



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

July 27th, 2022 at 3:30 PM

Virtual Zoom Meeting

<https://us02web.zoom.us/j/87661880804?pwd=US9JVHZneUxlcw0SGdDT0draIdzUT09>

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 Sichen

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 JULY 27, 2022 TO AUGUST 26, 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:

- 05/25/2022 Meeting Minutes [MOTION] Pg. 1

H. Review and Approval of Preliminary Financials:

- Review Staff Report of Financial PerformancePg. 2
- NLTRA 06/30/2022 Financials Review [MOTION].....Pg. 9
- NLTRA 05/31/2022 Financials Review [MOTION].....Pg. 41
- NLTMC 06/30/2022 Financials ReviewPg. 73
- NLTMC 05/31/2022 Financials ReviewPg. 79

I. Items for Committee Review, Discussion/or Recommendations

- Meeting with Auditors
- TBID Update

J. Supplemental Information

- July 2022 Dashboard Report Pg. 85

K. Agenda Input for Next Finance Committee Meeting

L. Next Meeting Date

M. Committee Member Comments

N. Adjourn



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FINANCE COMMITTEE MEETING - Minutes Draft

Wednesday, May 25th, 2022 at 3:30 PM

Via Zoom

- A. Call to Order – Establish Quorum – Quorum established 3:30 PM (5)
- B. Approval of Resolution 2022.07
 - **MOTION** to approve Resolution 2022.07; Ramona Cruz, David Brown, Approved 4-0-0
- 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 25, 2022 TO JUNE 24, 2022 PURSUANT TO BROWN ACT PROVISIONS.
- D. Roll Call:

Members in Attendance via Zoom: Dan Tester – Board Member, Jim Phelan – Board Member, Kevin Mitchell – Board Member (3:40 PM), David Brown, Ramona Cruz
Staff in Attendance via Zoom: Tony Karwowski, DeWitt Van Sicien
- E. Public Forum – None
- F. Agenda Amendments and Approval
 - **MOTION** to approve the agenda; Ramona Cruz/David Brown, Approved 4-0-0
- G. Approval of Finance Committee Meeting Minutes:
 - **MOTION** to approve April 27th, 2022 Finance Committee meeting minutes; David Brown/Jim Phelan, Approved 4-0-0
- H. Review and Approval of Preliminary Financials
 - Review Staff Report – April 30, 2022 financial results
 - **MOTION** to approve April 30, 2022 Preliminary NLTRA Financials; Jim Phelan/Kevin Mitchell, Approved 5-0-0
 - Review of NLTRMC April 30, 2022 financials
- I. Review and Recommendation for Board Approval of Proposed NLTRA Budgets for Fiscal Year 2022/23
 - Review of Proposed NLTRA Budgets for FY 2022/23
 - **MOTION** to recommend for Board Approval of Proposed NLTRA Budgets for FY 2022/23; Jim Phelan/David Brown, Approved 5-0-0
- J. Items for Committee Review, Discussion and/or Recommendations
 - Meeting with Auditors in June
- K. Supplemental Information
 - Review of the April 2022 Dashboard report
- L. Agenda Input for Next Finance Committee Meeting
 - Auditor Meeting
- M. Next Meeting Date
 - July 27th, 2022 @ 3:30 PM
- N. Committee Member Comments
 - None
- O. Adjourn 4:34 PM



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Date: 7/22/2022

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

From: DeWitt Van Siclen, Accounting Manager

RE: Report on Financial Results for May 31, 2022 and June 30, 2022

- 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 June 30, 2022 follows:

- Cash balance on June 30, 2022 of \$5,538,000 was \$3,581,000 greater than prior year due primarily to an increase in Net Income of \$5,414,000 and an increase in Deferred Revenue of the County of \$145,000, offset by an increase in Receivables of \$447,000 and a decrease in Due To County of Placer of \$1,481,000. Other changes in the cash balance from prior year include a decrease in Inventory of \$9,000, an increase in Deferred Revenue – Member Dues of \$16,000, an increase in Accrued Expenses of \$7,000, and an increase in Unrestricted Net Assets of \$29,000 offset by an increase in Prepaid Expenses of \$16,000, a decrease in Accounts Payable of \$60,000, and a decrease in Salaries & Wages Payable of \$36,000.
- Accounts Receivable (QB) balance of \$5,000 was up relative to last year by \$4,000.
- The Accounts Receivable – TOT balance was \$0. The balance at this date last year was \$432,000.
- AR Other balance of \$12,000 was higher than prior year by \$9,000.
- Membership dues receivable totaled \$39,000, which reflects a decrease of \$22,000 from prior year due to a large write-off at the end of the prior year. The Allowance for Doubtful Accounts balance of \$1,000 was \$9,000 less than prior year. An adjustment will be made to the Allowance for Doubtful Accounts to reflect anticipated write-offs in the new fiscal year.
- Retail Inventory totaled \$18,000, which reflects a decrease of \$9,000 from prior year.
- AR TBID balance of \$841,000 reflects the anticipated revenue on TBID assessment collections that have not yet been received, primarily consisting of Q4 assessments.
- Receivable for NLTMC of \$1,000 was \$5,000 lower than prior year.
- Prepaid Expenses of \$25,000 increased by \$16,000 from prior year primarily due to the timing of payment on building rent for July 2022.
- Accounts Payable of \$10,000 was \$60,000 lower than prior year due to timely payment.

- Accounts Payable – Other balance of \$24,000 reflects unrealized revenue due back for member dues invoices paid by TBID-assessed businesses prior to the start of the TBID.
- Wages and related liabilities of \$116,000 were \$36,000 lower than prior year. This is primarily the result of reduced staffing offset by pending year-end true-ups to Tax and 401(k) payables.
- Accrued expenses of \$208,000 were \$8,000 higher than prior year. This balance primarily consists of the Spartan 2022 event sponsorship at \$175,000.
- Deferred Revenue-Member Dues of \$37,000 was up \$16,000 from last year due to a large write-off of invoices at the end of the prior year.
- Deferred Revenue-County of \$145,000 reflects a portion of 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 and is greater than prior year by \$145,000. This balance will be reduced to zero pending adjustments made to TOT departments.
- Due To/From County balance of \$0 was \$1,481,000 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 \$5,443,000 at June 30 reflected a \$5,414,000 increase from prior year positive results of \$29,000, and represents TBID revenues of \$4,928,000 YTD, Membership's net positive results of \$1,000, and \$514,000 net positive results from TOT funded departments.
- TBID Collections of \$4,908,000 reflected collection of payments made through June, and does not include any quarterly assessments collected by members for the fourth quarter.
 - Zone 1 collections totaled \$767,000, or 15.6% of the total.
 - Updated forecasts for TBID collections are anticipated to be approximately \$5,780,000, based on pre-pandemic comparisons between Q2 and Q4 TOT collections.
 - The updated forecasts are primarily due to a robust first quarter, in which collections were originally anticipated to be significantly lower due to the inability to collect on any bookings made prior to the July 1, 2021 start date.
- Operating Results YTD – Marketing, Promotions, & Special Events (TBID)
 - TBID Revenue of \$2,972,000 was good to budget by \$492,000 primarily due to higher than anticipated Q1 collections.
 - Total expense of \$417,000 before overhead allocation was good to budget by \$65,000 primarily due to timing partially offset by increased salaries & wages.
 - Net results of \$2,555,000 before overhead allocation were good to budget by \$557,000.
- Operating Results YTD – Visitor Services & Visitor Centers (TBID)
 - TBID Revenue of \$413,000 was \$68,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Retail Revenue of \$26,000 was on budget.
 - Expenditures of \$77,000 before overhead allocation were good to budget by \$13,000 due to reduced expenditures partially offset by increased salaries & wages.
 - Net results of \$362,000 before overhead allocation were good to budget by \$81,000.
- Operating Results YTD – Business Advocacy & Support (TBID)
 - TBID Revenue of \$311,000 was \$52,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Membership Dues Revenue of \$0 was bad to budget by \$19,000 to keep Membership cash separate from the TBID.
 - Expenditures of \$50,000 before overhead allocation were good to budget by \$22,000 due to lower than anticipated expenditures partially offset by some changes to allocated expenditures around building rent & maintenance.
 - Net results of \$262,000 before overhead allocation were good to budget by \$49,000.
- Operating Results YTD – Zone 1 Services (TBID)
 - TBID Revenue of \$838,000 was \$139,000 good to budget primarily due to higher than anticipated Q1 collections.

- Expenditures of \$11,000 before overhead allocation were good to budget by \$125,000 due to reduced expenditures.
 - Net results of \$827,000 before overhead allocation were good to budget by \$263,000.
- Operating Results YTD – Economic Development, Transportation, & Other Opportunities (TBID)
 - TBID Revenue of \$430,000 was \$71,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$2,000 before overhead allocation were good to budget by \$67,000 due to reduced expenditures.
 - Net results of \$428,000 before overhead allocation were good to budget by \$138,000.
- Operating Results YTD – Sustainability & Mitigation of Tourism Impacts (TBID)
 - TBID Revenue of \$187,000 was \$31,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$30,000 before overhead allocation were on budget.
 - Net results of \$157,000 before overhead allocation were good to budget by \$31,000.
- Operating Results YTD – Administration (TBID)
 - TBID Revenue of \$283,000 was \$47,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Allocated Administrative Overhead of \$51,000 was on budget.
 - Net results of \$232,000 after overhead allocation were good to budget by \$47,000.
- Operating Results YTD – County Admin Fee (TBID)
 - TBID Revenue of \$113,000 was \$19,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$0 before overhead allocation were bad to budget by \$56,000 due to timing.
 - Net results of \$113,000 were good to budget by \$75,000.
 - Anticipated first year costs were considerably higher than the initial estimate, and are expected to be \$127,000.
- Operating Results YTD – Contingency/Reserve (TBID)
 - TBID Revenue of \$113,000 was \$19,000 good to budget primarily due to higher than anticipated Q1 collections.
 - There are currently no plans for the use of contingency/reserve funds.
 - Net results of \$113,000 were good to budget by \$19,000.
- Operating Results YTD – Marketing (TOT)
 - YTD Revenue from Placer TOT Funding of \$2,061,000 was lower than budget by \$127,000 due to fewer expenditures in the pay for performance portion of the county contract.
 - Expenses before overhead allocation totaled \$1,601,000 and were \$227,000 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 \$460,000 were higher than budget by \$100,000.
- 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 \$198,000 before overhead allocation was \$118,000 positive to budget.
- Operating Results YTD – TMPI (TOT)
 - TOT revenue of \$136,000 was below budget by \$6,000.
 - Expenditures of \$37,000 before overhead were \$76,000 good to budget primarily due to reduced staffing.
 - Net results of \$99,000 before overhead allocation were positive to budget \$71,000.
- Operating Results YTD – Business Association Grant Funding (TOT)
 - TOT Revenue of \$167,000 was below budget by \$33,000 due to transitioning Q4 funding to the TBID.

- Expenses of \$200,000 was on budget.
- Net loss of \$33,000 was below budget by \$33,000.
- Operating Results YTD – TOT Housing & Transportation Allocation (TOT)
 - TOT Revenue of \$135,000 was below budget by \$28,000.
 - Total expense of \$0 before overhead allocation was below budget \$131,000 due to staffing.
 - Net results of \$135,000 before overhead was \$103,000 good to budget.
- Operating Results YTD – Membership
 - Membership dues revenue of \$77,000 was \$20,000 good to budget due to initially applying revenue to the TBID category for Business Advocacy & Support, total other revenues of \$4,000 were bad to budget by \$3,000.
 - Expenses before overhead allocation of \$65,000 were good to budget by \$2,000.
 - Net results of \$15,000 before overhead allocation was good to budget by \$15,000.
 - Net results of \$1,000 after overhead allocations was good to budget \$17,000.
- Operating Results YTD – Administration
 - Total expenses of \$771,000 were \$3,000 good to budget due primarily to unbudgeted professional fees expenses offset by reduced staffing.
- Membership cash position as of June 30, 2022
 - Membership activities YTD resulted in a net gain of \$530.
 - Deferred revenues of \$36,813 less receivables of \$39,855, plus the allowance for uncollectible receivables of \$794 resulted in the decrease in cash in the amount of \$1,718.
 - 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 \$41,188.

A summary of preliminary NLTRA financial results for May 31, 2022 follows:

- Operating Results YTD – Marketing, Promotions, & Special Events (TBID)
 - TBID Revenue of \$2,456,000 was good to budget by \$216,000 primarily due to higher than anticipated Q1 collections.
 - Total expense of \$321,000 before overhead allocation was good to budget by \$41,000 primarily due to timing partially offset by increased salaries & wages.
 - Net results of \$2,135,000 before overhead allocation were good to budget by \$258,000.
- Operating Results YTD – Visitor Services & Visitor Centers (TBID)
 - TBID Revenue of \$342,000 was \$30,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Retail Revenue of \$15,000 was on budget.
 - Expenditures of \$48,000 before overhead allocation were good to budget by \$11,000 due to reduced expenditures partially offset by increased salaries & wages.
 - Net results of \$309,000 before overhead allocation were good to budget by \$40,000.
- Operating Results YTD – Business Advocacy & Support (TBID)
 - TBID Revenue of \$257,000 was \$23,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Membership Dues Revenue of \$0 was bad to budget by \$13,000 to keep Membership cash separate from the TBID.
 - Expenditures of \$7,000 before overhead allocation were good to budget by \$40,000 due to lower than anticipated expenditures partially offset by some changes to allocated expenditures around building rent & maintenance.
 - Net results of \$251,000 before overhead allocation were good to budget by \$47,000.
- Operating Results YTD – Zone 1 Services (TBID)
 - TBID Revenue of \$692,000 was \$61,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$1,000 before overhead allocation were good to budget by \$89,000 due to reduced expenditures.
 - Net results of \$691,000 before overhead allocation were good to budget by \$150,000.

