Total 8100-00 · Cost of Goods Sold	3,757	3,875	(118)	44,982	34,750	10,232	44,000
8200-00 · Associate Relations	0	163	(163)	1,140	1,918	(779)	2,245
8300-00 · Board Functions	3,331	583	2,748	13,923	5,833	8,089	7,000
8500-00 · Credit Card Fees	227	403	(175)	2,623	3,649	(1,026)	4,600
8600-00 · Additional Opportunites	650	107,667	(107,017)	31,525	160,167	(128,642)	370,650
8700-00 · Automobile Expenses	123	355	(232)	1,133	5,230	(4,097)	5,981
8750-00 · Meals/Meetings	845	526	319	7,156	6,301	855	7,433
8810-00 · Dues & Subscriptions	1,009	1,011	(2)	13,173	12,486	687	14,599
8910-00 · Travel	0	0	0	303	3,750	(3,447)	3,750
8920-00 · Bad Debt	0			2,089	0	2,089	0
Total Expense	315,712	503,102	(187,390)	3,092,815	3,942,843	(850,027)	4,657,216
Net Ordinary Income	617,994	3,892,395	(3,274,401)	4,481,847	7,144,874	(2,663,028)	8,327,609
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	11			109	0	109	0
Total Other Income	11			109	0	109	0
Other Expense							
8990-00 · Allocated	0	116,127	(116,127)	0	116,127	(116,127)	351,162
Total Other Expense	0	116,127	(116,127)	0	116,127	(116,127)	351,162
Net Other Income	11	(116,127)	116,138	109	(116,127)	116,236	(351,162)
Net Income	618,004	3,776,268	(3,158,263)	4,481,956	7,028,748	(2,546,791)	7,976,448

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

05/20/22

Accrual Basis

11 - Marketing

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	348,654	0	348,654	2,061,448	2,188,080	(126,632)	2,188,080
Total Income	348,654	0	348,654	2,061,448	2,188,080	(126,632)	2,188,080
Gross Profit	348,654	0	348,654	2,061,448	2,188,080	(126,632)	2,188,080
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(275)	0	(275)	9,596	21,534	(11,939)	21,534
5030-00 · P/R - Health Insurance Expense	516	0	516	17,291	37,080	(19,789)	37,080
5040-00 · P/R - Workmans Comp	0	0	0	961	1,159	(198)	1,159
5060-00 · 401 (k)	(201)	0	(201)	4,235	8,614	(4,379)	8,614
5070-00 · Other Benefits and Expenses	4	0	4	1,373	1,092	281	1,092
5000-00 · Salaries & Wages - Other	(6,172)	0	(6,172)	120,784	215,344	(94,560)	215,344
Total 5000-00 · Salaries & Wages	(6,127)	0	(6,127)	154,239	284,822	(130,584)	284,822
5100-00 · Rent							
5110-00 · Utilities	0	0	0	2,061	1,125	936	1,125
5140-00 · Repairs & Maintenance	0	0	0	897	675	222	675
5150-00 · Office - Cleaning	0	0	0	2,290	1,688	602	1,688
5100-00 · Rent - Other	0	0	0	23,245	18,750	4,495	18,750
Total 5100-00 · Rent	0	0	0	28,494	22,237	6,256	22,237
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	7,039	5,205	1,834	5,205
5350-00 · Internet	0			360			
Total 5310-00 · Telephone	0	0	0	7,399	5,205	2,194	5,205
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			85			
5420-00 · Mail - USPS - Other	0			299	0	299	0
Total 5420-00 · Mail - USPS	0			383	0	383	0
5510-00 · Insurance/Bonding	0			131			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	40	3,750	(3,710)	3,750
5520-00 · Supplies - Other	0	0	0	1,071	0	1,071	0
Total 5520-00 · Supplies	0	0	0	1,111	3,750	(2,639)	3,750
5700-00 · Equipment Support & Maintenance	0	0	0	0	113	(113)	113
5710-00 · Taxes, Licenses & Fees	0	0	0	69	113	(43)	113
5740-00 · Equipment Rental/Leasing	0	0	0	1,029	750	279	750
5800-00 · Training Seminars	0	0	0	649	0	649	0
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	0	1,125	(1,125)	1,125
5921-00 · Professional Fees - Other	0	0	0	0	1,125	(1,125)	1,125
Total 5900-00 · Professional Fees	0	0	0	0	2,250	(2,250)	2,250
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	45,720	50,000	(4,280)	50,000
6018-00 · Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
Total 6020-00 · Programs	0	0	0	55,720	70,000	(14,280)	70,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	100,000	30,000	70,000	30,000
6421-04 · Broken Arrow Skyrace	0	0	0	45,000	25,400	19,600	25,400
6421-06 · Spartan	0			175,000	179,400	(4,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0			0	8,000	(8,000)	8,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	50,400	25,400	25,000	25,400
6421-15 · Lake Tahoe Dance Collective	0			15,000			
6421-17 · Enduro	0	0	0	0	80,000	(80,000)	80,000
6421-18 · Sponsorships - Other	0	0	0	39,000	62,800	(23,800)	62,800
Total 6420-01 · Sponsorships	0	0	0	424,400	411,000	13,400	411,000
6421-00 · New Event Development	0	0	0	33,000	102,075	(69,075)	102,075
6424-00 · Event Operation Expenses	0	0	0	543	1,500	(957)	1,500
Total 6420-00 · Events	0	0	0	457,943	514,575	(56,632)	514,575
6730-00 · Marketing Cooperative/Media	0	0	0	761,211	801,630	(40,419)	801,630
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	59,829	45,000	14,829	45,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	0	0	21,551	14,000	7,551	14,000
6743-03 · Winter Lakeside Campaign	0	0	0	19,521	20,000	(479)	20,000
6743-04 · Summerlong Music Campaign	0			4,031	0	4,031	0
6743-08 · Summer Regional Campaign	0			10,117	0	10,117	0
Total 6743-00 · BACC Marketing Programs	0	0	0	55,219	34,000	21,219	34,000
8200-00 · Associate Relations	0	0	0	41	187	(147)	187
8600-00 · Additional Opportunitites	0	0	0	25,025	37,500	(12,475)	37,500
8700-00 · Automobile Expenses	0	0	0	442	1,125	(683)	1,125

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

Accrual Basis

11 - Marketing

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
8750-00 · Meals/Meetings	0	0	0	52	375	(323)	375
8810-00 · Dues & Subscriptions	0	0	0	510	750	(240)	750
8910-00 · Travel	0	0	0	303	3,750	(3,447)	3,750
Total Expense	(6,127)	0	(6,127)	1,609,799	1,828,132	(218,333)	1,828,132
Net Ordinary Income	354,781	0	354,781	451,649	359,948	91,701	359,948
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	11			109	0	109	0
Total Other Income	11			109	0	109	0
Other Expense							
8990-00 · Allocated	0	0	0	473,729	359,948	113,781	359,948
Total Other Expense	0	0	0	473,729	359,948	113,781	359,948
Net Other Income	11	0	11	(473,620)	(359,948)	(113,672)	(359,948)
Net Income	354,792	0	354,792	(21,971)	0	(21,971)	0

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

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Accrual Basis

30 - Conference

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	360,285	360,285	0	360,285
Total Income	0	0	0	360,285	360,285	0	360,285
Gross Profit	0	0	0	360,285	360,285	0	360,285
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(86)	0	(86)	2,757	15,727	(12,970)	15,727
5030-00 · P/R - Health Insurance Expense	0	0	0	11,095	18,926	(7,831)	18,926
5040-00 · P/R - Workmans Comp	0	0	0	337	1,500	(1,163)	1,500
5060-00 · 401 (k)	(37)	0	(37)	1,382	3,750	(2,368)	3,750
5070-00 · Other Benefits and Expenses	0	0	0	119	675	(556)	675
5000-00 · Salaries & Wages - Other	(929)	0	(929)	36,745	157,268	(120,523)	157,268
Total 5000-00 · Salaries & Wages	(1,052)	0	(1,052)	52,436	197,846	(145,411)	197,846
5100-00 · Rent							
5110-00 · Utilities	0	0	0	266	750	(484)	750
5140-00 · Repairs & Maintenance	0	0	0	0	563	(563)	563
5150-00 · Office - Cleaning	0	0	0	295	1,125	(830)	1,125
5100-00 · Rent - Other	0	0	0	2,386	12,000	(9,614)	12,000
Total 5100-00 · Rent	0	0	0	2,947	14,437	(11,491)	14,437
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	945	3,750	(2,805)	3,750
Total 5310-00 · Telephone	0	0	0	945	3,750	(2,805)	3,750
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	137			
5420-00 · Mail - USPS - Other	0	0	0	175	150	25	150
Total 5420-00 · Mail - USPS	0	0	0	312	150	162	150
5510-00 · Insurance/Bonding	0	0	0	51			
5520-00 · Supplies	0	0	0	80	1,013	(933)	1,013
5710-00 · Taxes, Licenses & Fees	0	0	0	44	75	(31)	75
5740-00 · Equipment Rental/Leasing	0	0	0	133	563	(429)	563
5800-00 · Training Seminars	0	0	0	0	750	(750)	750
6730-00 · Marketing Cooperative/Media	0	0	0	63,782	69,648	(5,865)	69,648
8200-00 · Associate Relations	0	0	0	80	113	(32)	113
8750-00 · Meals/Meetings	0	0	0	0	263	(263)	263
Total Expense	(1,052)	0	(1,052)	120,810	288,607	(167,797)	288,607
Net Ordinary Income	1,052	0	1,052	239,475	71,678	167,797	71,678
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	35,725	71,678	(35,953)	71,678
Total Other Expense	0	0	0	35,725	71,678	(35,953)	71,678
Net Other Income	0	0	0	(35,725)	(71,678)	35,953	(71,678)
Net Income	1,052	0	1,052	203,750	(0)	203,750	(0)