- Operating Results YTD – Economic Development, Transportation, & Other Opportunities (TBID)
 - TBID Revenue of \$356,000 was \$31,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$1,000 before overhead allocation were good to budget by \$39,000 due to reduced expenditures.
 - Net results of \$354,000 before overhead allocation were good to budget by \$70,000.
- Operating Results YTD – Sustainability & Mitigation of Tourism Impacts (TBID)
 - TBID Revenue of \$154,000 was \$14,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$1,000 before overhead allocation were below budget by \$19,000 due to timing.
 - Net results of \$154,000 before overhead allocation were good to budget by \$33,000.
- Operating Results YTD – Administration (TBID)
 - TBID Revenue of \$234,000 was \$21,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Allocated Administrative Overhead of \$34,000 was on budget.
 - Net results of \$200,000 after overhead allocation were good to budget by \$21,000.
- Operating Results YTD – County Admin Fee (TBID)
 - TBID Revenue of \$94,000 was \$8,000 good to budget primarily due to higher than anticipated Q1 collections.
 - Expenditures of \$0 before overhead allocation were bad to budget by \$37,000 due to timing.
 - Net results of \$94,000 were good to budget by \$46,000.
 - Anticipated first year costs were considerably higher than the initial estimate, and are expected to be \$127,000.
- Operating Results YTD – Contingency/Reserve (TBID)
 - TBID Revenue of \$94,000 was \$8,000 good to budget primarily due to higher than anticipated Q1 collections.
 - There are currently no plans for the use of contingency/reserve funds.
 - Net results of \$94,000 were good to budget by \$8,000.
- Operating Results YTD – Marketing (TOT)
 - YTD Revenue from Placer TOT Funding of \$2,061,000 was lower than budget by \$127,000 due to fewer expenditures in the pay for performance portion of the county contract.
 - Expenses before overhead allocation totaled \$1,601,000 and were \$227,000 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 \$460,000 were higher than budget by \$100,000.
- 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 \$198,000 before overhead allocation was \$118,000 positive to budget.
- Operating Results YTD – TMPI (TOT)
 - TOT revenue of \$136,000 was below budget by \$6,000.
 - Expenditures of \$37,000 before overhead were \$76,000 good to budget primarily due to reduced staffing.
 - Net results of \$99,000 before overhead allocation were positive to budget \$71,000.
- Operating Results YTD – Business Association Grant Funding (TOT)
 - TOT Revenue of \$167,000 was below budget by \$33,000 due to transitioning Q4 funding to the TBID.
 - Expenses of \$200,000 was on budget.
 - Net loss of \$33,000 was below budget by \$33,000.

- Operating Results YTD – TOT Housing & Transportation Allocation (TOT)
 - TOT Revenue of \$135,000 was below budget by \$28,000.
 - Total expense of \$0 before overhead allocation was below budget \$131,000 due to staffing.
 - Net results of \$135,000 before overhead was \$103,000 good to budget.
- Operating Results YTD – Membership
 - Membership dues revenue of \$70,000 was \$14,000 good to budget due to initially applying revenue to the TBID category for Business Advocacy & Support, total other revenues of \$4,000 were bad to budget by \$3,000.
 - Expenses before overhead allocation of \$65,000 were good to budget by \$2,000.
 - Net results of \$9,000 before overhead allocation was good to budget by \$9,000.
 - Net loss of \$6,000 after overhead allocations was good to budget \$11,000.
- Operating Results YTD – Administration
 - Total expenses of \$717,000 were \$8,000 bad to budget due primarily to unbudgeted professional fees expenses offset by reduced staffing.

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

- Cash balance at month end of \$434,000 was \$217,000 higher than prior year primarily due to an increase in Net Income of \$496,000 offset by a decrease in Unrestricted Net Assets of \$294,000.
- Accounts Receivable balance was \$4,000.
- Prepaid Expenses of \$21,000 were \$19,000 lower than prior year.
- Accounts Payable of \$64,000 were the same as prior year.
- 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 \$202,000 was \$496,000 higher than prior year primarily due to halt of funding in the prior fiscal year.
- Year-to-date revenue from NLTRA and IVCBVB of \$1,800,000 was on budget.
- Consumer Marketing expenditures of \$901,000 were \$3,000 good to budget.
- Leisure Sales expenditures of \$36,000 were \$46,000 below budget due to lower than anticipated expenditures.
- Public Relations expenses of \$199,000 were \$55,000 below budget due to lower than anticipated expenditures.
- Conference Sales expenditures of \$83,000 were \$9,000 good to budget due to lower than anticipated expenditures.
- Trade Show expenditures of \$24,000 were \$30,000 below budget due lower than anticipated expenditures.
- Committed & Administrative expenditures of \$183,000 were \$157,000 below budget due to lower than anticipated expenditures.
- Website & Maintenance expenses of \$173,000 were on budget.
- Total Expenses of \$1,598,000 were \$300,000 below budget.
- Net Income of \$202,000 was good to budget by \$299,000.

Summary of North Lake Tahoe Marketing Cooperative (NLTMC) preliminary financial results at May 31, 2022 follows:

- Year-to-date revenue from NLTRA and IVCBVB of \$1,683,000 was on budget.
- Consumer Marketing expenditures of \$836,000 were \$28,000 good to budget due to timing.
- Leisure Sales expenditures of \$35,000 were \$40,000 below budget due to lower than anticipated expenditures.
- Public Relations expenses of \$179,000 were \$59,000 below budget due to lower than anticipated expenditures.

- Conference Sales expenditures of \$79,000 were \$6,000 good to budget due to lower than anticipated expenditures.
- Trade Show expenditures of \$24,000 were \$24,000 below budget due lower than anticipated expenditures.
- Committed & Administrative expenditures of \$179,000 were \$46,000 below budget due to lower than anticipated expenditures.
- Website & Maintenance expenses of \$159,000 were on budget.
- Total Expenses of \$1,491,000 were \$204,000 below budget.
- Net Income of \$191,000 was good to budget by \$204,000.

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

June 30, 2022

5:28 PM

North Lake Tahoe Resort Association

Balance Sheet

07/21/22

As of June 30, 2022

Accrual Basis

	Jun 30, 22	Jun 30, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	158	158	0	0%
1002-00 · Cash - Operations BOTW #8328	1,090,808	1,965,992	(875,184)	(45)%
1003-00 · Cash - Operations BOTW #6712	0	(268,644)	268,644	100%
1007-00 · Cash - Payroll BOTW #7421	20,933	38,521	(17,587)	(46)%
1008-00 · Marketing Reserve - Plumas	50,386	50,356	30	0%
1009-00 · Cash Flow Reserve - Plumas	101,077	100,976	101	0%
1071-00 · Payroll Reserves	25,700	29,582	(3,882)	(13)%
1080-00 · Special Events BOTW #1626	1,564	39,803	(38,239)	(96)%
1090-00 · TBID Account- BOTW #0550	4,245,518	0	4,245,518	100%
10950 · Cash in Drawer	2,190	139	2,051	1,477%
Total Checking/Savings	5,538,333	1,956,882	3,581,452	183%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	5,000	1,000	4,000	400%
1290-00 · A/R - TOT	0	432,499	(432,499)	(100)%
Total Accounts Receivable	5,000	433,499	(428,499)	(99)%
Other Current Assets				
1200-99 · AR Other	11,518	2,442	9,076	372%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	39,385	17,025	22,360	131%
1201-03 · Member AR - Other	470	985	(515)	(52)%
Total 1201-00 · Member Accounts Receivable	39,855	18,010	21,845	121%
1201-02 · Allowance for Doubtful Accounts	(794)	(9,632)	8,837	92%
12100 · Inventory Asset				
25300 · Gift Cards Outstanding	18	18	0	0%
12100 · Inventory Asset - Other	17,853	26,867	(9,014)	(34)%
Total 12100 · Inventory Asset	17,871	26,885	(9,014)	(34)%
1220-00 · AR TBID	840,589	0	840,589	100%
1299 · Receivable from NLTMC	700	5,932	(5,232)	(88)%
1490-00 · Security Deposits	1,672	1,150	522	45%
Total Other Current Assets	911,411	44,787	866,624	1,935%
Total Current Assets	6,454,744	2,435,167	4,019,577	165%
Fixed Assets				
1700-00 · Furniture & Fixtures	43,330	43,330	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(43,330)	(43,330)	0	0%
1740-00 · Computer Equipment	11,013	11,013	0	0%
1741-00 · Accum. Depr. - Computer Equip	(5,055)	(3,222)	(1,833)	(57)%
1750-00 · Computer Software	6,206	6,206	0	0%
1751-00 · Accum. Amort. - Software	(6,206)	(6,206)	0	0%
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	5,958	7,791	(1,833)	(24)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	3,060	2,689	371	14%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	22,164	6,500	15,664	241%
Total 1400-00 · Prepaid Expenses	25,324	9,289	16,034	173%
Total Other Assets	25,324	9,289	16,034	173%
TOTAL ASSETS	6,486,025	2,452,247	4,033,778	165%
LIABILITIES & EQUITY				
Liabilities				

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North Lake Tahoe Resort Association

Balance Sheet

07/21/22

As of June 30, 2022

Accrual Basis

	Jun 30, 22	Jun 30, 21	\$ Change	% Change
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	10,215	69,892	(59,677)	(85)%
Total Accounts Payable	10,215	69,892	(59,677)	(85)%
Other Current Liabilities				
2000-01 · Accounts Payable - Other	23,835	22,140	1,695	8%
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	21,325	41,223	(19,898)	(48)%
2101-00 · Incentive Payable	45,304	44,055	1,248	3%
2120-00 · Empl. Federal Tax Payable	10,122	3,379	6,742	200%
2175-00 · 401 (k) Plan	4,383	1,218	3,165	260%
2180-00 · Estimated PTO Liability	35,088	62,280	(27,192)	(44)%
Total 21000 · Salaries/Wages/Payroll Liabilit	116,221	152,155	(35,934)	(24)%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	25	1,418	(1,393)	(98)%
25500 · *Sales Tax Payable	1,859	2,877	(1,018)	(35)%
Total 2190-00 · Sales and Use Tax Payable	1,884	4,295	(2,411)	(56)%
2250-00 · Accrued Expenses	207,500	200,350	7,150	4%
2400-60 · Deferred Revenue- Member Dues	36,813	20,827	15,986	77%
2500-00 · Deferred Revenue - TMBC	1,290	1,290	0	0%
2700-00 · Deferred Rev. County	144,818	0	144,818	100%
2900-00 · Due To/From County of Placer	0	1,480,803	(1,480,803)	(100)%
Total Other Current Liabilities	532,361	1,881,861	(1,349,499)	(72)%
Total Current Liabilities	542,577	1,951,752	(1,409,176)	(72)%
Total Liabilities	542,577	1,951,752	(1,409,176)	(72)%
Equity				
32000 · Unrestricted Net Assets	17,781	(10,736)	28,518	266%
3300-11 · Designated Marketing Reserve	331,856	331,856	0	0%
3301 · Cash Flow Reserve	100,839	100,839	0	0%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	5,442,954	28,518	5,414,437	18,986%
Total Equity	5,943,449	500,495	5,442,954	1,088%
TOTAL LIABILITIES & EQUITY	6,486,025	2,452,247	4,033,778	165%

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07/21/22

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

	<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	0.00	0.00	0.00	0.00	0.00	0.00
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	0.00	0.00	0.00	0.00	5,000.00	5,000.00

Aging by Revenue Item

As of 6/30/2022



north lake tahoe

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	\$2,950.00	\$5,585.00	\$0.00	\$0.00	\$295.00	\$10,550.00	\$19,380.00
21-50	Employees	Membership Dues	\$540.00	\$540.00	\$0.00	\$540.00	\$0.00	\$1,620.00	\$3,240.00
6-10	Employees	Membership Dues	\$975.00	\$640.00	\$0.00	\$0.00	\$0.00	\$5,200.00	\$6,815.00
	Associate Member	Membership Dues	\$0.00	\$100.00	\$0.00	\$100.00	\$50.00	\$200.00	\$450.00
	Eblast Totals:		\$0.00	\$0.00	\$0.00	\$170.00	\$0.00	\$0.00	\$170.00
	Financial Institutions Membership		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$700.00
	Non-Profit Membership Dues Totals:		\$510.00	\$340.00	\$0.00	\$510.00	\$340.00	\$2,380.00	\$4,080.00
	PUD Membership Dues Totals:		\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$415.00	\$580.00
	Ski Resorts Membership Dues Totals:		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,625.00	\$3,625.00
1201-01	Member AR Membership		\$5,140.00	\$7,205.00	\$0.00	\$1,320.00	\$685.00	\$25,035.00	\$39,385.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable: Member AR - Other)									
	Eblast Totals:		\$150.00	\$170.00	\$0.00	\$0.00	\$150.00	\$0.00	\$470.00
1201-03	Member Accounts Receivable		\$150.00	\$170.00	\$0.00	\$0.00	\$150.00	\$0.00	\$470.00
	GRAND TOTALS		\$5,290.00	\$7,375.00	\$0.00	\$1,320.00	\$835.00	\$25,035.00	\$39,855.00

North Lake Tahoe Resort Association A/P Aging Summary

As of June 30, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
ADP	433.91	0.00	0.00	0.00	-17.78	416.13
Anthony Karwowski	400.00	0.00	0.00	0.00	0.00	400.00
AT & T*	211.69	0.00	0.00	0.00	0.00	211.69
Bank of the West Bank Card Center	6,827.30	0.00	0.00	0.00	0.00	6,827.30
Faire	0.00	0.00	0.00	0.00	677.50	677.50
Google LLC	162.00	0.00	0.00	0.00	0.00	162.00
Kay Dee Designs	0.00	0.00	0.00	0.00	3.00	3.00
Liberty Utilities*	0.00	620.58	0.00	0.00	0.00	620.58
Live a Tahoe Day	0.00	0.00	0.00	0.00	27.00	27.00
Principal Financial Group	0.00	1,072.93	0.00	0.00	0.00	1,072.93
Tahloha	0.00	0.00	0.00	0.00	-195.00	-195.00
The Office Boss*	0.00	0.00	0.00	0.00	-7.94	-7.94
TOTAL	<u>8,034.90</u>	<u>1,693.51</u>	<u>0.00</u>	<u>0.00</u>	<u>486.78</u>	<u>10,215.19</u>

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07/22/22

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	33,062	(33,062)	3,202,001	3,395,286	(193,284)	3,395,286
4100-00 - TBID Assessment Revenue	982,542	457,143	525,399	5,660,812	4,723,178	937,634	4,723,178
4200-00 - Membership Dues Revenue	6,058	6,250	(192)	76,176	75,000	1,176	75,000
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	0	0	0	6,000	(6,000)	6,000
4250-03 - Summer/Winter Rec Luncheon	0	1,000	(1,000)	0	2,500	(2,500)	2,500
4251-00 - Tues AM Breakfast Club							
4251-01 - Tues AM Breakfast Club Sponsors	0	550	(550)	0	4,000	(4,000)	4,000
4251-00 - Tues AM Breakfast Club - Other	0	400	(400)	0	2,000	(2,000)	2,000
Total 4251-00 - Tues AM Breakfast Club	0	950	(950)	0	6,000	(6,000)	6,000
4250-00 - Revenues-Membership Activities - Other	200	0	200	3,845	0	3,845	0
Total 4250-00 - Revenues-Membership Activities	200	1,950	(1,750)	3,845	14,500	(10,655)	14,500
4253-00 - Revenue- Other	0	500	(500)	0	2,500	(2,500)	2,500
46000 - Merchandise Sales							
4502-00 - Non-Retail VIC Income	149			1,852	0	1,852	0
46000 - Merchandise Sales - Other	10,236	10,000	236	100,847	85,000	15,847	85,000
Total 46000 - Merchandise Sales	10,385	10,000	385	102,699	85,000	17,699	85,000
Total Income	999,185	508,905	490,279	9,045,533	8,295,463	750,070	8,295,463
Gross Profit							
	999,185	508,905	490,279	9,045,533	8,295,463	750,070	8,295,463
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	4,029	6,848	(2,819)	54,532	117,342	(62,810)	117,342
5030-00 - P/R - Health Insurance Expense	(1,071)	8,142	(9,213)	65,563	149,432	(83,869)	149,432
5040-00 - P/R - Workmans Comp	557	775	(218)	8,201	12,508	(4,307)	12,508
5060-00 - 401 (k)	857	2,478	(1,622)	19,231	42,280	(23,029)	42,280
5070-00 - Other Benefits and Expenses	918	505	413	3,500	7,331	(3,831)	7,331
5000-00 - Salaries & Wages - Other	56,980	64,518	(7,538)	703,882	1,170,991	(467,109)	1,170,991
Total 5000-00 - Salaries & Wages	62,249	83,267	(21,017)	854,908	1,499,864	(644,956)	1,499,864
5100-00 - Rent							
5110-00 - Utilities	873	969	(97)	13,859	12,921	938	12,921
5140-00 - Repairs & Maintenance	87	432	(345)	10,922	11,233	(311)	11,233
5150-00 - Office - Cleaning	1,830	645	1,185	9,355	10,797	(1,442)	10,797
5100-00 - Rent - Other	14,017	13,449	568	165,058	169,864	(4,806)	169,864
Total 5100-00 - Rent	16,807	15,495	1,312	199,194	204,815	(5,621)	204,815
5310-00 - Telephone							
5320-00 - Telephone	1,524	2,631	(1,108)	31,688	34,654	(2,968)	34,654
5350-00 - Internet	0			380			
5310-00 - Telephone - Other	0			50			
Total 5310-00 - Telephone	1,524	2,631	(1,108)	32,096	34,654	(2,558)	34,654
5420-00 - Mail - USPS							
5470-00 - Mail - UPS	0	4	(4)	0	50	(50)	50
5480-00 - Mail - Fed Ex	0	4	(4)	233	50	183	50
5420-00 - Mail - USPS - Other	500	117	383	2,647	1,473	1,174	1,473
Total 5420-00 - Mail - USPS	500	125	375	2,881	1,573	1,307	1,573
5510-00 - Insurance/Bonding							
5520-00 - Supplies	306	1,250	(944)	10,554	15,000	(4,446)	15,000
5520-00 - Supplies							
5525-00 - Supplies- Computer	0	0	0	4,812	9,425	(4,613)	9,425
5520-00 - Supplies - Other	1,322	1,333	(12)	16,097	25,013	(8,916)	25,013
Total 5520-00 - Supplies	1,322	1,333	(12)	20,909	34,438	(13,529)	34,438
5610-00 - Depreciation							
5700-00 - Equipment Support & Maintenance	153	486	(333)	1,833	2,833	(1,000)	2,833
5710-00 - Taxes, Licenses & Fees	2,364	2,917	(553)	29,176	35,150	(5,974)	35,150
5740-00 - Equipment Rental/Leasing	4,415	19,936	(15,520)	24,646	71,582	(46,936)	71,582
5800-00 - Training Seminars	365	274	91	10,405	4,741	5,664	4,741
5850-00 - Artist of Month - Commissions	0	417	(417)	3,184	5,750	(2,566)	5,750
5900-00 - Professional Fees	0	167	(167)	1,744	2,000	(256)	2,000
5910-00 - Professional Fees							
5910-00 - Professional Fees - Attorneys	1,800	825	1,175	16,625	13,625	3,000	13,625
5920-00 - Professional Fees - Accountant	0	0	0	23,773	26,000	(2,227)	26,000
5921-00 - Professional Fees - Other	6,106	1,667	4,439	143,848	21,125	122,723	21,125
Total 5900-00 - Professional Fees	7,906	2,292	5,614	184,246	60,750	123,496	60,750
5941-00 - Research & Planning	0	1,250	(1,250)	0	15,000	(15,000)	15,000
6020-00 - Programs							
6016-00 - Special Event Partnership	0	0	0	42,720	50,000	(7,280)	50,000
6018-00 - Business Assoc. Grants	0	0	0	20,000	40,000	(20,000)	40,000
Total 6020-00 - Programs	0	0	0	62,720	90,000	(27,280)	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
6421-06 - Spartan	0			169,100	179,400	(10,300)	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

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07/22/22

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
6421-15 · Lake Tahoe Dance Collective	0			15,000			
6421-17 · Enduro	0	0	0	0	60,000	(60,000)	60,000
6421-18 · Sponsorships - Other	0	0	0	39,000	62,600	(23,600)	62,600
Total 6420-01 · Sponsorships	0	0	0	418,500	411,000	7,500	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	452,043	514,575	(62,532)	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	500	(500)	(500)	2,263	(2,763)	2,263
6442-00 · Public Relations/Website/Digita	990	990	0	10,484	7,470	2,994	7,470
6444-00 · Trades	0			295	0	295	0
6423-00 · Membership Activities - Other	0	0	0	15,353	3,750	11,603	3,750
Total 6423-00 · Membership Activities	990	1,490	(500)	25,612	13,983	11,630	13,983
6730-00 · Marketing Cooperative/Media	59,828	59,828	0	1,100,000	1,192,250	(92,250)	1,192,250
6740-00 · Media/Collateral/Production	0	3,500	(3,500)	250	18,500	(18,250)	18,500
6742-00 · Non-NLT Co-Op Marketing Program	8,625	8,500	125	85,988	79,500	6,488	79,500
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	2,663	2,000	663	29,440	20,000	9,440	20,000
6743-03 · Winter Lakeside Campaign	0	0	0	22,866	20,000	2,866	20,000
6743-04 · Summerlong Music Campaign	0	14,000	(14,000)	7,709	20,000	(12,291)	20,000
6743-05 · Summer Mountain Campaign	0	14,000	(14,000)	0	20,000	(20,000)	20,000
6743-08 · Summer Regional Campaign	2,663	0	2,663	22,069	0	22,069	0
Total 6743-00 · BACC Marketing Programs	5,327	30,000	(24,673)	82,084	80,000	2,084	80,000
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	33,333	8,333	25,000	125,000	100,000	25,000	100,000
6750-02 · Business Assn Grant - TCDA	33,333	8,333	25,000	125,000	100,000	25,000	100,000
Total 6750-00 · Business Association Grant	66,667	16,667	50,000	250,000	200,000	50,000	200,000
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	20,000	(20,000)	20,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	125	(125)	1,408	1,500	(92)	1,500
52500 · Purchase Discounts	0			(73)	0	(73)	0
59900 · POS Inventory Adjustments	6	0	6	88	0	88	0
8100-01 · CGS - Other	0			580	0	580	0
8100-00 · Cost of Goods Sold - Other	5,091	5,000	91	52,051	42,500	9,551	42,500
Total 8100-00 · Cost of Goods Sold	5,096	5,125	(29)	54,054	44,000	10,054	44,000
8200-00 · Associate Relations	316	183	153	1,560	2,246	(685)	2,246
8300-00 · Board Functions	2,932	583	2,346	20,261	7,000	13,261	7,000
8500-00 · Credit Card Fees	289	525	(236)	3,152	4,600	(1,448)	4,600
8600-00 · Additional Opportunities	28,416	110,817	(82,401)	59,941	370,650	(310,709)	370,650
8700-00 · Automobile Expenses	144	397	(253)	1,388	5,981	(4,593)	5,981
8750-00 · Meals/Meetings	1,582	606	976	8,738	7,433	1,306	7,433
8810-00 · Dues & Subscriptions	2,427	1,011	1,416	16,751	14,599	2,152	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	280,548	372,717	(92,168)	3,602,710	4,657,216	(1,054,505)	4,657,216
Net Ordinary Income	718,636	136,188	582,448	5,442,823	3,638,248	1,804,575	3,638,248
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	11			131	0	131	0
Total Other Income	11			131	0	131	0
Other Expense							
8990-00 · Allocated	0	117,254	(117,254)	0	351,162	(351,162)	351,162
Total Other Expense	0	117,254	(117,254)	0	351,162	(351,162)	351,162
Net Other Income	11	(117,254)	117,264	131	(351,162)	351,293	(351,162)
Net Income	718,647	18,935	699,712	5,442,954	3,287,086	2,155,868	3,287,086

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North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison

June 2022

Accrual Basis

	Jun 22	Jun 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 - County of Placer TOT Funding	0.00	530,265.88	530,265.88	100.0%
4100-00 - TBID Assessment Revenue	982,542.08	0.00	982,542.08	100.0%
4200-00 - Membership Dues Revenue	6,057.92	10,224.17	4,166.25	-40.8%
4250-00 - Revenues-Membership Activities				
4251-00 - Tues AM Breakfast Club				
4251-01 - Tues AM Breakfast Club Sponsors	0.00	1,000.00	-1,000.00	-100.0%
Total 4251-00 - Tues AM Breakfast Club	0.00	1,000.00	-1,000.00	-100.0%
4250-00 - Revenues-Membership Activities - Other	200.00	285.00	-85.00	-29.8%
Total 4250-00 - Revenues-Membership Activities	200.00	1,285.00	-1,085.00	-84.4%
46000 - Merchandise Sales				
4602-00 - Non-Retail VIC Income	148.99	529.00	-380.01	-71.8%
4604-00 - Retail Revenue - Other	0.00	0.00	0.00	0.0%
46000 - Merchandise Sales - Other	10,235.52	17,319.00	-7,083.48	-40.9%
Total 46000 - Merchandise Sales	10,384.51	17,848.00	-7,463.49	-41.8%
4720-00 - Miscellaneous	0.00	-15,253.89	15,253.89	100.0%
Total Income	999,184.51	-516,162.40	1,515,346.91	293.6%
Cost of Goods Sold				
52900 - Purchases - Resale Items	0.00	0.00	0.00	0.0%
Total COGS	0.00	0.00	0.00	0.0%
Gross Profit	999,184.51	-516,162.40	1,515,346.91	293.6%
Expense				
5000-00 - Salaries & Wages				
5020-00 - P/R - Tax Expense	4,028.82	5,421.60	-1,392.98	-26.7%
5030-00 - P/R - Health Insurance Expense	-1,071.38	11,660.22	-12,731.60	-109.2%
5040-00 - P/R - Workmans Comp	557.14	1,086.79	-529.65	-48.7%
5050-00 - 401 (k)	856.67	-7,525.11	8,381.78	111.4%
5070-00 - Other Benefits and Expenses	917.75	1,277.69	-360.14	-28.2%
5000-00 - Salaries & Wages - Other	56,960.39	31,724.06	25,236.33	79.5%
Total 5000-00 - Salaries & Wages	62,249.19	43,646.35	18,602.84	42.6%
5100-00 - Rent				
5110-00 - Utilities	872.94	715.55	157.39	22.0%
5140-00 - Repairs & Maintenance	86.75	86.75	0.00	0.0%
5150-00 - Office - Cleaning	1,830.00	600.00	1,230.00	205.0%
5100-00 - Rent - Other	14,017.00	11,816.21	2,198.79	18.6%
Total 5100-00 - Rent	16,806.69	13,220.51	3,586.18	27.1%
5310-00 - Telephone				
5320-00 - Telephone	1,523.73	2,864.72	-1,140.99	-42.8%
Total 5310-00 - Telephone	1,523.73	2,864.72	-1,140.99	-42.8%
5420-00 - Mail - USPS	500.00	200.00	300.00	150.0%
5510-00 - Insurance/Bonding	306.00	268.92	37.08	13.8%
5520-00 - Supplies				
5525-00 - Supplies- Computer	0.00	251.11	-251.11	-100.0%
5520-00 - Supplies - Other	1,321.58	2,906.45	-1,584.87	-54.5%
Total 5520-00 - Supplies	1,321.58	3,157.56	-1,835.98	-58.2%
5610-00 - Depreciation	152.76	152.76	0.00	0.0%
5700-00 - Equipment Support & Maintenance	2,383.55	2,524.13	-160.58	-6.4%
5740-00 - Taxes, Licenses & Fees	4,416.44	1,044.15	3,371.29	322.0%
5740-00 - Equipment Rental/Leasing	365.01	849.63	-484.62	-57.0%
5900-00 - Professional Fees				
5910-00 - Professional Fees - Attorneys	1,800.00	2,020.00	-220.00	-10.9%
5921-00 - Professional Fees - Other	6,106.02	37,220.74	-31,114.72	-83.6%
Total 5900-00 - Professional Fees	7,906.02	39,240.74	-31,334.72	-79.9%
6020-00 - Programs				
6016-00 - Special Event Partnership	0.00	32,250.00	-32,250.00	-100.0%
6018-00 - Business Assoc. Grants	0.00	20,000.00	-20,000.00	-100.0%
Total 6020-00 - Programs	0.00	52,250.00	-52,250.00	-100.0%
6420-00 - Events				
6420-01 - Sponsorships				
6421-04 - Broken Arrow Skyrace	0.00	25,000.00	-25,000.00	-100.0%
6421-06 - Spartan	0.00	175,900.00	-175,900.00	-100.0%
6420-01 - Sponsorships - Other	0.00	48,000.00	-48,000.00	-100.0%
Total 6420-01 - Sponsorships	0.00	248,900.00	-248,900.00	-100.0%
6421-00 - New Event Development	0.00	10,000.00	-10,000.00	-100.0%
6424-00 - Event Operation Expenses	0.00	19,281.65	-19,281.65	-100.0%
Total 6420-00 - Events	0.00	278,181.65	-278,181.65	-100.0%
6423-00 - Membership Activities				
6442-00 - Public Relations/Website/Digital	990.07	519.00	471.07	90.8%
6444-00 - Trades	0.00	0.00	0.00	0.0%
6423-00 - Membership Activities - Other	0.00	590.00	-590.00	-100.0%
Total 6423-00 - Membership Activities	990.07	1,109.00	-118.93	-10.7%
6730-00 - Marketing Cooperative/Media	59,827.73	0.00	59,827.73	100.0%
6740-00 - Media/Collateral/Production	0.00	1,500.00	-1,500.00	-100.0%
6742-00 - Non-NLT Co-Op Marketing Program	8,825.00	870.73	7,954.27	890.6%
6743-00 - BACC Marketing Programs				
6743-01 - Year Round Shopping Campaign	2,663.33	0.00	2,663.33	100.0%
6743-07 - Winter Regional Campaign	0.00	4,800.00	-4,800.00	-100.0%
6743-08 - Summer Regional Campaign	2,663.33	37,652.00	-34,988.67	-92.9%
6743-00 - BACC Marketing Programs - Other	0.00	6,950.00	-6,950.00	-100.0%
Total 6743-00 - BACC Marketing Programs	5,326.66	49,402.00	-44,075.34	-89.2%
6750-00 - Business Association Grant				
6750-01 - Business Assn Grant - NTBA	33,333.33	0.00	33,333.33	100.0%
6750-02 - Business Assn Grant - TCDA	33,333.33	0.00	33,333.33	100.0%

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North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison