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

42 - Visitor Center

Accrual Basis

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	342,770	342,770	0	342,770
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0			1,496	0	1,496	0
46000 · Merchandise Sales - Other	0	0	0	75,543	59,500	16,043	59,500
Total 46000 · Merchandise Sales	0	0	0	77,040	59,500	17,540	59,500
Total Income	0	0	0	419,809	402,270	17,540	402,270
Gross Profit	0	0	0	419,809	402,270	17,540	402,270
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(311)	0	(311)	8,263	13,959	(5,696)	13,959
5030-00 · P/R - Health Insurance Expense	6	0	6	4,748	14,250	(9,502)	14,250
5040-00 · P/R - Workmans Comp	0	0	0	2,999	5,250	(2,251)	5,250
5060-00 · 401 (k)	(131)	0	(131)	3,184	3,750	(566)	3,750
5070-00 · Other Benefits and Expenses	0	0	0	89	750	(661)	750
5000-00 · Salaries & Wages - Other	(3,275)	0	(3,275)	80,051	139,591	(59,539)	139,591
Total 5000-00 · Salaries & Wages	(3,711)	0	(3,711)	99,334	177,550	(78,216)	177,550
5100-00 · Rent							
5110-00 · Utilities	0	0	0	5,450	6,000	(550)	6,000
5140-00 · Repairs & Maintenance	0	0	0	2,275	4,500	(2,225)	4,500
5150-00 · Office - Cleaning	0	0	0	225	1,875	(1,650)	1,875
5100-00 · Rent - Other	0	0	0	58,694	60,000	(1,307)	60,000
Total 5100-00 · Rent	0	0	0	66,643	72,375	(5,732)	72,375
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	3,531	3,713	(182)	3,713
Total 5310-00 · Telephone	0	0	0	3,531	3,713	(182)	3,713
5420-00 · Mail - USPS	0	0	0	204	150	54	150
5510-00 · Insurance/Bonding	0			51			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	0	675	(675)	675
5520-00 · Supplies - Other	0	0	0	4,498	5,250	(752)	5,250
Total 5520-00 · Supplies	0	0	0	4,498	5,925	(1,427)	5,925
5700-00 · Equipment Support & Maintenance	0	0	0	0	38	(38)	38
5710-00 · Taxes, Licenses & Fees	0	0	0	346	38	309	38
5740-00 · Equipment Rental/Leasing	0	0	0	503	563	(59)	563
5850-00 · Artist of Month - Commissions	0	0	0	1,744	1,500	244	1,500
6740-00 · Media/Collateral/Production	0	0	0	0	15,000	(15,000)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	800	9,000	(8,200)	9,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	0	0	1,408	1,125	283	1,125
52500 · Purchase Discounts	0			(73)	0	(73)	0
59900 · POS Inventory Adjustments	0			(91)	0	(91)	0
8100-01 · CGS - Other	0			580	0	580	0
8100-00 · Cost of Goods Sold - Other	0	0	0	39,401	29,750	9,651	29,750
Total 8100-00 · Cost of Goods Sold	0	0	0	41,225	30,875	10,350	30,875
8200-00 · Associate Relations	0	0	0	232	225	7	225
8500-00 · Credit Card Fees	0	0	0	1,997	2,797	(799)	2,797
8700-00 · Automobile Expenses	0	0	0	77	375	(298)	375
8750-00 · Meals/Meetings	0	0	0	0	150	(150)	150
8810-00 · Dues & Subscriptions	0	0	0	55	1,200	(1,145)	1,200
Total Expense	(3,711)	0	(3,711)	221,240	321,471	(100,231)	321,471
Net Ordinary Income	3,711	0	3,711	198,569	80,798	117,770	80,798
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	65,947	80,798	(14,851)	80,798
Total Other Expense	0	0	0	65,947	80,798	(14,851)	80,798
Net Other Income	0	0	0	(65,947)	(80,798)	14,851	(80,798)
Net Income	3,711	0	3,711	132,621	(0)	132,622	(0)

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

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Accrual Basis

51 - TMPI

	Apr 22	Budget	\$ Over Bu...	Jul '21 - A...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	2,519	2,519	0	135,702	135,702	0	141,237
Total Income	2,519	2,519	0	135,702	135,702	0	141,237
Gross Profit	2,519	2,519	0	135,702	135,702	0	141,237
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	111	151	(40)	553	7,061	(6,507)	7,363
5030-00 · P/R - Health Insurance Expense	0	197	(197)	133	9,197	(9,064)	9,590
5040-00 · P/R - Workmans Comp	8	5	4	74	230	(156)	240
5060-00 · 401 (k)	83	60	23	83	2,824	(2,741)	2,945
5070-00 · Other Benefits and Expenses	0	17	(17)	1	808	(807)	842
5000-00 · Salaries & Wages - Other	1,707	1,511	196	7,060	70,607	(63,547)	73,628
Total 5000-00 · Salaries & Wages	1,910	1,941	(31)	7,903	90,726	(82,823)	94,608
5100-00 · Rent							
5110-00 · Utilities	0	4	(4)	20	229	(209)	238
5140-00 · Repairs & Maintenance	0	3	(3)	0	153	(153)	158
5150-00 · Office - Cleaning	0	7	(7)	9	382	(373)	396
5100-00 · Rent - Other	0	63	(63)	82	3,438	(3,356)	3,563
Total 5100-00 · Rent	0	76	(76)	110	4,201	(4,091)	4,354
5310-00 · Telephone							
5320-00 · Telephone	5	22	(17)	137	1,230	(1,093)	1,275
5310-00 · Telephone - Other	0			5			
Total 5310-00 · Telephone	5	22	(17)	142	1,230	(1,088)	1,275
5420-00 · Mail - USPS	0			13			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	406	1,250	(844)	1,250
5520-00 · Supplies - Other	0	0	0	39	5,000	(4,961)	5,000
Total 5520-00 · Supplies	0	0	0	446	6,250	(5,804)	6,250
5710-00 · Taxes, Licenses & Fees	0	2	(2)	2	115	(113)	120
5740-00 · Equipment Rental/Leasing	0	3	(3)	308	172	136	178
5800-00 · Training Seminars	0			4			
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	0	5,000	(5,000)	5,000
5921-00 · Professional Fees - Other	0			11,954	0	11,954	0
Total 5900-00 · Professional Fees	0	0	0	11,954	5,000	6,954	5,000
8700-00 · Automobile Expenses	0	8	(8)	15	383	(368)	400
8750-00 · Meals/Meetings	0	83	(83)	0	833	(833)	1,000
8810-00 · Dues & Subscriptions	0	8	(8)	5	383	(378)	400
Total Expense	1,915	2,145	(230)	20,902	109,294	(88,392)	113,584
Net Ordinary Income	605	374	230	114,800	26,408	88,392	27,653
Other Income/Expense							
Other Expense							
8990-00 · Allocated	333	374	(42)	5,566	26,408	(20,842)	27,653
Total Other Expense	333	374	(42)	5,566	26,408	(20,842)	27,653
Net Other Income	(333)	(374)	42	(5,566)	(26,408)	20,842	(27,653)
Net Income	272	(0)	272	109,234	(0)	109,234	(0)

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

Accrual Basis

52 - TBID Assessment

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	(3,681,355)	539,772	(4,221,126)	(0)	3,808,892	(3,808,892)	4,689,362
Total Income	(3,681,355)	539,772	(4,221,126)	(0)	3,808,892	(3,808,892)	4,689,362
Gross Profit	(3,681,355)	539,772	(4,221,126)	(0)	3,808,892	(3,808,892)	4,689,362
Net Ordinary Income	(3,681,355)	539,772	(4,221,126)	(0)	3,808,892	(3,808,892)	4,689,362
Net Income	(3,681,355)	539,772	(4,221,126)	(0)	3,808,892	(3,808,892)	4,689,362

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

Accrual Basis

60 - Membership

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	6,134	0	6,134	64,058	56,250	7,808	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	4,500	(4,500)	4,500
4250-03 · Summer/Winter Rec Luncheon	0			0	1,500	(1,500)	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	2,350	(2,350)	2,350
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	1,200	(1,200)	1,200
Total 4251-00 · Tues AM Breakfast Club	0	0	0	0	3,550	(3,550)	3,550
4250-00 · Revenues-Membership Activities - Other	100	0	100	3,225	0	3,225	0
Total 4250-00 · Revenues-Membership Activities	100	0	100	3,225	9,550	(6,325)	9,550
4253-00 · Revenue- Other	0	0	0	0	1,000	(1,000)	1,000
Total Income	6,234	0	6,234	67,283	66,800	483	66,800
Gross Profit	6,234	0	6,234	67,283	66,800	483	66,800
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(25)	0	(25)	1,835	3,761	(1,926)	3,761
5030-00 · P/R - Health Insurance Expense	0	0	0	1,815	3,000	(1,185)	3,000
5040-00 · P/R - Workmans Comp	0	0	0	229	113	116	113
5060-00 · 401 (k)	0	0	0	135	1,504	(1,370)	1,504
5070-00 · Other Benefits and Expenses	0	0	0	207	488	(280)	488
5000-00 · Salaries & Wages - Other	(312)	0	(312)	22,678	37,611	(14,933)	37,611
Total 5000-00 · Salaries & Wages	(336)	0	(336)	26,899	46,477	(19,577)	46,477
5100-00 · Rent							
5110-00 · Utilities	0	0	0	573	225	348	225
5140-00 · Repairs & Maintenance	0	0	0	283	187	96	187
5150-00 · Office - Cleaning	0	0	0	667	375	292	375
5100-00 · Rent - Other	0	0	0	7,770	4,740	3,030	4,740
Total 5100-00 · Rent	0	0	0	9,293	5,528	3,766	5,528
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	2,045	1,253	793	1,253
5310-00 · Telephone - Other	0			3			
Total 5310-00 · Telephone	0	0	0	2,048	1,253	795	1,253
5420-00 · Mail - USPS	0	0	0	77	90	(13)	90
5510-00 · Insurance/Bonding	0			31			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			203			
5520-00 · Supplies - Other	0	0	0	283	1,500	(1,217)	1,500
Total 5520-00 · Supplies	0	0	0	486	1,500	(1,014)	1,500
5710-00 · Taxes, Licenses & Fees	0	0	0	16	38	(22)	38
5740-00 · Equipment Rental/Leasing	0	0	0	231	187	44	187
5800-00 · Training Seminars	0			2			
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	0			0	500	(500)	500
6437-00 · Tuesday Morning Breakfast Club	0	0	0	(500)	1,763	(2,263)	1,763
6442-00 · Public Relations/Website/Digita	0	0	0	7,884	4,500	3,384	4,500
6444-00 · Trades	0			295	0	295	0
6423-00 · Membership Activities - Other	0	0	0	253	3,750	(3,497)	3,750
Total 6423-00 · Membership Activities	0	0	0	7,932	10,513	(2,580)	10,513
8200-00 · Associate Relations	0	0	0	199	60	139	60
8500-00 · Credit Card Fees	0	0	0	357	450	(93)	450
8700-00 · Automobile Expenses	0	0	0	173	375	(202)	375
8750-00 · Meals/Meetings	0	0	0	111	300	(189)	300
8810-00 · Dues & Subscriptions	0	0	0	84	150	(66)	150
8920-00 · Bad Debt	0			1,790	0	1,790	0
Total Expense	(336)	0	(336)	49,728	66,919	(17,192)	66,919
Net Ordinary Income	6,570	0	6,570	17,555	(119)	17,674	(119)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	14,677	16,521	(1,844)	16,521
Total Other Expense	0	0	0	14,677	16,521	(1,844)	16,521
Net Other Income	0	0	0	(14,677)	(16,521)	1,844	(16,521)
Net Income	6,570	0	6,570	2,878	(16,640)	19,518	(16,640)

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
61 - Business Association Grant Funding

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	16,667	16,667	0	166,667	166,667	(0)	200,000
Total Income	16,667	16,667	0	166,667	166,667	(0)	200,000
Gross Profit	16,667	16,667	0	166,667	166,667	(0)	200,000
Expense							
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	8,333	8,333	(0)	83,333	83,333	(0)	100,000
6750-02 · Business Assn Grant - TCDA	8,333	8,333	(0)	83,333	83,333	(0)	100,000
Total 6750-00 · Business Association Grant	16,667	16,667	(0)	166,667	166,667	(0)	200,000
Total Expense	16,667	16,667	(0)	166,667	166,667	(0)	200,000
Net Ordinary Income	0	(0)	0	0	(0)	0	(0)
Net Income	0	(0)	0	0	(0)	0	(0)