Accrual Basis

June 2022

	Jun 22	Jun 21	\$ Change	% Change
Total 6750-00 - Business Association Grant	66,666.66	0.00	66,666.66	100.0%
7500-00 - Trade Shows/Travel	0.00	249.96	-249.96	-100.0%
8100-00 - Cost of Goods Sold				
51100 - Freight and Shipping Costs	0.00	141.66	-141.66	-100.0%
59900 - POS Inventory Adjustments	5.79	141.64	-135.85	-95.9%
8100-01 - CGS - Other	0.00	1,123.64	-1,123.64	-100.0%
8100-00 - Cost of Goods Sold - Other	5,090.59	8,932.46	-3,841.87	-43.0%
Total 8100-00 - Cost of Goods Sold	5,096.38	10,339.30	-5,242.92	-50.7%
8200-00 - Associate Relations	316.07	265.28	50.79	19.2%
8300-00 - Board Functions	2,931.64	622.50	2,309.14	371.0%
8600-00 - Credit Card Fees	289.17	463.29	-174.12	-37.6%
8600-00 - Additional Opportunitites	28,416.00	-4,797.34	33,213.34	692.3%
8700-00 - Automobile Expenses	143.91	270.03	-126.12	-46.7%
8760-00 - Meats/Meetings	1,582.21	116.95	1,465.26	1,252.9%
8810-00 - Dues & Subscriptions	2,426.63	8,602.70	-6,176.07	-71.8%
8920-00 - Bad Debt	0.00	-10,506.11	10,506.11	100.0%
Total Expense	280,548.30	495,903.41	-215,355.11	-43.4%
Net Ordinary Income	718,636.21	-1,012,085.81	1,730,722.02	171.0%
Other Income/Expense				
4700-00 - Revenues- Interest & Investment	10.79	11.12	-0.33	-3.0%
Total Other Income	10.79	11.12	-0.33	-3.0%
Other Expense				
8990-00 - Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net Other Income	10.79	11.12	-0.33	-3.0%
Net Income	718,647.00	-1,012,054.69	1,730,701.69	171.0%

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

TBID Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	982,542	457,143	525,399	5,650,812	4,723,178	937,634	4,723,178
4200-00 · Membership Dues Revenue	0	6,250	(6,250)	0	18,750	(18,750)	18,750
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	1,500	(1,500)	1,500
4250-03 · Summer/Winter Rec Luncheon	0	1,000	(1,000)	0	1,000	(1,000)	1,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	550	(550)	0	1,650	(1,650)	1,650
4251-00 · Tues AM Breakfast Club - Other	0	400	(400)	0	800	(800)	800
Total 4251-00 · Tues AM Breakfast Club	0	950	(950)	0	2,450	(2,450)	2,450
Total 4250-00 · Revenues-Membership Activities	0	1,950	(1,950)	0	4,950	(4,950)	4,950
4253-00 · Revenue- Other	0	500	(500)	0	1,500	(1,500)	1,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC Income	149			356			
46000 · Merchandise Sales - Other	10,236	10,000	236	25,304	25,500	(195)	25,500
Total 46000 · Merchandise Sales	10,385	10,000	385	25,660	25,500	160	25,500
Total Income	992,927	475,843	517,084	5,686,472	4,773,878	912,594	4,773,878
Gross Profit	992,927	475,843	517,084	5,686,472	4,773,878	912,594	4,773,878
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,252	2,517	(265)	7,820	8,093	(173)	8,093
5030-00 · P/R - Health Insurance Expense	(687)	3,195	(3,882)	7,229	9,585	(2,356)	9,585
5040-00 · P/R - Workmans Comp	428	556	(127)	1,965	1,665	300	1,865
5060-00 · 401 (k)	798	848	(51)	3,379	2,762	617	2,762
5070-00 · Other Benefits and Expenses	492	263	228	546	790	(244)	790
5000-00 · Salaries & Wages - Other	28,760	21,212	7,548	87,481	69,052	18,429	69,052
Total 5000-00 · Salaries & Wages	32,042	28,591	3,451	108,520	91,948	16,572	91,948
5100-00 · Rent							
5110-00 · Utilities	681	727	(46)	2,180	2,181	(1)	2,181
5160-00 · Office - Cleaning	1,487	330	1,157	2,189	1,491	698	1,491
5100-00 · Rent - Other	10,844	10,106	738	32,271	30,317	1,954	30,317
Total 5100-00 · Rent	13,012	11,163	1,849	36,640	33,988	2,652	33,988
5310-00 · Telephone							
5320-00 · Telephone	728	616	113	2,064	1,847	218	1,847
Total 5310-00 · Telephone	728	616	113	2,064	1,847	218	1,847
5420-00 · Mail - USPS	0	33	(33)	0	83	(83)	83
5520-00 · Supplies	975	417	559	2,498	1,250	1,249	1,250
5710-00 · Taxes, Licenses & Fees	50	18,667	(18,617)	1,510	56,000	(54,490)	56,000
5740-00 · Equipment Rental/Leasing	227	83	144	1,050	250	800	250
5800-00 · Training Seminars	0	0	0	105	0	105	0
5850-00 · Artist of Month - Commissions	0	167	(167)	0	500	(500)	500
6020-00 · Programs							
6018-00 · Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
Total 6020-00 · Programs	0	0	0	10,000	20,000	(10,000)	20,000
6423-00 · Membership Activities							
6437-00 · Tuesday Morning Breakfast Club	0	500	(500)	0	500	(500)	500
6442-00 · Public Relations/Website/Digita	990	990	0	2,580	2,970	(390)	2,970
Total 6423-00 · Membership Activities	990	1,490	(500)	2,580	3,470	(890)	3,470
6730-00 · Marketing Cooperative/Media	59,828	59,828	0	275,006	320,972	(45,966)	320,972
6740-00 · Media/Collateral/Production	0	3,500	(3,500)	0	3,500	(3,500)	3,500
6742-00 · Non-NLT Co-Op Marketing Program	8,625	8,500	125	25,360	25,500	(140)	25,500
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	2,663	2,000	663	7,899	6,000	1,899	6,000
6743-03 · Winter Lakeside Campaign	0	0	0	3,345	0	3,345	0
6743-04 · Summerlong Music Campaign	0	14,000	(14,000)	3,678	20,000	(16,322)	20,000
6743-05 · Summer Mountain Campaign	0	14,000	(14,000)	0	20,000	(20,000)	20,000
6743-08 · Summer Regional Campaign	2,663	0	2,663	11,952	0	11,952	0
Total 6743-00 · BACC Marketing Programs	5,327	30,000	(24,673)	26,864	46,000	(19,136)	46,000
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	25,000			25,000			
6750-02 · Business Assn Grant - TCDA	25,000			25,000			
Total 6750-00 · Business Association Grant	50,000			50,000			
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	125	(125)	0	375	(375)	375
59900 · POS Inventory Adjustments	6	0	6	179	0	179	0
8100-00 · Cost of Goods Sold - Other	5,091	5,000	91	12,650	12,750	(100)	12,750
Total 8100-00 · Cost of Goods Sold	5,096	5,125	(29)	12,828	13,125	(297)	13,125
8200-00 · Associate Relations	148	33	115	179	100	79	100
8500-00 · Credit Card Fees	284	525	(241)	751	1,354	(602)	1,354
8600-00 · Additional Opportunit	28,416	109,150	(80,734)	28,416	313,150	(284,734)	313,150

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

Accrual Basis

TBID Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	105	97	8	243	207	36	207
8750-00 · Meals/Meetings	82	85	(3)	82	95	(13)	95
8810-00 · Dues & Subscriptions	1,300	3	1,297	1,300	99	1,201	99
Total Expense	207,236	278,072	(70,836)	585,998	933,437	(347,439)	933,437
Net Ordinary Income	785,691	197,771	587,920	5,100,473	3,840,440	1,260,033	3,840,440
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	11			22			
Total Other Income	11			22			
Other Expense							
8990-00 · Allocated	53,040	48,707	4,333	172,539	146,122	26,417	146,122
Total Other Expense	53,040	48,707	4,333	172,539	146,122	26,417	146,122
Net Other Income	(53,029)	(48,707)	(4,322)	(172,517)	(146,122)	(26,395)	(146,122)
Net Income	732,661	149,064	583,597	4,927,956	3,694,319	1,233,638	3,694,319

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
91 - Marketing, Promotions, & Events

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	515,835	240,000	275,835	2,971,926	2,479,668	492,258	2,479,668
Total Income	515,835	240,000	275,835	2,971,926	2,479,668	492,258	2,479,668
Gross Profit	515,835	240,000	275,835	2,971,926	2,479,668	492,258	2,479,668
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	1,037	1,181	(144)	4,668	4,085	582	4,085
5030-00 - P/R - Health Insurance Expense	(799)	3,000	(3,799)	6,922	9,000	(2,078)	9,000
5040-00 - P/R - Workmans Comp	91	250	(159)	1,086	750	346	750
5060-00 - 401 (k)	530	472	57	2,217	1,634	583	1,634
5070-00 - Other Benefits and Expenses	56	175	(119)	102	525	(423)	525
5000-00 - Salaries & Wages - Other	15,951	11,812	4,139	51,833	40,852	10,981	40,852
Total 5000-00 - Salaries & Wages	16,865	16,891	(25)	66,838	56,847	9,991	56,847
5100-00 - Rent							
5110-00 - Utilities	161	256	(95)	500	767	(267)	767
5160-00 - Office - Cleaning	287	322	(36)	704	967	(263)	967
5100-00 - Rent - Other	2,463	3,182	(719)	7,317	9,546	(2,229)	9,546
Total 5100-00 - Rent	2,911	3,760	(849)	8,520	11,279	(2,759)	11,279
5310-00 - Telephone							
5320-00 - Telephone	478	404	75	1,195	1,211	(16)	1,211
Total 5310-00 - Telephone	478	404	75	1,195	1,211	(16)	1,211
5420-00 - Mail - USPS	0	17	(17)	0	33	(33)	33
5520-00 - Supplies	113	0	113	340	0	340	0
5710-00 - Taxes, Licenses & Fees	0	0	0	611	0	611	0
5740-00 - Equipment Rental/Leasing	115	0	115	532	0	532	0
6020-00 - Programs							
6018-00 - Business Assoc. Grants	0	0	0	10,000	20,000	(10,000)	20,000
Total 6020-00 - Programs	0	0	0	10,000	20,000	(10,000)	20,000
6730-00 - Marketing Cooperative/Media	59,828	59,828	0	275,006	320,972	(45,966)	320,972
6742-00 - Non-NLT Co-Op Marketing Program	6,625	8,300	(1,675)	25,335	24,900	435	24,900
6743-00 - BACC Marketing Programs							
6743-01 - Year Round Shopping Campaign	2,663	2,000	663	7,889	6,000	1,889	6,000
6743-03 - Winter Lakeside Campaign	0	0	0	3,345	0	3,345	0
6743-04 - Summerlong Music Campaign	0	14,000	(14,000)	3,678	20,000	(16,322)	20,000
6743-05 - Summer Mountain Campaign	0	14,000	(14,000)	0	20,000	(20,000)	20,000
6743-08 - Summer Regional Campaign	2,663	0	2,663	11,952	0	11,952	0
Total 6743-00 - BACC Marketing Programs	5,327	30,000	(24,673)	26,864	46,000	(19,136)	46,000
8200-00 - Associate Relations	0	33	(33)	0	100	(100)	100
8700-00 - Automobile Expenses	77	50	27	184	150	34	150
8760-00 - Meals/Meetings	82	0	82	82	0	82	0
8810-00 - Dues & Subscriptions	1,300	0	1,300	1,300	0	1,300	0
Total Expense	95,721	119,282	(23,561)	416,807	481,492	(64,685)	481,492
Net Ordinary Income	420,114	120,718	299,396	2,555,119	1,998,176	556,943	1,998,176
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	11			22			
Total Other Income	11			22			
Other Expense							
8990-00 - Allocated	20,591	17,399	3,192	65,969	52,198	13,771	52,198
Total Other Expense	20,591	17,399	3,192	65,969	52,198	13,771	52,198
Net Other Income	(20,580)	(17,399)	(3,181)	(65,947)	(52,198)	(13,749)	(52,198)
Net Income	399,534	103,319	296,214	2,489,172	1,945,978	543,194	1,945,978

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
92 - Visitor Services & Visitor Centers**

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	71,726	33,371	38,354	413,239	344,792	68,447	344,792
46000 · Merchandise Sales							
4602-00 · Non-Retail VIC Income	149			356			
46000 · Merchandise Sales - Other	10,236	10,000	236	25,304	25,500	(196)	25,500
Total 46000 · Merchandise Sales	10,385	10,000	385	25,660	25,500	160	25,500
Total Income	82,110	43,371	38,739	438,899	370,292	68,607	370,292
Gross Profit	82,110	43,371	38,739	438,899	370,292	68,607	370,292
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,157	1,246	(89)	3,056	3,738	(682)	3,738
5030-00 · P/R - Health Insurance Expense	100	70	30	298	210	86	210
5040-00 · P/R - Workmans Comp	333	300	33	857	900	(43)	900
5060-00 · 401 (k)	238	340	(102)	1,059	1,020	39	1,020
5070-00 · Other Benefits and Expenses	416	83	333	424	250	174	250
5000-00 · Salaries & Wages - Other	11,883	8,500	3,383	32,630	25,500	7,130	25,500
Total 5000-00 · Salaries & Wages	14,126	10,539	3,587	38,322	31,618	6,704	31,618
5100-00 · Rent							
5110-00 · Utilities	410	485	(55)	1,338	1,385	(57)	1,395
5160-00 · Office - Cleaning	1,005	0	1,005	1,005	500	505	500
5100-00 · Rent - Other	6,650	6,846	(196)	19,822	20,543	(721)	20,543
Total 5100-00 · Rent	8,065	7,331	734	22,164	22,438	(273)	22,438
5310-00 · Telephone							
5320-00 · Telephone	108	202	(94)	399	605	(206)	605
Total 5310-00 · Telephone	108	202	(94)	399	605	(206)	605
5420-00 · Mail - USPS	0	17	(17)	0	50	(50)	50
5520-00 · Supplies	785	250	535	1,828	750	1,078	750
5710-00 · Taxes, Licenses & Fees	50	0	50	191	0	191	0
5740-00 · Equipment Rental/Leasing	34	83	(29)	156	188	(32)	188
5850-00 · Artist of Month - Commissions	0	167	(167)	0	500	(500)	500
6740-00 · Media/Collateral/Production	0	3,500	(3,500)	0	3,500	(3,500)	3,500
6742-00 · Non-NLT Co-Op Marketing Program	0	200	(200)	10	600	(590)	600
8100-00 · Cost of Goods Sold							
81100 · Freight and Shipping Costs	0	125	(125)	0	375	(375)	375
89900 · POS Inventory Adjustments	6	0	6	179	0	179	0
8100-00 · Cost of Goods Sold - Other	5,091	5,000	91	12,650	12,750	(100)	12,750
Total 8100-00 · Cost of Goods Sold	5,096	5,125	(29)	12,828	13,125	(297)	13,125
8200-00 · Associate Relations	148	0	148	179	0	179	0
8500-00 · Credit Card Fees	284	475	(191)	742	1,204	(461)	1,204
8600-00 · Additional Opportunitis	0	3,000	(3,000)	0	15,000	(15,000)	15,000
8700-00 · Automobile Expenses	28	42	(14)	59	42	17	42
8750-00 · Meals/Meetings	0	80	(80)	0	80	(80)	80
8810-00 · Dues & Subscriptions	0	0	0	0	90	(90)	90
Total Expense	28,725	30,971	(2,246)	76,938	89,789	(12,850)	89,789
Net Ordinary Income	53,385	12,400	40,985	361,961	280,503	81,458	280,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,871	3,245	(374)	14,692	9,734	4,958	9,734
Total Other Expense	2,871	3,245	(374)	14,692	9,734	4,958	9,734
Net Other Income	(2,871)	(3,245)	374	(14,692)	(9,734)	(4,958)	(9,734)
Net Income	50,514	9,155	41,359	347,269	270,769	76,500	270,769

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
93 - Business Advocacy & Support**

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	54,040	25,143	28,897	311,345	259,775	51,570	259,775
4200-00 - Membership Dues Revenue	0	6,250	(6,250)	0	18,750	(18,750)	18,750
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	0	0	0	1,500	(1,500)	1,500
4250-03 - Summer/Winter Rec Luncheon	0	1,000	(1,000)	0	1,000	(1,000)	1,000
4251-00 - Tues AM Breakfast Club							
4251-01 - Tues AM Breakfast Club Sponsors	0	550	(550)	0	1,650	(1,650)	1,650
4251-00 - Tues AM Breakfast Club - Other	0	400	(400)	0	800	(800)	800
Total 4251-00 - Tues AM Breakfast Club	0	950	(950)	0	2,450	(2,450)	2,450
Total 4250-00 - Revenues-Membership Activities	0	1,950	(1,950)	0	4,950	(4,950)	4,950
4253-00 - Revenue- Other	0	500	(500)	0	1,500	(1,500)	1,500
Total Income	54,040	33,843	20,197	311,345	284,975	26,370	284,975
Gross Profit	54,040	33,843	20,197	311,345	284,975	26,370	284,975
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	58	90	(32)	196	270	(74)	270
5030-00 - P/R - Health Insurance Expense	11	125	(114)	11	375	(364)	375
5040-00 - P/R - Workmans Comp	4	5	(1)	13	15	(2)	15
5050-00 - 401 (k)	30	36	(6)	102	106	(6)	106
5070-00 - Other Benefits and Expenses	20	5	15	20	15	5	15
5000-00 - Salaries & Wages - Other	927	900	27	3,018	2,700	318	2,700
Total 5000-00 - Salaries & Wages	1,051	1,161	(110)	3,361	3,483	(122)	3,483
5100-00 - Rent							
5110-00 - Utilities	51	0	45	159	19	139	19
5150-00 - Office - Cleaning	91	8	83	223	24	199	24
5100-00 - Rent - Other	885	76	809	2,613	228	2,385	228
Total 5100-00 - Rent	1,027	84	946	2,995	272	2,723	272
5310-00 - Telephone							
5320-00 - Telephone	68	10	58	249	30	218	30
Total 5310-00 - Telephone	68	10	58	249	30	218	30
5520-00 - Supplies	36	167	(131)	108	500	(392)	500
5710-00 - Taxes, Licenses & Fees	0	0	0	141	0	141	0
5740-00 - Equipment Rental/Leasing	37	21	16	169	62	107	62
5800-00 - Training Seminars	0	0	0	105	0	105	0
6423-00 - Membership Activities							
6437-00 - Tuesday Morning Breakfast Club	0	500	(500)	0	500	(500)	500
6442-00 - Public Relations/Website/Digital	990	990	0	2,880	2,970	(390)	2,970
Total 6423-00 - Membership Activities	990	1,490	(500)	2,880	3,470	(890)	3,470
6742-00 - Non-NLT Co-Op Marketing Program	0	0	0	15	0	15	0
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - NTBA	20,000	0	20,000	20,000	0	20,000	0
6750-02 - Business Assn Grant - TCDA	20,000	0	20,000	20,000	0	20,000	0
Total 6750-00 - Business Association Grant	40,000	0	40,000	40,000	0	40,000	0
8500-00 - Credit Card Fees	0	50	(50)	9	150	(141)	150
8600-00 - Additional Opportunites	0	22,000	(22,000)	0	64,000	(64,000)	64,000
8700-00 - Automobile Expenses	0	5	(5)	0	15	(15)	15
8750-00 - Meals/Meetings	0	5	(5)	0	15	(15)	15
8810-00 - Dues & Subscriptions	0	3	(3)	0	9	(9)	9
Total Expense	43,208	25,002	18,206	49,731	72,006	(22,275)	72,006
Net Ordinary Income	10,831	8,841	1,991	261,614	212,969	48,645	212,969
Other Income/Expense							
Other Expense							
8990-00 - Allocated	2,543	2,602	(59)	8,751	7,806	945	7,806
Total Other Expense	2,543	2,602	(59)	8,751	7,806	945	7,806
Net Other Income	(2,543)	(2,602)	59	(8,751)	(7,806)	(945)	(7,806)
Net Income	8,288	6,239	2,050	252,863	205,162	47,700	205,162

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

Accrual Basis

94 - Zone 1 Services

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	145,416	67,657	77,759	837,800	699,030	138,770	699,030
Total Income	145,416	67,657	77,759	837,800	699,030	138,770	699,030
Gross Profit	145,416	67,657	77,759	837,800	699,030	138,770	699,030
Expense							
5100-00 · Rent							
5110-00 · Utilities	12	0	12	37	0	37	0
5160-00 · Office - Cleaning	21			51			
5190-00 · Rent - Other	169			504			
Total 5100-00 · Rent	202	0	202	592	0	592	0
5310-00 · Telephone							
5320-00 · Telephone	15	0	15	52	0	52	0
Total 5310-00 · Telephone	15	0	15	52	0	52	0
5520-00 · Supplies	8	0	8	25	0	25	0
5710-00 · Taxes, Licenses & Fees	0	0	0	141	0	141	0
5740-00 · Equipment Rental/Leasing	8	0	8	39	0	39	0
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	5,000			5,000			
6750-02 · Business Assn Grant - TCDA	5,000			5,000			
Total 6750-00 · Business Association Grant	10,000			10,000			
8600-00 · Additional Opportunities	0	45,400	(45,400)	0	135,400	(135,400)	135,400
Total Expense	10,233	45,400	(35,167)	10,850	135,400	(124,550)	135,400
Net Ordinary Income	135,183	22,257	112,926	826,951	563,630	263,320	563,630
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,804	4,893	911	18,579	14,679	3,900	14,679
Total Other Expense	5,804	4,893	911	18,579	14,679	3,900	14,679
Net Other Income	(5,804)	(4,893)	(911)	(18,579)	(14,679)	(3,900)	(14,679)
Net Income	129,379	17,364	112,015	808,372	548,952	259,420	548,952

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

Accrual Basis

95 - Economic Development, Transportation, & Other

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	74,673	34,743	39,930	430,222	358,962	71,260	358,962
Total Income	74,673	34,743	39,930	430,222	358,962	71,260	358,962
Gross Profit	74,673	34,743	39,930	430,222	358,962	71,260	358,962
Expense							
5100-00 · Rent							
5110-00 · Utilities	27	0	27	85	0	85	0
5150-00 · Office - Cleaning	49	0	49	120	0	120	0
5100-00 · Rent - Other	394	0	394	1,176	0	1,176	0
Total 5100-00 · Rent	471	0	471	1,381	0	1,381	0
5310-00 · Telephone							
5320-00 · Telephone	34	0	34	122	0	122	0
Total 5310-00 · Telephone	34	0	34	122	0	122	0
5520-00 · Supplies	19	0	19	58	0	58	0
5710-00 · Taxes, Licenses & Fees	0	0	0	212	0	212	0
5740-00 · Equipment Rental/Leasing	20	0	20	91	0	91	0
8600-00 · Additional Opportunit	0	29,000	(29,000)	0	69,000	(69,000)	69,000
Total Expense	544	29,000	(28,456)	1,864	69,000	(67,136)	69,000
Net Ordinary Income	74,129	5,743	68,386	428,357	289,962	138,396	289,962
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,967	2,493	464	9,467	7,480	1,987	7,480
Total Other Expense	2,967	2,493	464	9,467	7,480	1,987	7,480
Net Other Income	(2,967)	(2,493)	(464)	(9,467)	(7,480)	(1,987)	(7,480)
Net Income	71,172	3,249	67,923	418,890	282,481	136,409	282,481

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Accrual Basis

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

96 - Sustainability & Mitigation of Tourism Impacts

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	32,424	15,086	17,338	186,807	155,865	30,942	155,865
Total Income	32,424	15,086	17,338	186,807	155,865	30,942	155,865
Gross Profit	32,424	15,086	17,338	186,807	155,865	30,942	155,865
Expense							
5100-00 - Rent							
5110-00 - Utilities	20	0	20	61	0	61	0
5150-00 - Office - Cleaning	35	0	35	86	0	86	0
5100-00 - Rent - Other	282	0	282	640	0	640	0
Total 5100-00 - Rent	336	0	336	987	0	987	0
5310-00 - Telephone							
5320-00 - Telephone	24	0	24	87	0	87	0
Total 5310-00 - Telephone	24	0	24	87	0	87	0
5520-00 - Supplies	14	0	14	41	0	41	0
5710-00 - Taxes, Licenses & Fees	0	0	0	212	0	212	0
5740-00 - Equipment Rental/Leasing	14	0	14	65	0	65	0
8600-00 - Additional Opportunit	28,416	9,750	18,666	28,416	29,750	(1,334)	29,750
Total Expense	28,804	9,750	19,054	29,808	29,750	58	29,750
Net Ordinary Income	3,619	5,336	(1,716)	156,998	126,115	30,884	126,115
Other Income/Expense							
Other Expense							
8990-00 - Allocated	1,275	1,075	200	4,081	3,225	856	3,225
Total Other Expense	1,275	1,075	200	4,081	3,225	856	3,225
Net Other Income	(1,275)	(1,075)	(200)	(4,081)	(3,225)	(856)	(3,225)
Net Income	2,345	4,261	(1,916)	152,917	122,890	30,028	122,890

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

Accrual Basis

97 - Administration

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	49,127	22,857	26,270	283,041	236,159	46,882	236,159
Total Income	49,127	22,857	26,270	283,041	236,159	46,882	236,159
Gross Profit	49,127	22,857	26,270	283,041	236,159	46,882	236,159
Net Ordinary Income	49,127	22,857	26,270	283,041	236,159	46,882	236,159
Other Income/Expense							
Other Expense							
8990-00 - Allocated	17,000	17,000	0	51,000	51,000	0	51,000
Total Other Expense	17,000	17,000	0	51,000	51,000	0	51,000
Net Other Income	(17,000)	(17,000)	0	(51,000)	(51,000)	0	(51,000)
Net Income	32,127	5,857	26,270	232,041	185,159	46,882	185,159

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

Accrual Basis

98 - County Admin Fee

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Total Income	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Gross Profit	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Expense							
5710-00 - Taxes, Licenses & Fees	0	18,667	(18,667)	0	56,000	(56,000)	56,000
Total Expense	0	18,667	(18,667)	0	56,000	(56,000)	56,000
Net Ordinary Income	19,651	(9,524)	29,175	113,216	38,464	74,753	38,464
Net Income	19,651	(9,524)	29,175	113,216	38,464	74,753	38,464

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

Accrual Basis

99 - Contingency/Reserve

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Total Income	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Gross Profit	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Net Ordinary Income	19,651	9,143	10,508	113,216	94,464	18,753	94,464
Net Income	19,651	9,143	10,508	113,216	94,464	18,753	94,464

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

TOT Departments

Accrual Basis

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	33,062	(33,062)	3,202,001	3,395,266	(193,264)	3,395,266
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	33,062	(33,062)	3,279,041	3,454,766	(175,745)	3,454,766
Gross Profit	0	33,062	(33,062)	3,279,041	3,454,766	(175,745)	3,454,766
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	117	756	(651)	21,400	65,963	(44,563)	65,963
5030-00 · P/R - Health Insurance Expense	22	1,197	(1,174)	33,290	91,847	(58,557)	91,847
5040-00 · P/R - Workmans Comp	8	26	(17)	4,367	8,398	(4,011)	8,398
5060-00 · 401 (k)	242	307	(65)	9,166	22,019	(12,833)	22,019
5070-00 · Other Benefits and Expenses	40	59	(19)	1,622	3,861	(2,239)	3,861
5000-00 · Salaries & Wages - Other	1,853	7,677	(5,824)	248,346	659,831	(411,485)	659,831
Total 5000-00 · Salaries & Wages	2,263	10,034	(7,751)	318,232	851,939	(533,707)	651,939
5100-00 · Rent							
5110-00 · Utilities	31	25	6	7,895	8,362	(468)	8,362
5140-00 · Repairs & Maintenance	0	15	(15)	3,172	6,046	(2,874)	6,046
5150-00 · Office - Cleaning	56	40	16	2,956	5,483	(2,527)	5,483
5100-00 · Rent - Other	451	375	76	85,750	98,062	(12,313)	98,062
Total 5100-00 · Rent	538	459	83	99,773	117,954	(18,181)	117,954
5310-00 · Telephone							
5320-00 · Telephone	49	81	(32)	11,631	14,642	(2,811)	14,642
5350-00 · Internet	0			360			
5310-00 · Telephone - Other	0			5			
Total 5310-00 · Telephone	49	81	(32)	12,196	14,642	(2,446)	14,642
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	50	(50)	50
5480-00 · Mail - Fed Ex	0	4	(4)	221	50	171	50
5420-00 · Mail - USPS - Other	0	0	0	691	300	391	300
Total 5420-00 · Mail - USPS	0	8	(8)	912	400	512	400
5510-00 · Insurance/Bonding	0						
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	446	6,925	(6,479)	6,925
5520-00 · Supplies - Other	22	417	(395)	5,755	16,263	(10,508)	16,263
Total 5520-00 · Supplies	22	417	(395)	6,201	23,188	(16,987)	23,188
5700-00 · Equipment Support & Maintenance	0	0	0	0	150	(150)	150
5710-00 · Taxes, Licenses & Fees	0	19	(19)	462	545	(63)	545
5740-00 · Equipment Rental/Leasing	22	66	(43)	2,077	2,803	(726)	2,803
5800-00 · Training Seminars	0	0	0	1,263	750	513	750
5850-00 · Artist of Month - Commissions	0	0	0	1,744	1,500	244	1,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	0	6,125	(6,125)	6,125
5921-00 · Professional Fees - Other	0	833	(833)	21,957	11,125	10,832	11,125
Total 5900-00 · Professional Fees	0	833	(833)	21,957	17,250	4,707	17,250
6020-00 · Programs							
6018-00 · Special Event Partnership	0	0	0	42,720	50,000	(7,280)	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	52,720	70,000	(17,280)	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	0	0	169,100	179,400	(10,300)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	6,000	(6,000)	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	50,400	25,400	25,000	25,400
6421-15 · Lake Tahoe Dance Collective	0	0	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	418,500	411,000	7,500	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	452,043	514,575	(62,532)	514,575
6730-00 · Marketing Cooperative/Media	0	0	0	824,994	871,276	(46,284)	871,276
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	60,629	54,000	6,629	54,000
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	0	0	4,031	0	4,031	0
6743-06 · Summer Regional Campaign	0	0	0	10,117	0	10,117	0
Total 6743-00 · BACC Marketing Programs	0	0	0	55,219	34,000	21,219	34,000
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	8,333	8,333	(0)	100,000	100,000	(0)	100,000
6750-02 · Business Assn Grant - TCDA	8,333	8,333	(0)	100,000	100,000	(0)	100,000
Total 6750-00 · Business Association Grant	16,667	16,667	(0)	200,000	200,000	(0)	200,000
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	0	0	(73)	0	(73)	0
59900 · POS Inventory Adjustments	0	0	0	(91)	0	(91)	0
8100-01 · CGS - Other	0	0	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	5	(5)	353	585	(232)	585