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance
80 - TOT Housing & Transportation

05/20/22

Accrual Basis

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	12,647	12,647	0	135,130	135,130	0	162,914
Total Income	12,647	12,647	0	135,130	135,130	0	162,914
Gross Profit	12,647	12,647	0	135,130	135,130	0	162,914
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	617	(617)	0	6,167	(6,167)	7,400
5030-00 · P/R - Health Insurance Expense	0	1,000	(1,000)	0	10,000	(10,000)	12,000
5040-00 · P/R - Workmans Comp	0	21	(21)	0	208	(208)	250
5060-00 · 401 (k)	0	247	(247)	0	2,467	(2,467)	2,960
5070-00 · Other Benefits and Expenses	0	42	(42)	0	418	(418)	502
5000-00 · Salaries & Wages - Other	0	6,167	(6,167)	0	61,667	(61,667)	74,000
Total 5000-00 · Salaries & Wages	0	8,093	(8,093)	0	80,927	(80,927)	97,112
5100-00 · Rent							
5110-00 · Utilities	18	21	(3)	18	208	(190)	250
5140-00 · Repairs & Maintenance	0	13	(13)	0	125	(125)	150
5150-00 · Office - Cleaning	0	33	(33)	0	333	(333)	400
5100-00 · Rent - Other	442	313	130	442	3,125	(2,683)	3,750
Total 5100-00 · Rent	460	379	81	460	3,792	(3,331)	4,550
5310-00 · Telephone							
5320-00 · Telephone	61	58	3	61	583	(522)	700
Total 5310-00 · Telephone	61	58	3	61	583	(522)	700
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	42	(42)	50
5480-00 · Mail - Fed Ex	0	4	(4)	0	42	(42)	50
Total 5420-00 · Mail - USPS	0	8	(8)	0	83	(83)	100
5510-00 · Insurance/Bonding	0			0			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	0	1,250	(1,250)	1,250
5520-00 · Supplies - Other	22	417	(395)	22	4,167	(4,145)	5,000
Total 5520-00 · Supplies	22	417	(395)	22	5,417	(5,395)	6,250
5710-00 · Taxes, Licenses & Fees	0	17	(17)	0	167	(167)	200
5740-00 · Equipment Rental/Leasing	57	63	(6)	57	625	(568)	750
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	833	(833)	0	8,333	(8,333)	10,000
Total 5900-00 · Professional Fees	0	833	(833)	0	8,333	(8,333)	10,000
8200-00 · Associate Relations	0	5	(5)	0	50	(50)	60
8600-00 · Additional Opportunites	0	833	(833)	0	8,333	(8,333)	10,000
8700-00 · Automobile Expenses	0	42	(42)	0	417	(417)	500
8750-00 · Meals/Meetings	0	21	(21)	0	208	(208)	250
Total Expense	601	10,768	(10,168)	601	108,935	(108,334)	130,472

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

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80 - TOT Housing & Transportation

Accrual Basis

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Net Ordinary Income	12,046	1,878	10,168	134,529	26,195	108,334	32,442
Other Income/Expense							
Other Expense							
8990-00 - Allocated	1,556	1,878	(322)	1,556	26,195	(24,639)	32,442
Total Other Expense	1,556	1,878	(322)	1,556	26,195	(24,639)	32,442
Net Other Income	(1,556)	(1,878)	322	(1,556)	(26,195)	24,639	(32,442)
Net Income	10,490	0	10,490	132,973	0	132,973	0

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments - TBID

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	4,221,127	3,808,892	412,235	4,221,127	3,808,892	412,235	4,723,178
4200-00 · Membership Dues Revenue	0	6,250	(6,250)	0	6,250	(6,250)	18,750
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	0	0	1,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	1,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	550	(550)	0	550	(550)	1,650
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	200	(200)	800
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	0	750	(750)	2,450
Total 4250-00 · Revenues-Membership Activities	0	750	(750)	0	750	(750)	4,950
4253-00 · Revenue- Other	0	500	(500)	0	500	(500)	1,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	6			6			
46000 · Merchandise Sales - Other	7,207	7,500	(293)	7,207	7,500	(293)	25,500
Total 46000 · Merchandise Sales	7,213	7,500	(287)	7,213	7,500	(287)	25,500
Total Income	4,228,339	3,823,892	404,447	4,228,339	3,823,892	404,447	4,773,878
Gross Profit	4,228,339	3,823,892	404,447	4,228,339	3,823,892	404,447	4,773,878
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,557	2,788	769	3,557	2,788	769	8,093
5030-00 · P/R - Health Insurance Expense	5,385	3,195	2,190	5,385	3,195	2,190	9,585
5040-00 · P/R - Workmans Comp	1,161	555	606	1,161	555	606	1,665
5060-00 · 401 (k)	1,602	957	645	1,602	957	645	2,762
5070-00 · Other Benefits and Expenses	49	263	(214)	49	263	(214)	790
5000-00 · Salaries & Wages - Other	30,861	23,920	6,940	30,861	23,920	6,940	69,052
Total 5000-00 · Salaries & Wages	42,615	31,678	10,936	42,615	31,678	10,936	91,948
5100-00 · Rent							
5110-00 · Utilities	297	727	(429)	297	727	(429)	2,181
5150-00 · Office - Cleaning	0	830	(830)	0	830	(830)	1,491
5100-00 · Rent - Other	10,612	10,106	506	10,612	10,106	506	30,317
Total 5100-00 · Rent	10,909	11,663	(753)	10,909	11,663	(753)	33,988
5310-00 · Telephone							
5320-00 · Telephone	774	616	158	774	616	158	1,847
Total 5310-00 · Telephone	774	616	158	774	616	158	1,847
5420-00 · Mail - USPS	0	17	(17)	0	17	(17)	83
5520-00 · Supplies	517	417	101	517	417	101	1,250
5710-00 · Taxes, Licenses & Fees	1,415	18,667	(17,252)	1,415	18,667	(17,252)	56,000
5740-00 · Equipment Rental/Leasing	574	83	491	574	83	491	250
5850-00 · Artist of Month - Commissions	0	167	(167)	0	167	(167)	500
6020-00 · Programs							
6018-00 · Business Assoc. Grants	0	10,000	(10,000)	0	10,000	(10,000)	20,000
Total 6020-00 · Programs	0	10,000	(10,000)	0	10,000	(10,000)	20,000
6423-00 · Membership Activities							
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	500
6442-00 · Public Relations/Website/Digita	600	990	(390)	600	990	(390)	2,970
Total 6423-00 · Membership Activities	600	990	(390)	600	990	(390)	3,470
6730-00 · Marketing Cooperative/Media	159,218	205,184	(45,966)	159,218	205,184	(45,966)	320,972
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,500
6742-00 · Non-NLT Co-Op Marketing Program	8,315	8,500	(185)	8,315	8,500	(185)	25,500
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	3,006	2,000	1,006	3,006	2,000	1,006	6,000
6743-03 · Winter Lakeside Campaign	3,345	0	3,345	3,345	0	3,345	0
6743-04 · Summerlong Music Campaign	2,500	4,000	(1,500)	2,500	4,000	(1,500)	20,000
6743-05 · Summer Mountain Campaign	0	4,000	(4,000)	0	4,000	(4,000)	20,000
6743-08 · Summer Regional Campaign	4,418	0	4,418	4,418	0	4,418	0
Total 6743-00 · BACC Marketing Programs	13,269	10,000	3,269	13,269	10,000	3,269	46,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	125	(125)	0	125	(125)	375
59900 · POS Inventory Adjustments	173	0	173	173	0	173	0
8100-00 · Cost of Goods Sold - Other	3,584	3,750	(166)	3,584	3,750	(166)	12,750
Total 8100-00 · Cost of Goods Sold	3,757	3,875	(118)	3,757	3,875	(118)	13,125
8200-00 · Associate Relations	0	33	(33)	0	33	(33)	100
8500-00 · Credit Card Fees	227	403	(175)	227	403	(175)	1,354
8600-00 · Additional Opportunites	0	106,000	(106,000)	0	106,000	(106,000)	313,150
8700-00 · Automobile Expenses	53	55	(2)	53	55	(2)	207
8750-00 · Meals/Meetings	0	5	(5)	0	5	(5)	95
8810-00 · Dues & Subscriptions	0	3	(3)	0	3	(3)	99

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

Accrual Basis

All Departments - TBID

	<u>Apr 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '21 - Apr 22</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Total Expense	242,245	408,355	(166,110)	242,245	408,355	(166,110)	933,437
Net Ordinary Income	3,986,095	3,415,537	570,557	3,986,095	3,415,537	570,557	3,840,440
Other Income/Expense							
Other Expense							
8990-00 - Allocated	63,664	48,707	14,956	63,664	48,707	14,956	146,122
Total Other Expense	63,664	48,707	14,956	63,664	48,707	14,956	146,122
Net Other Income	(63,664)	(48,707)	(14,956)	(63,664)	(48,707)	(14,956)	(146,122)
Net Income	<u>3,922,431</u>	<u>3,366,830</u>	<u>555,601</u>	<u>3,922,431</u>	<u>3,366,830</u>	<u>555,601</u>	<u>3,694,319</u>