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

TOT Departments

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
8500-00 - Credit Card Fees	0	0	0	1,997	2,797	(799)	2,797
8600-00 - Additional Opportunit	0	833	(833)	25,025	47,500	(22,475)	47,500
8700-00 - Automobile Expenses	0	50	(50)	533	2,400	(1,866)	2,400
8750-00 - Meals/Meetings	0	104	(104)	52	2,038	(1,985)	2,038
8810-00 - Dues & Subscriptions	0	8	(8)	570	2,350	(1,779)	2,350
8910-00 - Travel	0	0	0	303	3,750	(3,447)	3,750
Total Expense	19,681	29,680	(6,999)	2,180,732	2,882,267	(701,535)	2,882,267
Net Ordinary Income	(19,581)	3,482	(23,063)	1,098,309	572,519	525,790	572,519
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	0			109	0	109	0
Total Other Income	0			109	0	109	0
Other Expense							
8990-00 - Allocated	686	3,482	(2,796)	583,990	572,519	11,470	572,519
Total Other Expense	686	3,482	(2,796)	583,990	572,519	11,470	572,519
Net Other Income	(686)	(3,482)	2,796	(583,880)	(572,519)	(11,361)	(572,519)
Net Income	(20,267)	(0)	(20,267)	514,428	(0)	514,428	(0)

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	2,061,448	2,188,080	(126,632)	2,188,080
Total Income	0	0	0	2,061,448	2,188,080	(126,632)	2,188,080
Gross Profit	0	0	0	2,061,448	2,188,080	(126,632)	2,188,080
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	0	0	9,596	21,534	(11,939)	21,534
5030-00 · P/R - Health Insurance Expense	0	0	0	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)	0	0	0	4,235	8,614	(4,379)	8,614
5070-00 · Other Benefits and Expenses	0	0	0	1,373	1,092	281	1,092
5000-00 · Salaries & Wages - Other	0	0	0	120,784	215,344	(94,560)	215,344
Total 5000-00 · Salaries & Wages	0	0	0	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	0	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	0	0	85			
5420-00 · Mail - USPS - Other	0	0	0	299	0	299	0
Total 5420-00 · Mail - USPS	0	0	0	383	0	383	0
5510-00 · Insurance/Bonding	0	0	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	1,049	0	1,049	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	42,720	50,000	(7,280)	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	52,720	70,000	(17,280)	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	0	0	169,100	179,400	(10,300)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	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	0	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	418,500	411,000	7,500	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	(857)	1,500
Total 6420-00 · Events	0	0	0	452,043	514,575	(62,532)	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	0	0	4,031	0	4,031	0
6743-08 · Summer Regional Campaign	0	0	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 Opportunities	0	0	0	25,025	37,500	(12,475)	37,500
8700-00 · Automobile Expenses	0	0	0	442	1,125	(683)	1,125
8750-00 · Meals/Meetings	0	0	0	52	375	(323)	375
8810-00 · Dues & Subscriptions	0	0	0	510	750	(240)	750

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	0	0	303	3,750	(3,447)	3,750
Total Expense	0	0	0	1,601,299	1,828,132	(226,833)	1,828,132
Net Ordinary Income	0	0	0	460,149	359,948	100,201	359,948
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	0			109	0	109	0
Total Other Income	0			109	0	109	0
Other Expense							
8990-00 - Allocated	0	0	0	470,644	359,948	110,696	359,948
Total Other Expense	0	0	0	470,644	359,948	110,696	359,948
Net Other Income	0	0	0	(470,534)	(359,948)	(110,586)	(359,948)
Net Income	0	0	0	(10,385)	0	(10,385)	0

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 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	0	0	0	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)	0	0	0	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	0	0	0	36,745	157,268	(120,523)	157,268
Total 5000-00 · Salaries & Wages	0	0	0	52,436	197,846	(145,411)	197,846
5100-00 · Rent							
5110-00 · Utilities	0	0	0	286	750	(464)	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	150	25	150
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	1,013	(962)	1,013
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	0	0	0	120,810	288,607	(167,797)	288,607
Net Ordinary Income	0	0	0	239,475	71,678	167,797	71,678
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	35,680	71,678	(35,998)	71,678
Total Other Expense	0	0	0	35,680	71,678	(35,998)	71,678
Net Other Income	0	0	0	(35,680)	(71,678)	35,998	(71,678)
Net Income	0	0	0	203,795	(0)	203,795	(0)

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
42 - Visitor Center**

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 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	0	0	0	8,263	13,959	(5,696)	13,959
5030-00 - P/R - Health Insurance Expense	0	0	0	4,748	14,250	(9,502)	14,250
6040-00 - P/R - Workmans Comp	0	0	0	2,999	5,250	(2,251)	5,250
5060-00 - 401 (k)	181	0	181	3,365	3,750	(385)	3,750
5070-00 - Other Benefits and Expenses	0	0	0	89	750	(661)	750
5000-00 - Salaries & Wages - Other	0	0	0	60,051	139,591	(59,539)	139,591
Total 5000-00 - Salaries & Wages	181	0	181	90,515	177,550	(78,035)	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	0	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
6710-00 - Taxes, Licenses & Fees	0	0	0	366	36	329	36
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
52600 - Purchase Discounts	0	0	0	(73)	0	(73)	0
59900 - POS Inventory Adjustments	0	0	0	(91)	0	(91)	0
8100-01 - CGS - Other	0	0	0	580	0	580	0
8100-00 - Cost of Goods Sold - Other	0	0	0	38,401	29,750	8,651	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
8800-00 - Credit Card Fees	0	0	0	1,897	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	181	0	181	221,442	321,471	(100,030)	321,471
Net Ordinary Income	(181)	0	(181)	198,368	80,798	117,569	80,798
Other Income/Expense							
Other Expense							
8990-00 - Allocated	0	0	0	65,864	80,798	(14,934)	80,798
Total Other Expense	0	0	0	65,864	80,798	(14,934)	80,798
Net Other Income	0	0	0	(65,864)	(80,798)	14,934	(80,798)
Net Income	(181)	0	(181)	132,503	(0)	132,504	(0)

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
 51 - TMPI

	Jun 22	Budget	\$ Over Bu...	Jul '21 - J...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	2,724	(2,724)	135,702	141,237	(5,535)	141,237
Total Income	0	2,724	(2,724)	135,702	141,237	(5,535)	141,237
Gross Profit	0	2,724	(2,724)	135,702	141,237	(5,535)	141,237
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	117	151	(34)	785	7,363	(6,578)	7,363
5030-00 · P/R - Health Insurance Expense	22	197	(174)	155	9,590	(9,435)	9,590
5040-00 · P/R - Workmans Comp	8	5	4	91	240	(149)	240
5060-00 · 401 (k)	61	60	0	205	2,945	(2,740)	2,945
5070-00 · Other Benefits and Expenses	40	17	23	41	842	(801)	842
5000-00 · Salaries & Wages - Other	1,853	1,511	342	10,766	73,628	(62,862)	73,628
Total 5000-00 · Salaries & Wages	2,102	1,941	161	12,042	94,608	(82,566)	94,608
5100-00 · Rent							
5110-00 · Utilities	31	4	27	117	238	(120)	238
5140-00 · Repairs & Maintenance	0	3	(3)	0	158	(158)	158
5150-00 · Office - Cleaning	56	7	49	146	396	(250)	396
5100-00 · Rent - Other	451	63	388	1,425	3,563	(2,137)	3,563
Total 5100-00 · Rent	538	76	462	1,689	4,354	(2,665)	4,354
5310-00 · Telephone							
5320-00 · Telephone	49	22	27	315	1,275	(959)	1,275
5310-00 · Telephone - Other	0			5			
Total 5310-00 · Telephone	49	22	27	320	1,275	(954)	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	22	0	22	106	5,000	(4,894)	5,000
Total 5520-00 · Supplies	22	0	22	512	6,250	(5,738)	6,250
5710-00 · Taxes, Licenses & Fees	0	2	(2)	2	120	(117)	120
5740-00 · Equipment Rental/Leasing	22	3	19	412	178	234	178
5800-00 · Training Seminars	0			214			
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			21,957	0	21,957	0
Total 5900-00 · Professional Fees	0	0	0	21,957	5,000	16,957	5,000
8700-00 · Automobile Expenses	0	8	(8)	15	400	(385)	400
8750-00 · Meals/Meetings	0	83	(83)	0	1,000	(1,000)	1,000
8810-00 · Dues & Subscriptions	0	8	(8)	5	400	(395)	400
Total Expense	2,733	2,145	588	37,182	113,584	(76,403)	113,584
Net Ordinary Income	(2,733)	578	(3,312)	98,521	27,653	70,868	27,653
Other Income/Expense							
Other Expense							
8990-00 · Allocated	686	578	107	11,801	27,653	(15,851)	27,653
Total Other Expense	686	578	107	11,801	27,653	(15,851)	27,653
Net Other Income	(686)	(578)	(107)	(11,801)	(27,653)	15,851	(27,653)
Net Income	(3,419)	(0)	(3,419)	86,719	(0)	86,719	(0)

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

Accrual Basis

61 - Business Association Grant Funding

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	16,667	(16,667)	166,667	200,000	(33,333)	200,000
Total Income	0	16,667	(16,667)	166,667	200,000	(33,333)	200,000
Gross Profit	0	16,667	(16,667)	166,667	200,000	(33,333)	200,000
Expense							
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - NTBA	8,333	8,333	(0)	100,000	100,000	(0)	100,000
6750-02 - Business Assn Grant - TCDA	8,333	8,333	(0)	100,000	100,000	(0)	100,000
Total 6750-00 - Business Association Grant	16,667	16,667	(0)	200,000	200,000	(0)	200,000
Total Expense	16,667	16,667	(0)	200,000	200,000	(0)	200,000
Net Ordinary Income	(16,667)	(0)	(16,667)	(33,333)	(0)	(33,333)	(0)
Net Income	(16,667)	(0)	(16,667)	(33,333)	(0)	(33,333)	(0)

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

Accrual Basis

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	13,672	(13,672)	135,130	162,914	(27,784)	162,914
Total Income	0	13,672	(13,672)	135,130	162,914	(27,784)	162,914
Gross Profit	0	13,672	(13,672)	135,130	162,914	(27,784)	162,914
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	0	617	(617)	0	7,400	(7,400)	7,400
5030-00 - P/R - Health Insurance Expense	0	1,000	(1,000)	0	12,000	(12,000)	12,000
5040-00 - P/R - Workmans Comp	0	21	(21)	0	250	(250)	250
5050-00 - 401 (k)	0	247	(247)	0	2,960	(2,960)	2,960
5070-00 - Other Benefits and Expenses	0	42	(42)	0	502	(502)	502
5000-00 - Salaries & Wages - Other	0	6,167	(6,167)	0	74,000	(74,000)	74,000
Total 5000-00 - Salaries & Wages	0	8,093	(8,093)	0	97,112	(97,112)	97,112
5100-00 - Rent							
5110-00 - Utilities	0	21	(21)	0	250	(250)	250
5140-00 - Repairs & Maintenance	0	13	(13)	0	150	(150)	150
5150-00 - Office - Cleaning	0	33	(33)	0	400	(400)	400
5100-00 - Rent - Other	0	313	(313)	0	3,750	(3,750)	3,750
Total 5100-00 - Rent	0	379	(379)	0	4,550	(4,550)	4,550
5310-00 - Telephone							
5320-00 - Telephone	0	58	(58)	0	700	(700)	700
Total 5310-00 - Telephone	0	58	(58)	0	700	(700)	700
5420-00 - Mail - USPS							
5470-00 - Mail - UPS	0	4	(4)	0	50	(50)	50
5480-00 - Mail - Fed Ex	0	4	(4)	0	50	(50)	50
Total 5420-00 - Mail - USPS	0	8	(8)	0	100	(100)	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	0	417	(417)	0	5,000	(5,000)	5,000
Total 5520-00 - Supplies	0	417	(417)	0	6,250	(6,250)	6,250
5710-00 - Taxes, Licenses & Fees	0	17	(17)	0	200	(200)	200
5740-00 - Equipment Rental/Leasing	0	63	(63)	0	750	(750)	750
5900-00 - Professional Fees							
5921-00 - Professional Fees - Other	0	833	(833)	0	10,000	(10,000)	10,000
Total 5900-00 - Professional Fees	0	833	(833)	0	10,000	(10,000)	10,000
8200-00 - Associate Relations	0	5	(5)	0	60	(60)	60
8600-00 - Additional Opportunitites	0	833	(833)	0	10,000	(10,000)	10,000
8700-00 - Automobile Expenses	0	42	(42)	0	500	(500)	500
8750-00 - Meals/Meetings	0	21	(21)	0	250	(250)	250
Total Expense	0	10,768	(10,768)	0	130,472	(130,472)	130,472
Net Ordinary Income	0	2,903	(2,903)	135,130	32,442	(02,688)	32,442
Other Income/Expense							
Other Expense							
8990-00 - Allocated	0	2,903	(2,903)	0	32,442	(32,442)	32,442
Total Other Expense	0	2,903	(2,903)	0	32,442	(32,442)	32,442
Net Other Income	0	(2,903)	2,903	0	(32,442)	32,442	(32,442)
Net Income	0	0	0	136,130	0	136,130	0

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

07/21/22

Accrual Basis

60 - Membership

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 - Membership Dues Revenue	6,058	0	6,058	76,176	56,250	19,926	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	200	0	200	3,845	0	3,845	0
Total 4250-00 - Revenues-Membership Activities	200	0	200	3,845	9,550	(5,705)	9,550
4253-00 - Revenue- Other	0	0	0	0	1,000	(1,000)	1,000
Total Income	6,258	0	6,258	80,021	66,800	13,221	66,800
Gross Profit	6,258	0	6,258	80,021	66,800	13,221	66,800
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	0	0	0	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	0	0	0	22,678	37,611	(14,933)	37,611
Total 5000-00 - Salaries & Wages	0	0	0	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
5160-00 - 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	15,363	3,750	11,603	3,750
Total 6423-00 - Membership Activities	0	0	0	23,032	10,513	12,520	10,513
8200-00 - Associate Relations	0	0	0	199	60	139	60
8500-00 - Credit Card Fees	5	0	5	362	450	(88)	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	5	0	5	64,833	66,919	(2,086)	66,919
Net Ordinary Income	6,253	0	6,253	15,188	(119)	15,307	(119)
Other Income/Expense							
Other Expense							
8990-00 - Allocated	0	0	0	14,658	16,521	(1,863)	16,521
Total Other Expense	0	0	0	14,658	16,521	(1,863)	16,521
Net Other Income	0	0	0	(14,658)	(16,521)	1,863	(16,521)
Net Income	6,253	0	6,253	530	(16,640)	17,170	(16,640)

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07/21/22

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

70 - Administration

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,680	3,563	(1,903)	23,376	30,504	(16,128)	39,504
5030-00 · P/R - Health Insurance Expense	(406)	3,750	(4,156)	23,228	45,000	(21,772)	45,000
5040-00 · P/R - Workmans Comp	120	194	(74)	1,620	2,332	(712)	2,332
5050-00 · 401 (k)	(183)	1,323	(1,506)	6,531	15,976	(9,444)	15,976
5070-00 · Other Benefits and Expenses	396	183	203	1,125	2,193	(1,068)	2,193
5000-00 · Salaries & Wages - Other	26,347	35,629	(9,282)	345,377	404,497	(59,120)	404,497
Total 5000-00 · Salaries & Wages	27,924	44,642	(16,718)	401,257	509,501	(108,244)	509,501
5100-00 · Rent							
5110-00 · Utilities	161	218	(57)	3,212	2,153	1,059	2,153
5140-00 · Repairs & Maintenance	87	417	(330)	7,467	5,000	2,467	5,000
5160-00 · Office - Cleaning	287	274	12	3,842	3,448	95	3,448
5100-00 · Rent - Other	2,723	2,968	(246)	39,267	36,744	2,522	36,744
Total 5100-00 · Rent	3,257	3,877	(620)	53,488	47,345	6,143	47,345
5310-00 · Telephone							
5320-00 · Telephones	747	1,935	(1,189)	15,746	16,913	(1,167)	16,913
5310-00 · Telephone - Other	0			43			
Total 5310-00 · Telephone	747	1,935	(1,189)	15,788	16,913	(1,125)	16,913
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			12	0	12	0
5420-00 · Mail - USPS - Other	500	83	417	1,880	1,000	880	1,000
Total 5420-00 · Mail - USPS	500	83	417	1,892	1,000	892	1,000
5510-00 · Insurance/Bonding	306	1,250	(944)	10,291	15,000	(4,709)	15,000
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			4,163	2,500	1,663	2,500
5520-00 · Supplies - Other	324	500	(176)	7,560	6,000	1,560	6,000
Total 5520-00 · Supplies	324	500	(176)	11,723	8,500	3,223	8,500
5610-00 · Depreciation	153	486	(333)	1,633	2,833	(1,000)	2,833
5700-00 · Equipment Support & Maintenance	2,364	2,917	(553)	29,176	35,000	(5,824)	35,000
5710-00 · Taxes, Licenses & Fees	4,365	1,250	3,115	22,639	18,000	7,639	15,000
5740-00 · Equipment Rental/Leasing	115	125	(10)	7,046	1,805	5,546	1,500
8800-00 · Training Seminars	0	417	(417)	1,815	5,000	(3,185)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,800	625	1,175	16,625	7,500	9,125	7,500
5920-00 · Professional Fees - Accountant	0			23,773	26,000	(2,227)	26,000
5921-00 · Professional Fees - Other	6,106	833	5,273	121,891	10,000	111,891	10,000
Total 5900-00 · Professional Fees	7,906	1,458	6,448	162,269	43,500	118,769	43,500
5941-00 · Research & Planning	0	1,250	(1,250)	0	15,000	(15,000)	15,000
6740-00 · Media/Collateral/Production	0			250			
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	20,000	(20,000)	20,000
8200-00 · Associate Relations	168	125	43	829	1,500	(671)	1,500
8300-00 · Board Functions	2,932	583	2,349	20,261	7,000	13,261	7,000
8500-00 · Credit Card Fees	0			41			
8600-00 · Additional Opportunities	0	833	(833)	6,500	10,000	(3,500)	10,000
8700-00 · Automobile Expenses	39	250	(211)	439	3,000	(2,561)	3,000
8750-00 · Meals/Meetings	1,500	417	1,083	8,493	5,000	3,493	5,000
8810-00 · Dues & Subscriptions	1,127	1,000	127	14,797	12,000	2,797	12,000
8920-00 · Bad Debt	0			299	0	299	0
Total Expense	53,726	65,065	(11,339)	771,147	774,592	(3,445)	774,592
Net Ordinary Income	(53,726)	(65,065)	11,339	(771,147)	(774,592)	3,445	(774,592)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(53,726)	65,065	(118,791)	(771,187)	(384,000)	(387,187)	(384,000)
Total Other Expense	(53,726)	65,065	(118,791)	(771,187)	(384,000)	(387,187)	(384,000)
Net Other Income	53,726	(65,065)	118,791	771,187	384,000	387,187	384,000
Net Income	0	(130,129)	130,129	40	(390,592)	390,632	(390,592)

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

May 31, 2022

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07/21/22
Accrual Basis

North Lake Tahoe Resort Association
Balance Sheet
As of May 31, 2022

	May 31, 22	May 31, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	158	158	0	0%
1002-00 · Cash - Operations BOTW #8328	2,138,963	0	2,138,963	100%
1003-00 · Cash - Operations BOTW #6712	0	1,864,047	(1,864,047)	(100)%
1007-00 · Cash - Payroll BOTW #7421	20,936	7,973	12,964	163%
1008-00 · Marketing Reserve - Plumas	50,384	50,354	30	0%
1009-00 · Cash Flow Reserve - Plumas	101,069	100,967	101	0%
1071-00 · Payroll Reserves	25,703	29,582	(3,879)	(13)%
1080-00 · Special Events BOTW #1626	2,068	43,811	(41,743)	(95)%
1090-00 · TBID Account- BOTW #0550	2,505,773	0	2,505,773	100%
10950 · Cash in Drawer	1,336	1,356	(20)	(2)%
Total Checking/Savings	4,846,390	2,098,247	2,748,143	131%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	5,000	1,000	4,000	400%
1290-00 · A/R - TOT	0	218,253	(218,253)	(100)%
Total Accounts Receivable	5,000	219,253	(214,253)	(98)%
Other Current Assets				
1200-99 · AR Other	10,027	2,397	7,630	318%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	36,290	80,020	(43,730)	(55)%
1201-03 · Member AR - Other	320	575	(255)	(44)%
Total 1201-00 · Member Accounts Receivable	36,610	80,595	(43,985)	(55)%
1201-02 · Allowance for Doubtful Accounts	(650)	(49,558)	48,908	99%
12100 · Inventory Asset				
25300 · Gift Cards Outstanding	18	18	0	0%
12100 · Inventory Asset - Other	22,450	28,229	(5,779)	(21)%
Total 12100 · Inventory Asset	22,467	28,246	(5,779)	(21)%
1220-00 · AR TBID	840,589	0	840,589	100%
1299 · Receivable from NLTMC	1,060	3,041	(1,981)	(65)%
1490-00 · Security Deposits	1,672	1,150	522	45%
Total Other Current Assets	911,774	65,871	845,903	1,284%
Total Current Assets	5,763,165	2,383,371	3,379,793	142%
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	(4,902)	(3,069)	(1,833)	(60)%
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	6,110	7,944	(1,833)	(23)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	3,366	16,337	(12,971)	(79)%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	19,030	9,601	9,429	98%
Total 1400-00 · Prepaid Expenses	22,496	26,038	(3,542)	(14)%
Total Other Assets	22,496	26,038	(3,542)	(14)%
TOTAL ASSETS	5,791,771	2,417,353	3,374,419	140%
LIABILITIES & EQUITY				
Liabilities				

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07/21/22
Accrual Basis

North Lake Tahoe Resort Association
Balance Sheet
As of May 31, 2022

	May 31, 22	May 31, 21	\$ Change	% Change
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	46,791	137,164	(90,373)	(66)%
Total Accounts Payable	46,791	137,164	(90,373)	(66)%
Other Current Liabilities				
2000-01 · Accounts Payable - Other	23,835	0	23,835	100%
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	16,690	20,202	(3,512)	(17)%
2101-00 · Incentive Payable	39,521	85,711	(46,190)	(54)%
2102-00 · Commissions Payable	0	30	(30)	(100)%
2120-00 · Empl. Federal Tax Payable	8,395	9,032	(637)	(7)%
2175-00 · 401 (k) Plan	4,179	4,204	(24)	(1)%
2180-00 · Estimated PTO Liability	35,088	54,845	(19,757)	(36)%
Total 21000 · Salaries/Wages/Payroll Liabilit	103,872	174,023	(70,150)	(40)%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	25	10	15	146%
25500 · *Sales Tax Payable	1,107	1,584	(478)	(30)%
Total 2190-00 · Sales and Use Tax Payable	1,132	1,595	(463)	(29)%
2250-00 · Accrued Expenses	207,500	0	207,500	100%
2400-60 · Deferred Revenue- Member Dues	37,731	72,693	(34,962)	(48)%
2500-00 · Deferred Revenue - TMBC	1,290	1,290	0	0%
2700-00 · Deferred Rev. County	144,818	525,305	(380,487)	(72)%
Total Other Current Liabilities	520,179	774,906	(254,727)	(33)%
Total Current Liabilities	566,970	912,069	(345,100)	(38)%
Total Liabilities	566,970	912,069	(345,100)	(38)%
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	4,724,307	1,040,572	3,683,735	354%
Total Equity	5,224,802	1,505,283	3,719,518	247%
TOTAL LIABILITIES & EQUITY	5,791,771	2,417,353	3,374,419	140%

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07/21/22

North Lake Tahoe Resort Association
A/R Aging Summary
 As of May 31, 2022

	<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	0.00	0.00	0.00	0.00	0.00	0.00
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	0.00	0.00	0.00	0.00	5,000.00	5,000.00

Aging by Revenue Item

As of 5/31/2022



north lake tahoe
Chamber of Commerce

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		\$6,470.00	\$0.00	\$295.00	\$2,350.00	\$8,200.00	\$8,200.00	\$17,315.00
21-50	Employees Membership Dues		\$540.00	\$540.00	\$0.00	\$1,620.00	\$0.00	\$0.00	\$2,700.00
6-10	Employees Membership Dues		\$1,290.00	\$0.00	\$0.00	\$3,900.00	\$1,300.00	\$1,300.00	\$6,490.00
	Associate Member Membership Dues		\$100.00	\$100.00	\$50.00	\$0.00	\$200.00	\$200.00	\$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:		\$680.00	\$510.00	\$340.00	\$1,190.00	\$1,360.00	\$1,360.00	\$4,080.00
	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		\$9,080.00	\$1,320.00	\$685.00	\$13,800.00	\$11,405.00	\$11,405.00	\$36,290.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable: Member AR - Other)									
	Eblast Totals:		\$170.00	\$0.00	\$150.00	\$0.00	\$0.00	\$0.00	\$320.00
1201-03	Member Accounts Receivable		\$170.00	\$0.00	\$150.00	\$0.00	\$0.00	\$0.00	\$320.00
	GRAND TOTALS		\$9,250.00	\$1,320.00	\$835.00	\$13,800.00	\$11,405.00	\$11,405.00	\$36,610.00

North Lake Tahoe Resort Association A/P Aging Summary

As of May 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Accounting on Computers, Inc.	550.00	0.00	0.00	0.00	0.00	550.00
ADP	444.20	0.00	153.14	-1.79	-15.99	579.56
Alpen Sierra Coffee Roasting Company, Inc	121.00	0.00	0.00	0.00	0.00	121.00
Amber Burke	28.08	0.00	0.00	0.00	0.00	28.08
Anne-Karin Atwood*	91.65	0.00	0.00	0.00	0.00	91.65
Annie's Cleaning Service	600.00	600.00	0.00	0.00	0.00	1,200.00
AT & T*	211.69	0.00	0.00	0.00	0.00	211.69
Augustineldeas	8,268.34	0.00	0.00	0.00	0.00	8,268.34
Bank of the West Bank Card Center	5,191.86	0.00	0.00	0.00	0.00	5,191.86
Cintas Corporation #623	242.04	0.00	0.00	0.00	0.00	242.04
Coraggio Group	351.00	0.00	0.00	0.00	0.00	351.00
County Of Placer*	0.00	0.00	0.00	0.00	380.15	380.15
Faire	0.00	0.00	0.00	0.00	677.50	677.50
Google LLC	162.00	0.00	0.00	0.00	0.00	162.00
InBloom Marketing	3,300.00	0.00	0.00	0.00	0.00	3,300.00
InfiniSource Benefits	1,120.88	0.00	0.00	0.00	0.00	1,120.88
iSolved Benefit Services	140.00	0.00	0.00	0.00	0.00	140.00
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
JVP Communications, LLC	5,600.00	0.00	0.00	0.00	0.00	5,600.00
Kay Dee Designs	0.00	0.00	0.00	0.00	3.00	3.00
Kym Fabel	30.42	0.00	0.00	0.00	0.00	30.42
Liberty Utilities*	0.00	479.63	0.00	0.00	0.00	479.63
Live a Tahoe Day	0.00	0.00	0.00	0.00	27.00	27.00
McClintock Accountancy	3,000.00	0.00	0.00	0.00	0.00	3,000.00
Paige Bechdolt	0.00	0.00	0.00	0.00	8.72	8.72
Porter Simon*	1,275.00	0.00	0.00	0.00	0.00	1,275.00
Ray Morgan Company, LLC	0.00	137.91	0.00	0.00	0.00	137.91
SDBX Studio, LLC.	50.00	100.00	0.00	0.00	0.00	150.00
Sierra Nevada Ad Partners	400.70	0.00	0.00	0.00	0.00	400.70
Squaw Valley Business Association*, Inc.	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Tahloha	0.00	0.00	0.00	0.00	-195.00	-195.00
Tahoe Truckee Community Foundation*	0.00	0.00	0.00	400.00	0.00	400.00
Tahoe Truckee Sierra Disposal*	252.36	0.00	0.00	0.00	0.00	252.36
The Office Boss*	0.00	0.00	0.00	0.00	-7.94	-7.94
The Paper Trail*	572.50	0.00	0.00	0.00	0.00	572.50
Wells Fargo Financial Leasing	398.58	0.00	0.00	0.00	0.00	398.58
Wholesale Resort Accessories, Inc.	1,555.50	0.00	0.00	0.00	0.00	1,555.50
TOTAL	<u>44,044.55</u>	<u>1,317.54</u>	<u>153.14</u>	<u>398.21</u>	<u>877.44</u>	<u>46,790.88</u>