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

Accrual Basis

91 - Marketing, Promotions, & Events

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	2,216,091	1,999,668	216,423	2,216,091	1,999,668	216,423	2,479,668
Total Income	2,216,091	1,999,668	216,423	2,216,091	1,999,668	216,423	2,479,668
Gross Profit	2,216,091	1,999,668	216,423	2,216,091	1,999,668	216,423	2,479,668
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,524	1,452	1,072	2,524	1,452	1,072	4,085
5030-00 · P/R - Health Insurance Expense	5,290	3,000	2,290	5,290	3,000	2,290	9,000
5040-00 · P/R - Workmans Comp	912	250	662	912	250	662	750
5060-00 · 401 (k)	1,147	581	566	1,147	581	566	1,634
5070-00 · Other Benefits and Expenses	41	175	(134)	41	175	(134)	525
5000-00 · Salaries & Wages - Other	19,043	14,520	4,523	19,043	14,520	4,523	40,852
Total 5000-00 · Salaries & Wages	28,957	19,978	8,979	28,957	19,978	8,979	56,847
5100-00 · Rent							
5110-00 · Utilities	93	256	(162)	93	256	(162)	767
5150-00 · Office - Cleaning	0	322	(322)	0	322	(322)	967
5100-00 · Rent - Other	2,404	3,182	(777)	2,404	3,182	(777)	9,546
Total 5100-00 · Rent	2,498	3,760	(1,262)	2,498	3,760	(1,262)	11,279
5310-00 · Telephone							
5320-00 · Telephone	414	404	11	414	404	11	1,211
Total 5310-00 · Telephone	414	404	11	414	404	11	1,211
5420-00 · Mail - USPS	0	0	0	0	0	0	33
5520-00 · Supplies	113	0	113	113	0	113	0
5710-00 · Taxes, Licenses & Fees	566	0	566	566	0	566	0
5740-00 · Equipment Rental/Leasing	291	0	291	291	0	291	0
6020-00 · Programs							
6018-00 · Business Assoc. Grants	0	10,000	(10,000)	0	10,000	(10,000)	20,000
Total 6020-00 · Programs	0	10,000	(10,000)	0	10,000	(10,000)	20,000
6730-00 · Marketing Cooperative/Media	159,218	205,184	(45,966)	159,218	205,184	(45,966)	320,972
6742-00 · Non-NLT Co-Op Marketing Program	8,315	8,300	15	8,315	8,300	15	24,900
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	3,006	2,000	1,006	3,006	2,000	1,006	6,000
6743-03 · Winter Lakeside Campaign	3,345	0	3,345	3,345	0	3,345	0
6743-04 · Summerlong Music Campaign	2,500	4,000	(1,500)	2,500	4,000	(1,500)	20,000
6743-05 · Summer Mountain Campaign	0	4,000	(4,000)	0	4,000	(4,000)	20,000
6743-08 · Summer Regional Campaign	4,418	0	4,418	4,418	0	4,418	0
Total 6743-00 · BACC Marketing Programs	13,269	10,000	3,269	13,269	10,000	3,269	46,000
8200-00 · Associate Relations	0	33	(33)	0	33	(33)	100
8700-00 · Automobile Expenses	53	50	3	53	50	3	150
Total Expense	213,695	257,709	(44,014)	213,695	257,709	(44,014)	481,492
Net Ordinary Income	2,002,397	1,741,960	260,437	2,002,397	1,741,960	260,437	1,998,176
Other Income/Expense							
Other Expense							
8990-00 · Allocated	23,190	17,399	5,791	23,190	17,399	5,791	52,198
Total Other Expense	23,190	17,399	5,791	23,190	17,399	5,791	52,198
Net Other Income	(23,190)	(17,399)	(5,791)	(23,190)	(17,399)	(5,791)	(52,198)
Net Income	1,979,206	1,724,560	254,646	1,979,206	1,724,560	254,646	1,945,978

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

Accrual Basis

92 - Visitor Services & Visitor Centers

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	308,142	278,049	30,093	308,142	278,049	30,093	344,792
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	6			6			
46000 · Merchandise Sales - Other	7,207	7,500	(293)	7,207	7,500	(293)	25,500
Total 46000 · Merchandise Sales	7,213	7,500	(287)	7,213	7,500	(287)	25,500
Total Income	315,355	285,549	29,806	315,355	285,549	29,806	370,292
Gross Profit	315,355	285,549	29,806	315,355	285,549	29,806	370,292
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	952	1,246	(294)	952	1,246	(294)	3,738
5030-00 · P/R - Health Insurance Expense	95	70	25	95	70	25	210
5040-00 · P/R - Workmans Comp	245	300	(55)	245	300	(55)	900
5060-00 · 401 (k)	413	340	73	413	340	73	1,020
5070-00 · Other Benefits and Expenses	8	83	(75)	8	83	(75)	250
5000-00 · Salaries & Wages - Other	10,653	8,500	2,153	10,653	8,500	2,153	25,500
Total 5000-00 · Salaries & Wages	12,367	10,539	1,827	12,367	10,539	1,827	31,618
5100-00 · Rent							
5110-00 · Utilities	141	465	(324)	141	465	(324)	1,395
5150-00 · Office - Cleaning	0	500	(500)	0	500	(500)	500
5100-00 · Rent - Other	6,522	6,848	(326)	6,522	6,848	(326)	20,543
Total 5100-00 · Rent	6,662	7,813	(1,150)	6,662	7,813	(1,150)	22,438
5310-00 · Telephone							
5320-00 · Telephone	142	202	(60)	142	202	(60)	605
Total 5310-00 · Telephone	142	202	(60)	142	202	(60)	605
5420-00 · Mail - USPS	0	17	(17)	0	17	(17)	50
5520-00 · Supplies	327	250	77	327	250	77	750
5710-00 · Taxes, Licenses & Fees	141	0	141	141	0	141	0
5740-00 · Equipment Rental/Leasing	85	63	23	85	63	23	188
5850-00 · Artist of Month - Commissions	0	167	(167)	0	167	(167)	500
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,500
6742-00 · Non-NLT Co-Op Marketing Program	0	200	(200)	0	200	(200)	600
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	125	(125)	0	125	(125)	375
59900 · POS Inventory Adjustments	173	0	173	173	0	173	0
8100-00 · Cost of Goods Sold - Other	3,584	3,750	(166)	3,584	3,750	(166)	12,750
Total 8100-00 · Cost of Goods Sold	3,757	3,875	(118)	3,757	3,875	(118)	13,125
8500-00 · Credit Card Fees	218	353	(134)	218	353	(134)	1,204
8600-00 · Additional Opportunitites	0	6,000	(6,000)	0	6,000	(6,000)	15,000
8700-00 · Automobile Expenses	0	0	0	0	0	0	42
8750-00 · Meals/Meetings	0	0	0	0	0	0	80
8810-00 · Dues & Subscriptions	0	0	0	0	0	0	90
Total Expense	23,699	29,477	(5,778)	23,699	29,477	(5,778)	89,789
Net Ordinary Income	291,655	256,072	35,583	291,655	256,072	35,583	280,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	8,728	3,245	5,483	8,728	3,245	5,483	9,734
Total Other Expense	8,728	3,245	5,483	8,728	3,245	5,483	9,734
Net Other Income	(8,728)	(3,245)	(5,483)	(8,728)	(3,245)	(5,483)	(9,734)
Net Income	282,928	252,827	30,100	282,928	252,827	30,100	270,769

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

93 - Business Advocacy & Support

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	232,162	209,489	22,673	232,162	209,489	22,673	259,775
4200-00 · Membership Dues Revenue	0	6,250	(6,250)	0	6,250	(6,250)	18,750
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	0	0	1,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	1,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	550	(550)	0	550	(550)	1,650
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	200	(200)	800
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	0	750	(750)	2,450
Total 4250-00 · Revenues-Membership Activities	0	750	(750)	0	750	(750)	4,950
4253-00 · Revenue- Other	0	500	(500)	0	500	(500)	1,500
Total Income	232,162	216,989	15,173	232,162	216,989	15,173	284,975
Gross Profit	232,162	216,989	15,173	232,162	216,989	15,173	284,975
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	81	90	(10)	81	90	(10)	270
5030-00 · P/R - Health Insurance Expense	0	125	(125)	0	125	(125)	375
5040-00 · P/R - Workmans Comp	4	5	(1)	4	5	(1)	15
5060-00 · 401 (k)	42	36	6	42	36	6	108
5070-00 · Other Benefits and Expenses	0	5	(5)	0	5	(5)	15
5000-00 · Salaries & Wages - Other	1,165	900	265	1,165	900	265	2,700
Total 5000-00 · Salaries & Wages	1,291	1,161	130	1,291	1,161	130	3,483
5100-00 · Rent							
5110-00 · Utilities	30	6	23	30	6	23	19
5150-00 · Office - Cleaning	0	8	(8)	0	8	(8)	24
5100-00 · Rent - Other	857	76	781	857	76	781	228
Total 5100-00 · Rent	887	91	796	887	91	796	272
5310-00 · Telephone							
5320-00 · Telephone	102	10	92	102	10	92	30
Total 5310-00 · Telephone	102	10	92	102	10	92	30
5520-00 · Supplies	36	167	(131)	36	167	(131)	500
5710-00 · Taxes, Licenses & Fees	141	0	141	141	0	141	0
5740-00 · Equipment Rental/Leasing	92	21	71	92	21	71	62
6423-00 · Membership Activities							
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	500
6442-00 · Public Relations/Website/Digita	600	990	(390)	600	990	(390)	2,970
Total 6423-00 · Membership Activities	600	990	(390)	600	990	(390)	3,470
8500-00 · Credit Card Fees	9	50	(41)	9	50	(41)	150
8600-00 · Additional Opportunites	0	20,000	(20,000)	0	20,000	(20,000)	64,000
8700-00 · Automobile Expenses	0	5	(5)	0	5	(5)	15
8750-00 · Meals/Meetings	0	5	(5)	0	5	(5)	15
8810-00 · Dues & Subscriptions	0	3	(3)	0	3	(3)	9
Total Expense	3,159	22,502	(19,344)	3,159	22,502	(19,344)	72,006
Net Ordinary Income	229,003	194,487	34,516	229,003	194,487	34,516	212,968
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,468	2,602	866	3,468	2,602	866	7,806
Total Other Expense	3,468	2,602	866	3,468	2,602	866	7,806
Net Other Income	(3,468)	(2,602)	(866)	(3,468)	(2,602)	(866)	(7,806)
Net Income	225,535	191,885	33,650	225,535	191,885	33,650	205,162

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

Accrual Basis

94 - Zone 1 Services

	<u>Apr 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '21 - Apr 22</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	624,727	563,716	61,011	624,727	563,716	61,011	699,030
Total Income	<u>624,727</u>	<u>563,716</u>	<u>61,011</u>	<u>624,727</u>	<u>563,716</u>	<u>61,011</u>	<u>699,030</u>
Gross Profit	624,727	563,716	61,011	624,727	563,716	61,011	699,030
Expense							
5100-00 · Rent							
5110-00 · Utilities	7	0	7	7	0	7	0
5100-00 · Rent - Other	166			166			
Total 5100-00 · Rent	<u>173</u>	<u>0</u>	<u>173</u>	<u>173</u>	<u>0</u>	<u>173</u>	<u>0</u>
5310-00 · Telephone							
5320-00 · Telephone	23	0	23	23	0	23	0
Total 5310-00 · Telephone	<u>23</u>	<u>0</u>	<u>23</u>	<u>23</u>	<u>0</u>	<u>23</u>	<u>0</u>
5520-00 · Supplies	8	0	8	8	0	8	0
5710-00 · Taxes, Licenses & Fees	141	0	141	141	0	141	0
5740-00 · Equipment Rental/Leasing	21	0	21	21	0	21	0
8600-00 · Additional Opportunitites	0	50,000	(50,000)	0	50,000	(50,000)	135,400
Total Expense	<u>367</u>	<u>50,000</u>	<u>(49,633)</u>	<u>367</u>	<u>50,000</u>	<u>(49,633)</u>	<u>135,400</u>
Net Ordinary Income	<u>624,360</u>	<u>513,716</u>	<u>110,644</u>	<u>624,360</u>	<u>513,716</u>	<u>110,644</u>	<u>563,630</u>
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,521	4,893	1,628	6,521	4,893	1,628	14,679
Total Other Expense	<u>6,521</u>	<u>4,893</u>	<u>1,628</u>	<u>6,521</u>	<u>4,893</u>	<u>1,628</u>	<u>14,679</u>
Net Other Income	<u>(6,521)</u>	<u>(4,893)</u>	<u>(1,628)</u>	<u>(6,521)</u>	<u>(4,893)</u>	<u>(1,628)</u>	<u>(14,679)</u>
Net Income	<u>617,839</u>	<u>508,823</u>	<u>109,016</u>	<u>617,839</u>	<u>508,823</u>	<u>109,016</u>	<u>548,952</u>

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

Accrual Basis

95 - Economic Development, Transportation, & Other

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	320,806	289,476	31,330	320,806	289,476	31,330	358,962
Total Income	320,806	289,476	31,330	320,806	289,476	31,330	358,962
Gross Profit	320,806	289,476	31,330	320,806	289,476	31,330	358,962
Expense							
5100-00 · Rent							
5110-00 · Utilities	16	0	16	16	0	16	0
5100-00 · Rent - Other	387	0	387	387	0	387	0
Total 5100-00 · Rent	403	0	403	403	0	403	0
5310-00 · Telephone							
5320-00 · Telephone	54	0	54	54	0	54	0
Total 5310-00 · Telephone	54	0	54	54	0	54	0
5520-00 · Supplies	19	0	19	19	0	19	0
5710-00 · Taxes, Licenses & Fees	212	0	212	212	0	212	0
5740-00 · Equipment Rental/Leasing	50	0	50	50	0	50	0
8600-00 · Additional Opportunitites	0	20,000	(20,000)	0	20,000	(20,000)	69,000
Total Expense	738	20,000	(19,262)	738	20,000	(19,262)	69,000
Net Ordinary Income	320,068	269,476	50,592	320,068	269,476	50,592	289,962
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,323	2,493	830	3,323	2,493	830	7,480
Total Other Expense	3,323	2,493	830	3,323	2,493	830	7,480
Net Other Income	(3,323)	(2,493)	(830)	(3,323)	(2,493)	(830)	(7,480)
Net Income	316,745	266,982	49,762	316,745	266,982	49,762	282,481

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

Accrual Basis

96 - Sustainability & Mitigation of Tourism Impacts

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	139,297	125,693	13,604	139,297	125,693	13,604	155,865
Total Income	139,297	125,693	13,604	139,297	125,693	13,604	155,865
Gross Profit	139,297	125,693	13,604	139,297	125,693	13,604	155,865
Expense							
5100-00 · Rent							
5110-00 · Utilities	11	0	11	11	0	11	0
5100-00 · Rent - Other	276	0	276	276	0	276	0
Total 5100-00 · Rent	288	0	288	288	0	288	0
5310-00 · Telephone							
5320-00 · Telephone	38	0	38	38	0	38	0
Total 5310-00 · Telephone	38	0	38	38	0	38	0
5520-00 · Supplies	14	0	14	14	0	14	0
5710-00 · Taxes, Licenses & Fees	212	0	212	212	0	212	0
5740-00 · Equipment Rental/Leasing	35	0	35	35	0	35	0
8600-00 · Additional Opportunitites	0	10,000	(10,000)	0	10,000	(10,000)	29,750
Total Expense	588	10,000	(9,412)	588	10,000	(9,412)	29,750
Net Ordinary Income	138,710	115,693	23,016	138,710	115,693	23,016	126,115
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,433	1,075	358	1,433	1,075	358	3,225
Total Other Expense	1,433	1,075	358	1,433	1,075	358	3,225
Net Other Income	(1,433)	(1,075)	(358)	(1,433)	(1,075)	(358)	(3,225)
Net Income	137,277	114,618	22,658	137,277	114,618	22,658	122,890

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

Accrual Basis

97 - Administration

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	211,056	190,445	20,612	211,056	190,445	20,612	236,159
Total Income	211,056	190,445	20,612	211,056	190,445	20,612	236,159
Gross Profit	211,056	190,445	20,612	211,056	190,445	20,612	236,159
Net Ordinary Income	211,056	190,445	20,612	211,056	190,445	20,612	236,159
Other Income/Expense							
Other Expense							
8990-00 · Allocated	17,000	17,000	0	17,000	17,000	0	51,000
Total Other Expense	17,000	17,000	0	17,000	17,000	0	51,000
Net Other Income	(17,000)	(17,000)	0	(17,000)	(17,000)	0	(51,000)
Net Income	<u>194,056</u>	<u>173,445</u>	<u>20,612</u>	<u>194,056</u>	<u>173,445</u>	<u>20,612</u>	<u>185,159</u>

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

Accrual Basis

98 - County Admin Fee

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	84,423	76,178	8,245	84,423	76,178	8,245	94,464
Total Income	84,423	76,178	8,245	84,423	76,178	8,245	94,464
Gross Profit	84,423	76,178	8,245	84,423	76,178	8,245	94,464
Expense							
5710-00 · Taxes, Licenses & Fees	0	18,667	(18,667)	0	18,667	(18,667)	56,000
Total Expense	0	18,667	(18,667)	0	18,667	(18,667)	56,000
Net Ordinary Income	84,423	57,511	26,911	84,423	57,511	26,911	38,464
Net Income	84,423	57,511	26,911	84,423	57,511	26,911	38,464

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

Accrual Basis

99 - Contingency/Reserve

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	84,423	76,178	8,245	84,423	76,178	8,245	94,464
Total Income	84,423	76,178	8,245	84,423	76,178	8,245	94,464
Gross Profit	84,423	76,178	8,245	84,423	76,178	8,245	94,464
Net Ordinary Income	84,423	76,178	8,245	84,423	76,178	8,245	94,464
Net Income	84,423	76,178	8,245	84,423	76,178	8,245	94,464

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

70 - Administration

Accrual Basis

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,588	3,563	(975)	20,008	32,379	(12,370)	39,504
5030-00 · P/R - Health Insurance Expense	3,071	3,750	(679)	21,737	37,500	(15,763)	45,000
5040-00 · P/R - Workmans Comp	129	194	(66)	1,374	1,943	(569)	2,332
5060-00 · 401 (k)	1,103	1,425	(323)	5,782	13,330	(7,548)	15,975
5070-00 · Other Benefits and Expenses	50	183	(133)	720	1,828	(1,108)	2,193
5000-00 · Salaries & Wages - Other	40,647	35,629	5,018	292,901	333,239	(40,338)	404,497
Total 5000-00 · Salaries & Wages	47,587	44,744	2,842	342,522	420,218	(77,696)	509,501
5100-00 · Rent							
5110-00 · Utilities	93	218	(124)	2,805	1,718	1,087	2,153
5140-00 · Repairs & Maintenance	787	417	370	7,424	4,167	3,257	5,000
5150-00 · Office - Cleaning	0	274	(274)	2,839	2,899	(61)	3,448
5100-00 · Rent - Other	2,644	2,968	(324)	33,817	30,808	3,008	36,744
Total 5100-00 · Rent	3,524	3,877	(353)	46,884	39,592	7,292	47,345
5310-00 · Telephone							
5320-00 · Telephone	132	1,935	(1,803)	13,915	13,043	872	16,913
5310-00 · Telephone - Other	0			43			
Total 5310-00 · Telephone	132	1,935	(1,803)	13,957	13,043	914	16,913
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			12	0	12	0
5420-00 · Mail - USPS - Other	0	83	(83)	1,366	833	533	1,000
Total 5420-00 · Mail - USPS	0	83	(83)	1,378	833	545	1,000
5510-00 · Insurance/Bonding	269	1,250	(981)	9,679	12,500	(2,821)	15,000
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			4,163	2,500	1,663	2,500
5520-00 · Supplies - Other	563	500	63	6,844	5,000	1,844	6,000
Total 5520-00 · Supplies	563	500	63	11,007	7,500	3,507	8,500
5610-00 · Depreciation	153	486	(333)	1,528	1,861	(333)	2,833
5700-00 · Equipment Support & Maintenance	2,544	2,917	(373)	24,311	29,167	(4,855)	35,000
5710-00 · Taxes, Licenses & Fees	1,615	1,250	365	14,211	12,500	1,711	15,000
5740-00 · Equipment Rental/Leasing	291	125	166	6,805	1,250	5,555	1,500
5800-00 · Training Seminars	0	417	(417)	30	4,167	(4,137)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	850	625	225	13,550	6,250	7,300	7,500
5920-00 · Professional Fees - Accountant	0			20,773	26,000	(5,227)	26,000
5921-00 · Professional Fees - Other	2,080	833	1,247	112,704	8,333	104,371	10,000
Total 5900-00 · Professional Fees	2,930	1,458	1,472	147,027	40,583	106,444	43,500
5941-00 · Research & Planning	0	1,250	(1,250)	0	12,500	(12,500)	15,000
6740-00 · Media/Collateral/Production	0			250			
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	16,667	(16,667)	20,000
8200-00 · Associate Relations	0	125	(125)	588	1,250	(662)	1,500
8300-00 · Board Functions	3,331	583	2,748	13,923	5,833	8,089	7,000
8500-00 · Credit Card Fees	0			41			
8600-00 · Additional Opportunites	650	833	(183)	6,500	8,333	(1,833)	10,000
8700-00 · Automobile Expenses	70	250	(180)	373	2,500	(2,127)	3,000
8750-00 · Meals/Meetings	845	417	428	6,993	4,167	2,827	5,000
8810-00 · Dues & Subscriptions	1,009	1,000	9	12,518	10,000	2,518	12,000
8920-00 · Bad Debt	0			299	0	299	0
Total Expense	65,512	65,167	345	660,825	644,463	16,362	774,592
Net Ordinary Income	(65,512)	(65,167)	(345)	(660,825)	(644,463)	(16,362)	(774,592)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(65,552)	65,167	(130,719)	(660,865)	(514,129)	(146,736)	(384,000)
Total Other Expense	(65,552)	65,167	(130,719)	(660,865)	(514,129)	(146,736)	(384,000)
Net Other Income	65,552	(65,167)	130,719	660,865	514,129	146,736	384,000
Net Income	40	(130,334)	130,374	40	(130,334)	130,374	(390,592)

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

April 30, 2022

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North Lake Tahoe Marketing Cooperative

Balance Sheet

As of April 30, 2022

05/20/22

Accrual Basis

	Apr 30, 22	Apr 30, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	405,994	686,705	(280,711)	(41)%
Total Checking/Savings	405,994	686,705	(280,711)	(41)%
Accounts Receivable				
1200-00 · Accounts Receivable	167,103	2,490	164,613	6,611%
Total Accounts Receivable	167,103	2,490	164,613	6,611%
Other Current Assets				
1200-99 · Accounts Receivable - Other	61	0	61	100%
1350-00 · Security Deposits	100	100	0	0%
Total Other Current Assets	161	100	61	61%
Total Current Assets	573,257	689,295	(116,038)	(17)%
Other Assets				
1400-00 · Prepaid Expenses	46,032	66,637	(20,605)	(31)%
Total Other Assets	46,032	66,637	(20,605)	(31)%
TOTAL ASSETS	619,289	755,932	(136,643)	(18)%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	189,899	340,696	(150,797)	(44)%
Total Accounts Payable	189,899	340,696	(150,797)	(44)%
Total Current Liabilities	189,899	340,696	(150,797)	(44)%
Total Liabilities	189,899	340,696	(150,797)	(44)%
Equity				
32000 · Unrestricted Net Assets	192,669	486,983	(294,315)	(60)%
Net Income	236,721	(71,748)	308,469	430%
Total Equity	429,389	415,235	14,154	3%
TOTAL LIABILITIES & EQUITY	619,289	755,932	(136,643)	(18)%

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North Lake Tahoe Marketing Cooperative
A/R Aging Summary
As of April 30, 2022

05/20/22

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Augustine Ideas*	0.00	0.00	0.00	0.00	999.00	999.00
Beach Retreat & Lodge	0.00	0.00	0.00	0.00	0.00	0.00
IVCBVB	0.00	0.00	1,333.00	0.00	0.00	1,333.00
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
NLTRA*	0.00	159,218.22	0.00	0.00	0.00	159,218.22
Northstar California	0.00	0.00	0.00	0.00	0.00	0.00
Sierra Ski Marketing Council	0.00	0.00	0.00	0.00	0.00	0.00
The Resort at Squaw Creek	0.00	0.00	0.00	0.00	0.00	0.00
The Resort of Squaw Creek	0.00	0.00	0.00	0.00	1,276.17	1,276.17
The Village of Palisades	0.00	0.00	0.00	0.00	1,276.17	1,276.17
Truckee North Tahoe Trans Mgmt Assoc	0.00	0.00	0.00	3,000.00	0.00	3,000.00
TOTAL	0.00	159,218.22	1,333.00	3,000.00	3,551.34	167,102.56

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North Lake Tahoe Marketing Cooperative
A/P Aging Summary
 As of April 30, 2022

05/20/22

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Amber Burke	30.19	0.00	0.00	0.00	0.00	30.19
IVCB Visitors Bureau	7,533.04	5,169.76	0.00	0.00	0.00	12,702.80
MAHK Advertising	176,533.15	0.00	0.00	0.00	0.00	176,533.15
NLTRA	633.02	0.00	0.00	0.00	0.00	633.02
TOTAL	<u>184,729.40</u>	<u>5,169.76</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>189,899.16</u>

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North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

05/20/22

April 2022

Accrual Basis

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Income							
4000-00 · LTIVCBVB Funding	57,666	57,666	0	576,662	576,660	2	692,000
4001-00 · NLTRA Funding	159,218	112,934	46,284	984,212	984,212	0	1,100,000
4004-00 · IVCBVB Entertainment	2,000	2,000	0	8,000	8,000	0	8,000
Total Income	218,884	172,600	46,284	1,568,874	1,568,872	2	1,800,000
Gross Profit	218,884	172,600	46,284	1,568,874	1,568,872	2	1,800,000
Expense							
5000-00 · CONSUMER MARKETING							
5002-00 · Consumer Print	0			10,125			
5002-01 · Native Display	4,500	5,000	(500)	38,333	58,000	(19,667)	70,000
5004-00 · Trip Advisor	9,900	10,000	(100)	43,657	45,000	(1,343)	50,000
5005-00 · Paid Social	30,760	19,850	10,910	96,672	118,510	(21,838)	132,960
5005-01 · Digital Display / Retargeting	35,530	10,500	25,030	100,032	68,750	31,282	79,000
5007-00 · Creative Production							
5007-01 · Creative Production	0	37,500	(37,500)	60,059	150,000	(89,941)	150,000
5007-02 · Website Production	0			1,876	0	1,876	0
5007-03 · Photo/Video Creative	2,462	2,372	90	31,650	23,725	7,925	28,469
5007-00 · Creative Production - Other	128	0	128	1,148	0	1,148	0
Total 5007-00 · Creative Production	2,589	39,872	(37,283)	94,732	173,725	(78,993)	178,469
5010-00 · Account Strategy & Management	7,000	7,000	0	70,000	70,000	0	84,000
5016 · Video Streaming	63,613	25,000	38,613	154,840	100,000	54,840	105,000
5017-00 · Rich Media	0			600	0	600	0
5018-00 · Media Commission	18,753	10,510	8,243	58,090	62,535	(4,445)	71,166
5018-01 · Digital Ad Serving	240	1,000	(760)	848	5,300	(4,452)	6,000
5020-00 · Search Engine Marketing	8,230	9,000	(770)	45,437	47,000	(1,563)	54,000
5022-00 · Email	3,500	0	3,500	18,499	15,000	3,499	20,000
5024-00 · Fusion 7	0	2,000	(2,000)	5,000	20,000	(15,000)	24,000
5025-00 · Expedia	0	0	0	0	15,000	(15,000)	15,000
5029-00 · Television	0	0	0	0	7,000	(7,000)	14,000
Total 5000-00 · CONSUMER MARKETING	184,615	139,732	44,883	736,865	805,820	(68,955)	903,595
5110-00 · LEISURE SALES							
5107-00 · Creative Production	0	0	0	0	1,500	(1,500)	2,000
5111-00 · FAMS - Domestic	663	0	663	1,513	1,500	13	1,500
5112-00 · Training / Sales Calls	0	0	0	3,568	5,000	(1,432)	5,000
5113-00 · Additional Opportunities	848	3,050	(2,202)	1,033	9,050	(8,017)	9,050
5115-00 · Travel Agent Incentive Program	0	0	0	0	4,750	(4,750)	4,750
5131-00 · FAMS -Intl - Travel Trade	0	0	0	0	2,250	(2,250)	2,250
5133-00 · Ski-Tops	0	0	0	0	4,000	(4,000)	4,000
5134-00 · Intl Marketing - Additional Opp	0	4,000	(4,000)	0	4,000	(4,000)	4,000
5137-00 · Co-op Opportunities	0	0	0	0	6,000	(6,000)	6,000
5143-00 · Mountain Travel Symposium	687	1,500	(813)	4,751	6,000	(1,249)	6,000
5144-00 · IPW - POW WOW	8,430	11,000	(2,570)	12,764	16,000	(3,236)	16,000
5145-00 · TIA Annual Dues	219	0	219	875	2,700	(1,825)	2,700
5155-00 · California Star Program	0	0	0	2,400	3,000	(600)	3,000
5157-00 · International Efforts	2,500	0	2,500	2,500	10,000	(7,500)	15,000
Total 5110-00 · LEISURE SALES	13,346	19,550	(6,204)	29,403	75,750	(46,347)	81,250
5200-00 · PUBLIC RELATIONS							
5200-01 · Strategy, Reporting, Mgmt, Etc.	6,000	5,000	1,000	48,000	45,000	3,000	55,000
5202-00 · PR Program/ Content Dev - Blogs	1,936	750	1,186	7,064	9,750	(2,686)	12,000
5204-00 · Media Mission(s)	0	0	0	5,110	24,000	(18,890)	24,000
5206-00 · Digital Buy/ Social Media Boost	800	800	0	8,000	8,000	0	9,600
5207-00 · Content Campaigns/Tools-My Emma	265	240	25	2,475	2,400	75	2,880
5208-00 · International Travel Media FAMS	0	0	0	0	3,000	(3,000)	3,000
5209-00 · Domestic Travel Media FAMS	0	3,100	(3,100)	11,712	15,500	(3,788)	18,600
5210-00 · Content Dev - Newsletters	1,350	1,800	(450)	10,200	18,000	(7,800)	21,600
5211-00 · Social Media Strategy & Mgmt	6,000	6,000	0	59,000	59,000	0	71,000
5212-00 · Social Giveaways & Contests	0	0	0	900	5,400	(4,500)	7,200
5214-00 · Social Takeover	0	2,500	(2,500)	107	10,000	(9,893)	10,000
5216-00 · PR Content Development + Distri	360	0	360	1,680	4,500	(2,820)	6,000
5221-00 · Photography & Video Asset Dev	0	0	0	5,750	6,000	(250)	8,000
5222-00 · Media Tracking / Membership	883	294	589	3,543	2,940	603	3,530
5280-00 · PR Meals / Entertainment	0	0	0	203	1,250	(1,047)	1,500
Total 5200-00 · PUBLIC RELATIONS	17,594	20,484	(2,890)	163,744	214,740	(50,996)	253,910
6000-00 · CONFERENCE SALES							
6005-00 · Paid Media	1,339	2,512	(1,173)	15,792	19,090	(3,298)	24,114
6006-00 · CVENT	712	916	(204)	7,157	9,134	(1,977)	10,967
6007-00 · Creative Production	0	0	0	14,973	10,000	4,973	10,000
6014-00 · MCC Group Incentive Program	0	1,000	(1,000)	0	6,000	(6,000)	7,000
6015-00 · MCC National Memberships	0	0	0	0	0	0	779
6016-00 · MCC Search Engine Marketing	85			171	0	171	0
6018-00 · MCC Media Commission	162	459	(298)	5,073	3,672	1,401	4,590
6018-01 · MCC Digital Ad Serving	7	41	(34)	47	418	(371)	500
6019-00 · Conference Direct Partnership	583	0	583	4,667	7,000	(2,333)	7,000
6128-00 · HelmsBriscoe Strategic Partner	583	0	583	5,833	7,000	(1,167)	7,000
6152-00 · Client Events / Opportunities	5,883	0	5,883	15,816	4,000	11,816	17,000
6153-00 · Chicago Sales Rep Support	125	625	(500)	1,795	1,875	(80)	2,500

9:32 AM

**North Lake Tahoe Marketing Cooperative
Profit & Loss Budget Performance**

05/20/22

April 2022

Accrual Basis

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Total 6000-00 · CONFERENCE SALES	9,479	5,553	3,926	71,324	68,189	3,135	91,450
6100-00 · TRADE SHOWS							
6111-00 · Site Inspections	0	0	0	461	4,500	(4,039)	6,000
6116-00 · CalSAE Seasonal Spectacular	0	0	0	2,224	5,000	(2,776)	5,000
6120-01 · Sac River Cats Client Event	0			500	0	500	0
6127-00 · CalSAE Annual	0	0	0	0	0	0	1,500
6143-00 · Connect Marketplace	0	0	0	7,500	6,000	1,500	6,000
6151-00 · Destination CA	0			493	0	493	0
6154-00 · HelmsBriscoe ABC	0	2,500	(2,500)	227	2,500	(2,273)	5,500
6155-00 · Connect Trade Shows	0			991			
6156-00 · Connect California	0	0	0	0	5,500	(5,500)	5,500
6156-02 · Connect Chicago	0	0	0	0	4,700	(4,700)	4,700
6156-05 · Connect Northwest	0	0	0	0	5,500	(5,500)	5,500
6160-00 · AllThingsMeetings Silicon Valley	0	0	0	0	1,500	(1,500)	1,500
6160-01 · AllThingsMeetings East Bay	0	0	0	0	1,500	(1,500)	1,500
6165-00 · Bay Area Client Appreciation	0	0	0	0	0	0	4,500
6166-00 · Sports Commission	0	0	0	0	420	(420)	420
6168-00 · Sacramento/Roseville TopGolf	0	0	0	0	0	0	2,500
6171-00 · Outdoor Retailer	0	0	0	0	1,500	(1,500)	1,500
6180-00 · Conference Direct CA	0			1,167	0	1,167	0
6182-00 · Destination Celebration	0	0	0	1,116	2,275	(1,159)	2,275
Total 6100-00 · TRADE SHOWS	0	2,500	(2,500)	14,678	40,895	(26,217)	53,895
7000-00 · COMMITTED & ADMIN EXPENSES							
5008-00 · Cooperative Programs	0	3,000	(3,000)	(3,000)	24,000	(27,000)	30,000
5009-00 · Fulfillment / Mail	318	200	118	2,378	2,000	378	2,400
5021-00 · RASC-Reno Air Service Corp	0	0	0	75,000	75,000	0	100,000
5123-00 · HSVC - High Sierra Visitors	167	0	167	1,667	0	1,667	2,000
5124-00 · Reno Tahoe Territory Membership	0	0	0	0	1,000	(1,000)	1,000
7001-00 · Miscellaneous	12			849	0	849	0
7002-00 · CRM Subscription	0	885	(885)	7,167	8,850	(1,683)	10,620
7003-00 · IVCBVB Entertainment Fund	62	0	62	455	6,000	(5,545)	8,000
7004-00 · Research	2,705	2,750	(45)	30,508	27,500	3,008	83,000
7005-00 · Film Festival	0			15,000	15,000	0	15,000
7006-00 · Special Events	0	0	0	70	0	70	20,000
7007-00 · Destimetrics / DMX	7,109	0	7,109	28,435	25,014	3,421	33,352
7008-00 · Opportunistic Funds	0			3,000	25,000	(22,000)	25,000
7009-00 · Tahoe Cam Usage	0	177	(177)	2,124	1,770	354	2,124
7010-00 · Photo Management & Storage	861	875	(14)	6,448	6,500	(53)	7,757
7020-00 · Collateral Production / Printin	0			724	0	724	0
8700-00 · Automobile Expense*	30			736	0	736	0
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0			188			
Total 7000-00 · COMMITTED & ADMIN EXPENSES	11,263	7,887	3,376	171,747	217,634	(45,887)	340,253
8000-00 · WEBSITE CONTENT & MAINTENANCE							
8002-00 · Content Manager Contractor	4,250	4,250	0	42,500	42,500	0	51,000
8003-00 · Website Hosting Maintenance	5	534	(529)	1,892	2,161	(269)	2,161
8004-00 · Website Strategy & Maintenance	7,500	7,500	0	75,000	75,000	0	90,000
8005-00 · Website SEO Strategy/Maint	2,500	2,500	0	25,000	25,000	0	30,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	14,255	14,784	(529)	144,392	144,661	(269)	173,161
Total Expense	250,552	210,490	40,062	1,332,153	1,567,689	(235,536)	1,897,514
Net Income	(31,668)	(37,890)	6,222	236,721	1,183	235,538	(97,514)



north lake tahoe

Chamber | CVB | Resort Association

Date: 05/20/2022

To: North Lake Tahoe Resort Association (NLTRA) Finance Committee
Cc: Tony Karwowski, CEO

From: DeWitt Van Siclen, Accounting Manager

RE: Recommendation for approval of Proposed 2022/23 NLTRA Budget

Action(s) Requested:

Staff requests Committee recommendation for approval of the 2022/23 NLTRA Budget.

Background:

- Collections on TBID assessments began July 1, 2021 and required several months to secure a enough funds to sustain TBID operations. In the interim months, the NLTRA was funded through TOT dollars to continue marketing, visitor services, and tourism master plan implementation operations.
 - Collections on TBID assessments in the fiscal year 2021/22 exceeded forecasts due primarily to increased reservations made during Q1 in the lodging sector. Q3 and Q4 collections are yet to be received.
 - Budgeted use of TBID funds in the fiscal year 2021/22 are anticipated to be lower than budget.
 - Due to a combination of increased revenues and decreased expenditures, the NLTRA intends to increase budgeted expenditures for the fiscal year 2022/23.
- Collections on TBID assessments are budgeted to fall in line with the \$6,000,000 that had been projected in the Management District Plan (MDP).
 - Net loss of \$948,000 is anticipated for the fiscal year 2022/23.
- Budgeted TOT funding totals \$123,000 in order to offset staffing and overhead related to the management of “freed up” TOT.
- Due to a combination of increased revenues and decreased expenditures, the NLTRA has budgeted TBID expenditures at \$7,000,000 for the fiscal year 2022/23.
 - Marketing, Promotions, & Events budget is 32% greater than prior year’s combined TOT & TBID budget. This is primarily due to an increase in North Lake Tahoe Marketing Cooperative (NLTMC) contributions to be more in line with pre-pandemic funding amounts as well as increased additional opportunities funds allocated through the MDP, as well as staffing changes resulting in a small net difference year over year.
 - Visitor Services & Centers budget is 52% greater than prior year’s combined TOT & TBID budget. This is primarily due to an increase in additional opportunities funds allocated through the Management District Plan.
 - Business Advocacy & Support budget is 36% greater than prior year’s combined Membership, TOT, & TBID budgets.
 - Includes reduced membership dues revenue due to TBID-assessed businesses no longer being invoiced for membership.
 - Includes funding for the NTBA & TCDA, which had previously been funded through TOT dollars.

- Increased staffing levels due to the change in scope for both the Chamber function and the NLTRA as a stewardship organization.
- Budgeted expenditures for Zone 1 are funded by an additional 1% assessment on lodging businesses within the Zone 1 boundary to be used within the Zone 1 boundary to the benefit of those assessed. This is a new budget category with unsubstantial year over year comparisons. Budgeted expenditures are primarily comprised of staffing/overhead as well as additional opportunities funding as allocated by the MDP.
- Economic Development, Transportation, and Other Opportunities is a new budget category with unsubstantial year over year comparisons. Budgeted expenditures are primarily comprised of staffing/overhead as well as additional opportunities funding as allocated by the MDP.
- Sustainability & Mitigation of Tourism is a new budget category with unsubstantial year over year comparisons. Budgeted expenditures are primarily comprised of staffing/overhead as well as additional opportunities funding as allocated by the MDP.
- Administration is a new budget category used to offset administrative expenses. Additional administrative expenses are allocated among the operating budget categories.
- County Admin Fee is expected to be lower than the funds allocated by the MDP. Staff anticipates a budget adjustment to be brought to the committees and board for approval closer to the end of the fiscal year 2022/23.
- Contingency/Reserve are funds to be used for a reserve or to be used in any other budget category pending board approval.
- Administrative Overhead is 29% greater than prior year due primarily to an increase in staffing as well as increased professional fees.

Fiscal Impact:

Revenues from the fiscal year 2021/22 were greater than budgeted, and expenditures were lower than budgeted, resulting in the need to increase expenditures for the fiscal year 2022/23 by \$1,000,000 over the suggested budget in the MDP to \$7,000,000. TBID revenues for the fiscal year 2022/23 are anticipated to follow the expectations set forth in the MDP of \$6,000,000. TOT revenues have been substantially reduced due to the transition to the TBID, freeing up more than \$4,000,000 annually to be used for Workforce Housing & Transportation. Both Visitor Center retail income and Membership income are lower than previous years due to the formation of the TBID as well as changes to the scope of work for the NLTRA.

Attachments:

NLTRA Proposed 2022/23 Budget Summary
 NLTRA Proposed Budget Summary Comparison to Prior Year
 NLTRA Proposed 2022/23 NLT TBID Revenue & Cash Flow Forecast

NLTRA FISCAL YEAR 2022/23 BUDGET SUMMARY

	Total	Marketing/Promo/ Events	Visitor Services	Business Advocacy	Zone 1	Econ Dev/Trans/Other	Sustainability	Administration	County Admin Fee	Contingency/Reserve	CAP/TOT Housing & Transportation	Admin
TBID Revenue	6,000,000	3,150,000	438,000	330,000	888,000	456,000	198,000	300,000	120,000	120,000	-	-
Prior Year Unspent Funds	1,000,000											
TOT Revenue	123,251	-	-	-	-	-	-	-	-	-	123,251	-
VIC Revenue (net of CGS)	30,000	-	30,000	-	-	-	-	-	-	-	-	-
Membership Dues & Activities	75,000	-	-	75,000	-	-	-	-	-	-	-	-
TOTAL REVENUE	7,228,251	3,150,000	468,000	405,000	888,000	456,000	198,000	300,000	120,000	120,000	123,251	-
Salaries & Wages	1,985,511	578,548	205,646	187,430	61,528	122,902	98,582	-	-	-	97,280	633,595
Rent & Utilities	193,922	35,771	87,751	12,571	2,486	5,800	4,143	-	-	-	6,629	38,771
Phone/Internet	20,820	5,620	1,645	1,782	411	960	685	-	-	-	1,097	8,620
Supplies & Mail	37,500	7,300	5,700	2,700	1,700	2,250	1,550	-	-	-	3,300	13,000
Maintenance, Support, Repairs, Etc.	59,580	2,138	626	678	156	365	261	-	-	-	417	54,938
Insurance	15,000	-	-	-	-	-	-	-	-	-	-	15,000
Taxes, Licenses, Fees	105,500	750	300	300	300	300	300	-	88,000	-	250	15,000
Dues, Subscriptions, etc	16,000	1,500	200	200	200	200	200	-	-	-	200	13,300
Board Functions	48,000	-	-	-	-	-	-	-	-	-	-	48,000
Staff expenses	33,500	3,200	1,600	2,000	1,700	1,200	1,200	-	-	-	1,700	20,900
Professional Fees	139,000	-	-	-	-	-	-	-	-	-	-	139,000
Events	615,000	615,000	-	-	-	-	-	-	-	-	-	-
Coop Contributions	1,440,000	1,440,000	-	-	-	-	-	-	-	-	-	-
Non-coop marketing	217,000	192,000	5,000	5,000	5,000	5,000	5,000	-	-	-	-	-
NTBA/TCDA Funding	200,000	-	-	161,700	38,300	-	-	-	-	-	-	-
Membership Luncheon	6,000	-	-	6,000	-	-	-	-	-	-	-	-
Community Awards Dinner	30,000	-	-	30,000	-	-	-	-	-	-	-	-
Membership Activities	2,781	-	-	2,781	-	-	-	-	-	-	-	-
eBlasts	7,200	-	-	7,200	-	-	-	-	-	-	-	-
TMBC	3,000	-	-	3,000	-	-	-	-	-	-	-	-
Unallocated Funds	2,052,937	424,083	181,211	-	820,171	339,593	95,879	-	52,000	140,000	-	-
TOTAL EXPENDITURES BEFORE ALLOCATION	7,228,251	3,305,911	489,679	423,342	931,952	478,570	207,800	-	140,000	140,000	110,872	1,000,124
Admin Overhead Allocation	-	369,089	51,321	36,658	104,048	53,430	23,200	350,000	-	-	12,378	(1,000,124)
TOTAL EXPENDITURES	7,228,251	3,675,000	541,000	460,000	1,036,000	532,000	231,000	350,000	140,000	140,000	123,251	-
NET RESULTS	(0)	(525,000)	(73,000)	(55,000)	(148,000)	(76,000)	(33,000)	(50,000)	(20,000)	(20,000)	-	-

NLTRA Proposed Budget 2022/23 - Summary Comparison

TBID Funding**

	Proposed 2022/23 Budget (Jul - Jun)	2021/2022 Combined Budget (Jul - Jun)	Change 22/23 v 21/22 (\$)	Change 22/23 v 21/22 (%)
	Funding by TBID**	Funding by TBID & TOT		
Department*				
Marketing, Promotions, & Events	3,675,000	2,788,885	886,115	32%
Visitor Services & Centers (higher expense due to retail income)	541,000	355,432	185,568	52%
Business Advocacy & Support (higher expenses due to Membership income)	460,000	337,334	122,666	36%
Zone 1	1,036,000	189,481	846,519	447%
Economic Development, Transportation, & Other Opportunities	532,000	97,301	434,699	447%
Sustainability & Mitigation of Tourism	231,000	42,249	188,751	447%
Administration	350,000	64,014	285,986	447%
County Admin Fee	88,000	25,606	62,394	244%
Contingency/Reserve	140,000	25,606	114,394	447%
	7,053,000	3,925,908	3,127,093	80%

TOT Allocation Proposed Budget 2022/23 - Summary

TOT Funding

	Proposed 2022/23 Budget (Jul - Jun)	2020/2021 Budget (Jul - Jun)	Change 22/23 v 21/22 (\$)	Change 22/23 v 21/22 (%)
	Funding by TOT	Funding by TOT		
Department*				
TMPI/TBID	0	141,237	-141,237	-100%
TOT Housing & Transportation	123,251	162,914	-39,663	-24%
	123,251	304,151	-180,900	-59%

* Department expenses include a proportional share of the Administration department expenses.

** Unless noted otherwise

Administration Expenses Jul 21 - Mar 22:	1,000,124	774,592	225,532	29%
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TOTAL Expenditures FY2022/23:

7,176,251

NLTRA FISCAL YEAR 2022/23 NLT TBID REVENUE & CASH FLOW FORECAST																
TBID REVENUE																
			Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total	
TBID projected monthly Revenue:	Annual	% of Budget														
Marketing, Promo, Events	3,150,000	52.5%	253,377	255,205	107,499	651,721	226,944	102,394	408,656	172,614	193,253	432,098	288,733	57,505	3,150,000	
Visitors Center & Services	438,000	7.3%	35,232	35,486	14,947	90,620	31,556	14,238	56,823	24,002	26,871	60,082	40,148	7,996	438,000	
Business Advocacy & Support	330,000	5.5%	26,544	26,736	11,262	68,276	23,775	10,727	42,812	18,083	20,246	45,267	30,248	6,024	330,000	
Zone 1 Services	888,000	14.8%	71,428	71,944	30,304	183,723	63,977	28,865	115,202	48,661	54,479	121,810	81,395	16,211	888,000	
Econ Devel, Trans, Other Opps	456,000	7.6%	36,679	36,944	15,562	94,344	32,853	14,823	59,158	24,988	27,976	62,551	41,798	8,324	456,000	
Sustainability, Mitigation of Tourism	198,000	3.3%	15,927	16,041	6,757	40,965	14,265	6,436	25,687	10,850	12,147	27,160	18,149	3,615	198,000	
Administration	300,000	5.0%	24,131	24,305	10,238	62,069	21,614	9,752	38,920	16,439	18,405	41,152	27,498	5,477	300,000	
County Administration	120,000	2.0%	9,652	9,722	4,095	24,827	8,645	3,901	15,568	6,576	7,362	16,461	10,999	2,191	120,000	
Contingency	120,000	2.0%	9,652	9,722	4,095	24,827	8,645	3,901	15,568	6,576	7,362	16,461	10,999	2,191	120,000	
TBID projected monthly Revenue TOTAL:	6,000,000	100%	482,624	486,106	204,759	1,241,374	432,275	195,037	778,392	328,789	368,101	823,043	549,968	109,533	6,000,000	
TBID NET CASH AVAILABLE																
			Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total
TBID cumulative cash receipts:				3,001,571	3,098,567	3,282,614	2,807,547	2,841,107	3,043,914	2,507,033	2,422,665	2,744,464	2,259,089	2,286,105	2,567,689	
TBID cumulative proposed expenditures:				528,095	496,288	578,316	466,051	516,981	628,695	855,683	573,420	555,211	626,134	468,197	706,931	
TBID cumulative net cash available:			2,860,758	2,473,476	2,602,279	2,704,298	2,341,497	2,324,126	2,415,218	1,651,351	1,849,245	2,189,254	1,632,955	1,817,909	1,860,758	
TBID CASH RECEIPTS																
			Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total	
Projected TBID cash receipts (unallocated)																
Tier 2/3 (one month delay)			24,000	24,000											48,000	
Monthly Receipts - on time		50%	58,407	11,632	51,255	51,624	21,745	131,834	45,908	20,713	82,665	34,917	39,092	87,407	637,200	
Monthly Receipts - delayed		50%	58,407	11,632	51,255	51,624	21,745	131,834	45,908	20,713	82,665	34,917	39,092	87,407	637,200	
Quarterly Receipts - on time		50%		577,826			456,120			729,888			574,966		2,338,800	
Quarterly Receipts - delayed		50%			577,826		456,120			729,888			574,966		2,338,800	
Projected TBID receipts (unallocated) TOTAL:			140,813	625,090	680,335	103,249	499,611	719,788	91,815	771,314	895,219	69,835	653,151	749,780	6,000,000	
TBID Expected Revenues																
Lodging (47.2% typical collections year)			227,798	229,442	96,646	585,929	204,034	92,057	367,401	155,188	173,744	388,476	259,585	51,699	2,832,000	
F&B / Retail (36.7% typical collections year)			177,123	178,401	75,147	455,584	158,645	71,578	285,670	120,666	135,093	302,057	201,838	40,199	2,202,000	
Activity (16.1% typical collections year)			77,702	78,263	32,966	199,861	69,596	31,401	125,321	52,935	59,264	132,510	88,545	17,635	966,000	
\$ to receive (with prior contracted business excluded)			482,624	486,106	204,759	1,241,374	432,275	195,037	778,392	328,789	368,101	823,043	549,968	109,533	6,000,000	
Variance from percentage			-	-	-	-	-	-	-	-	-	-	-	-	-	

KEY METRICS FOR April 30, 2022 FINANCIAL STATEMENTS

Total District 5 Eastern Slope TOT Collections by Quarter 2013 - 2022 (as reported thru Mar 2022)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2013 - 2014	4,401,773	2,048,674	3,497,093	1,639,259	\$ 11,586,799
2014 - 2015	4,560,065	2,415,022	3,428,514	1,742,210	\$ 12,145,811
2015 - 2016	4,729,061	3,755,563	5,332,084	2,201,370	\$ 16,018,078
2016 - 2017	5,335,081	3,217,765	5,991,509	3,175,348	\$ 17,719,703
2017 - 2018	6,083,237	3,298,036	5,504,277	3,020,130	\$ 17,905,680
2018 - 2019	6,876,440	3,904,575	6,856,707	3,399,734	\$ 21,037,456
2019 - 2020	7,028,821	3,980,215	5,806,012	1,085,367	\$ 17,900,415
2020 - 2021	7,366,171	3,326,055	6,224,822	4,997,463	\$ 21,914,511
2021 - 2022	7,811,022	5,310,674	2,693,809	-	\$ 15,815,505

Total NLTTBID Revenues by Quarter 2021 - 2026 (as reported thru Mar 2022)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2021 - 2022	1,345,372	1,190,633	1,301,676		\$ 3,837,681
2022 - 2023					\$ -
2023 - 2024					\$ -
2024 - 2025					\$ -
2025 - 2026					\$ -

Visitor Information Comparative Statistics For FYTD 2018/19 - 2021/22 (thru April 2022)					
Referrals -	2018-19	2019-20	2020-21	2021-22	YOY % Change
Tahoe City:					
Walk In	33578	36049	21665	25574	18.04%
Phone	2354	2455	2243	2218	-1.11%
Email	338	373	432	488	12.96%
Kings Beach (Walk In)	4439	8322	5408	3998	-26.07%
NLT - Event Traffic	3491	3243	749	1784	138.18%
Total	44,200	50,442	30,497	34,062	11.69%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)					
Quarter	2018	2019	2020	2021	YOY % Change
First (Jan - Mar)	\$ 762,370	\$ 875,360	\$ 767,831	\$ 661,434	-13.86%
Second (Apr - June)	\$ 627,831	\$ 674,366	\$ 417,576	\$ -	
Third (Jul - Sept)	\$ 1,018,271	\$ 1,058,279	\$ 922,133	\$ -	
Fourth (Oct - Dec)	\$ 671,770	\$ 770,185	\$ 616,050	\$ -	
Total	\$ 3,080,242	\$ 3,378,190	\$ 2,723,590	\$ 661,434	

Destimetrics Reservations Activity	2021/22	2020/21	YOY % Change
Occupancy	44.1%	42.1%	4.75%
ADR (Average Daily Rate)	\$ 292	\$ 285	2.46%
RevPAR (Rev per Available Room)	\$ 129	\$ 120	7.50%
Occupancy 1 Mth Forecast	36.4%	24.3%	49.79%
ADR 1 Mth Forecast	\$ 308	\$ 294	4.76%
RevPAR 1 Mth Forecast	\$ 112	\$ 71	57.75%
Occupancy (prior 6 months)	52.3%	38.9%	34.45%
ADR (prior 6 months)	\$ 456	\$ 375	21.60%
RevPAR (prior 6 months)	\$ 238	\$ 146	63.01%
Occupancy (next 6 months)	33.9%	34.1%	-0.59%
ADR (next 6 months)	\$ 438	\$ 424	3.30%
RevPAR (next 6 months)	\$ 149	\$ 145	2.76%

Unemployment Rates - EDD	Mar 2022
California (pop. 38,332,521)	5.3%
Placer County (367,309)	2.8%
Dollar Point (1,215)	0.0%
Kings Beach (3,893)	1.0%
Sunnyside/Tahoe City (1,557)	0.0%
Tahoe Vista (1,433)	0.0%

Total Chamber Membership	
June 2017	424
June 2018	378
June 2019	371
June 2020	362
June 2021	366

Conference Revenue Statistics Comparison FYTD 20/21 vs. FYTD 21/22 at 4/30/2022				
	2020-21	2020-21	2021-22	YOY %
FORWARD LOOKING	Actuals	Forecasted	Forecasted	Change
Total Revenue Booked	\$ 257,997	\$ 417,602	\$ 1,962,035	369.83%
Commission for this Revenue	\$ -		\$ -	
Number of Room Nights	1,287	1,773	9,228	420.47%
Number of Bookings	8	10	28	180.00%
Conference Revenue And Percentage by County:				
	<u>20-21</u>	<u>21-22</u>		
Placer	100%		\$ 257,997 \$ 348,025 \$ 1,359,251	290.56%
Washoe	0%		\$ 0 \$ 69,577 \$ 602,784	
South Lake	0%		\$ 0 \$ -	
Nevada County	0%	0%		
Total Conference Revenue	100%	100%	\$257,997 \$ 417,602 \$ 1,962,035	78.72%
CURRENT				
NLT - Annual Revenue Goal			\$ 2,500,000 \$ 2,500,000	0.00%