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

All Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	33,590	(33,590)	3,202,001	3,362,223	(160,222)	3,395,286
4100-00 · TBID Assessment Revenue	457,143	457,143	0	4,678,270	4,266,035	412,235	4,723,178
4200-00 · Membership Dues Revenue	6,060	6,250	(190)	70,118	68,750	1,368	75,000
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	1,500	(1,500)	0	6,000	(6,000)	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	3,450	(3,450)	4,000
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	1,600	(1,600)	2,000
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	0	5,050	(5,050)	6,000
4250-00 · Revenues-Membership Activities - Other	420	0	420	3,645	0	3,645	0
Total 4250-00 · Revenues-Membership Activities	420	2,250	(1,830)	3,645	12,550	(8,905)	14,500
4253-00 · Revenue- Other	0	500	(500)	0	2,000	(2,000)	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC Income	201			1,703	0	1,703	0
46000 · Merchandise Sales - Other	7,862	8,000	(138)	90,612	75,000	15,612	85,000
Total 46000 · Merchandise Sales	8,063	8,000	63	92,315	75,000	17,315	85,000
Total Income	471,686	507,733	(36,046)	8,046,349	7,786,558	259,790	8,295,463
Gross Profit							
	471,686	507,733	(36,046)	8,046,349	7,786,558	259,790	8,295,463
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,934	7,119	(3,185)	50,503	110,494	(59,991)	117,342
5030-00 · P/R - Health Insurance Expense	4,429	8,142	(3,713)	66,634	141,290	(74,656)	149,432
5040-00 · P/R - Workmans Comp	509	775	(266)	7,643	11,733	(4,089)	12,508
5060-00 · 401 (k)	1,973	2,587	(614)	18,374	39,782	(21,408)	42,260
5070-00 · Other Benefits and Expenses	24	505	(481)	2,583	6,826	(4,244)	7,331
5000-00 · Salaries & Wages - Other	55,842	67,227	(11,384)	646,922	1,106,473	(469,551)	1,170,991
Total 5000-00 · Salaries & Wages	66,711	86,354	(19,643)	792,659	1,418,598	(623,939)	1,499,864
5100-00 · Rent							
5110-00 · Utilities	1,496	969	526	12,986	11,951	1,035	12,921
5140-00 · Repairs & Maintenance	87	432	(345)	10,836	10,801	34	11,233
5150-00 · Office - Cleaning	1,200	645	555	7,525	10,152	(2,627)	10,797
5100-00 · Rent - Other	13,994	13,449	545	151,041	156,415	(5,374)	189,864
Total 5100-00 · Rent	16,777	15,496	1,282	182,387	189,320	(6,933)	204,815
5310-00 · Telephone							
5320-00 · Telephone	1,715	2,631	(916)	30,163	32,023	(1,860)	34,654
5350-00 · Internet	0			360			
5310-00 · Telephone - Other	0			50			
Total 5310-00 · Telephone	1,715	2,631	(916)	30,572	32,023	(1,451)	34,654
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	46	(46)	50
5480-00 · Mail - Fed Ex	0	4	(4)	233	46	188	50
5420-00 · Mail - USPS - Other	14	117	(102)	2,147	1,357	791	1,473
Total 5420-00 · Mail - USPS	14	125	(111)	2,381	1,448	932	1,573
5510-00 · Insurance/Bonding							
5520-00 · Supplies	306	1,250	(944)	10,248	13,750	(3,502)	15,000
5525-00 · Supplies - Computer	0	0	0	4,812	9,425	(4,613)	9,425
5520-00 · Supplies - Other	1,421	1,333	87	14,775	23,679	(8,904)	25,013
Total 5520-00 · Supplies	1,421	1,333	87	19,587	33,104	(13,517)	34,438
5610-00 · Depreciation							
5700-00 · Equipment Support & Maintenance	153	486	(333)	1,680	2,347	(667)	2,833
5710-00 · Taxes, Licenses & Fees	2,501	2,917	(415)	26,813	32,233	(5,421)	35,150
5710-00 · Taxes, Licenses & Fees	3,955	19,936	(15,980)	20,231	51,647	(31,416)	71,582
5740-00 · Equipment Rental/Leasing	399	274	125	10,040	4,467	5,573	4,741
5800-00 · Training Seminars	2,100	417	1,683	3,184	5,333	(2,149)	5,750
5850-00 · Artist of Month - Commissions	0	167	(167)	1,744	1,833	(90)	2,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,275	625	650	14,825	13,000	1,825	13,625
5920-00 · Professional Fees - Accountant	3,000	0	3,000	23,773	26,000	(2,227)	26,000
5921-00 · Professional Fees - Other	3,061	1,667	1,414	137,742	19,458	118,284	21,125
Total 5900-00 · Professional Fees	7,356	2,292	5,064	176,340	58,458	117,882	60,750
5941-00 · Research & Planning							
6020-00 · Programs	0	1,250	(1,250)	0	13,750	(13,750)	15,000
6016-00 · Special Event Partnership	0	0	0	42,720	50,000	(7,280)	50,000
6018-00 · Business Assoc. Grants	10,000	10,000	0	20,000	40,000	(20,000)	40,000
Total 6020-00 · Programs	10,000	10,000	0	62,720	90,000	(27,280)	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
6421-06 · Spartan	0			169,100	179,400	(10,300)	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

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

All Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May...	YTD Budget	\$ Over Budget	Annual Bud...
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	418,500	411,000	7,500	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	452,043	514,575	(62,532)	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	990	990	0	9,474	6,480	2,994	7,470
6444-00 · Trades	0			295	0	295	0
6423-00 · Membership Activities - Other	15,100	0	15,100	15,353	3,750	11,603	3,750
Total 6423-00 · Membership Activities	16,090	990	15,100	24,622	12,493	12,130	13,963
6730-00 · Marketing Cooperative/Media	55,960	55,960	0	1,040,172	1,132,422	(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	8,420	8,500	(80)	77,363	71,000	6,363	79,500
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	2,219	2,000	219	26,776	18,000	8,776	20,000
6743-03 · Winter Lakeside Campaign	0	0	0	22,866	20,000	2,866	20,000
6743-04 · Summerlong Music Campaign	1,178	2,000	(822)	7,709	6,000	1,709	20,000
6743-05 · Summer Mountain Campaign	0	2,000	(2,000)	0	6,000	(6,000)	20,000
6743-08 · Summer Regional Campaign	4,871	0	4,871	19,406	0	19,406	0
Total 6743-00 · BACC Marketing Programs	8,268	6,000	2,268	76,757	50,000	26,757	80,000
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
6750-02 · Business Assn Grant - TCDA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
Total 6750-00 · Business Association Grant	16,667	16,667	(0)	183,333	183,333	(0)	200,000
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	18,333	(18,333)	20,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	125	(125)	1,408	1,375	33	1,500
52500 · Purchase Discounts	0			(73)	0	(73)	0
59900 · POS Inventory Adjustments	0	0	0	82	0	82	0
8100-01 · CGS - Other	0			580	0	580	0
8100-00 · Cost of Goods Sold - Other	3,975	4,000	(25)	46,960	37,500	9,460	42,500
Total 8100-00 · Cost of Goods Sold	3,975	4,125	(150)	48,968	38,875	10,093	44,000
8200-00 · Associate Relations	104	163	(59)	1,244	2,082	(838)	2,245
8300-00 · Board Functions	3,406	583	2,823	17,329	6,417	10,912	7,000
8500-00 · Credit Card Fees	240	426	(186)	2,863	4,075	(1,212)	4,600
8600-00 · Additional Opportunit	0	99,667	(99,667)	31,525	259,833	(228,308)	370,650
8700-00 · Automobile Expenses	111	355	(244)	1,244	5,585	(4,340)	5,981
8750-00 · Meals/Meetings	0	526	(526)	7,156	6,827	330	7,433
8810-00 · Dues & Subscriptions	1,151	1,101	50	14,324	13,587	737	14,589
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	227,801	341,656	(113,855)	3,322,162	4,284,499	(962,337)	4,657,216
Net Ordinary Income	243,885	166,077	77,809	4,724,187	3,502,059	1,222,128	3,638,248
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	11			120	0	120	0
Total Other Income	11			120	0	120	0
Other Expense							
8990-00 · Allocated	0	117,781	(117,781)	0	233,908	(233,908)	351,162
Total Other Expense	0	117,781	(117,781)	0	233,908	(233,908)	351,162
Net Other Income	11	(117,781)	117,792	120	(233,908)	234,029	(351,162)
Net Income	243,897	48,295	195,601	4,724,307	3,268,151	1,456,156	3,287,086

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
May 2022

	May 22	May 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	0.00	218,253.11	-218,253.11	-100.0%
4100-00 · TBID Assessment Revenue	457,143.00	0.00	457,143.00	100.0%
4200-00 · Membership Dues Revenue	6,060.41	11,553.75	-5,493.34	-47.6%
4250-00 · Revenues-Membership Activities	420.00	385.00	35.00	9.1%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC Income	201.01	2,663.99	-2,462.98	-92.5%
46000 · Merchandise Sales - Other	7,861.76	10,803.04	-2,941.28	-27.2%
Total 46000 · Merchandise Sales	8,062.77	13,467.03	-5,404.26	-40.1%
4720-00 · Miscellaneous	0.00	2,402.74	-2,402.74	-100.0%
Total Income	471,686.18	246,061.63	225,624.55	91.7%
Gross Profit	471,686.18	246,061.63	225,624.55	91.7%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	3,933.97	5,229.16	-1,295.19	-24.8%
5030-00 · P/R - Health Insurance Expense	4,429.15	8,527.40	-4,098.25	-48.1%
5040-00 · P/R - Workmans Comp	508.64	669.96	-161.32	-24.1%
5060-00 · 401 (k)	1,972.83	2,422.28	-449.45	-18.6%
5070-00 · Other Benefits and Expenses	24.25	24.59	-0.34	-1.4%
5000-00 · Salaries & Wages - Other	55,842.16	80,710.85	-24,868.69	-30.8%
Total 5000-00 · Salaries & Wages	66,711.00	97,584.24	-30,873.24	-31.6%
5100-00 · Rent				
5110-00 · Utilities	1,495.71	653.54	842.17	128.9%
5140-00 · Repairs & Maintenance	86.75	341.99	-255.24	-74.6%
5150-00 · Office - Cleaning	1,200.00	0.00	1,200.00	100.0%
5100-00 · Rent - Other	13,994.17	13,278.75	715.42	5.4%
Total 5100-00 · Rent	16,776.63	14,274.28	2,502.35	17.5%
5310-00 · Telephone				
5320-00 · Telephone	1,715.00	2,630.80	-915.80	-34.8%
Total 5310-00 · Telephone	1,715.00	2,630.80	-915.80	-34.8%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0.00	50.09	-50.09	-100.0%
5420-00 · Mail - USPS - Other	14.32	235.00	-220.68	-93.9%
Total 5420-00 · Mail - USPS	14.32	285.09	-270.77	-95.0%
5510-00 · Insurance/Bonding	306.00	268.92	37.08	13.8%
5520-00 · Supplies				
5525-00 · Supplies- Computer	0.00	3,176.21	-3,176.21	-100.0%
5520-00 · Supplies - Other	1,420.72	2,189.14	-768.42	-35.1%
Total 5520-00 · Supplies	1,420.72	5,365.35	-3,944.63	-73.5%
5610-00 · Depreciation	152.76	152.76	0.00	0.0%
5700-00 · Equipment Support & Maintenance	2,501.46	2,395.64	105.82	4.4%
5710-00 · Taxes, Licenses & Fees	3,955.39	322.13	3,633.26	1,127.9%
5740-00 · Equipment Rental/Leasing	398.58	0.00	398.58	100.0%
5800-00 · Training Seminars	2,100.00	0.00	2,100.00	100.0%
5850-00 · Artist of Month - Commissions	0.00	2,070.00	-2,070.00	-100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,275.00	1,460.00	-185.00	-12.7%
5920-00 · Professional Fees - Accountant	3,000.00	0.00	3,000.00	100.0%
5921-00 · Professional Fees - Other	3,081.00	29,165.50	-26,084.50	-89.4%
Total 5900-00 · Professional Fees	7,356.00	30,625.50	-23,269.50	-76.0%
6020-00 · Programs				
6016-00 · Special Event Partnership	0.00	1,500.00	-1,500.00	-100.0%
6018-00 · Business Assoc. Grants	10,000.00	0.00	10,000.00	100.0%
Total 6020-00 · Programs	10,000.00	1,500.00	8,500.00	566.7%
6423-00 · Membership Activities				
6442-00 · Public Relations/Website/Digita	990.07	319.00	671.07	210.4%
6423-00 · Membership Activities - Other	15,100.00	0.00	15,100.00	100.0%
Total 6423-00 · Membership Activities	16,090.07	319.00	15,771.07	4,943.9%
6730-00 · Marketing Cooperative/Media	55,960.33	-124,402.38	180,362.71	145.0%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
May 2022**

	May 22	May 21	\$ Change	% Change
6740-00 · Media/Collateral/Production	0.00	1,825.00	-1,825.00	-100.0%
6742-00 · Non-NLT Co-Op Marketing Program	8,419.60	109,261.48	-100,841.88	-92.3%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	2,219.44	0.00	2,219.44	100.0%
6743-04 · Summerlong Music Campaign	1,178.20	0.00	1,178.20	100.0%
6743-08 · Summer Regional Campaign	4,870.70	0.00	4,870.70	100.0%
Total 6743-00 · BACC Marketing Programs	8,268.34	0.00	8,268.34	100.0%
6750-00 · Business Association Grant				
6750-01 · Business Assn Grant - NTBA	8,333.33	0.00	8,333.33	100.0%
6750-02 · Business Assn Grant - TCDA	8,333.33	0.00	8,333.33	100.0%
Total 6750-00 · Business Association Grant	16,666.66	0.00	16,666.66	100.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	0.00	205.81	-205.81	-100.0%
59900 · POS Inventory Adjustments	0.00	-16.35	16.35	100.0%
8100-00 · Cost of Goods Sold - Other	3,975.03	5,590.69	-1,615.66	-28.9%
Total 8100-00 · Cost of Goods Sold	3,975.03	5,780.15	-1,805.12	-31.2%
8200-00 · Associate Relations	103.99	479.19	-375.20	-78.3%
8300-00 · Board Functions	3,406.33	1,013.50	2,392.83	236.1%
8500-00 · Credit Card Fees	240.02	337.32	-97.30	-28.9%
8600-00 · Additional Opportunitites	0.00	797.34	-797.34	-100.0%
8700-00 · Automobile Expenses	111.15	81.60	29.55	36.2%
8810-00 · Dues & Subscriptions	1,151.44	587.44	564.00	96.0%
8920-00 · Bad Debt	0.00	50.00	-50.00	-100.0%
Total Expense	227,800.82	153,604.35	74,196.47	48.3%
Net Ordinary Income	243,885.36	92,457.28	151,428.08	163.8%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	11.15	14.57	-3.42	-23.5%
Total Other Income	11.15	14.57	-3.42	-23.5%
Other Expense				
8990-00 · Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net Other Income	11.15	14.57	-3.42	-23.5%
Net Income	243,896.51	92,471.85	151,424.66	163.8%

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

TBID Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May ...	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	457,143	457,143	0	4,678,270	4,266,035	412,235	4,723,178
4200-00 · Membership Dues Revenue	0	6,250	(6,250)	0	12,500	(12,500)	18,750
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	1,500	(1,500)	0	1,500	(1,500)	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	1,100	(1,100)	1,650
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	400	(400)	800
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	0	1,500	(1,500)	2,450
Total 4250-00 · Revenues-Membership Activities	0	2,250	(2,250)	0	3,000	(3,000)	4,950
4253-00 · Revenue- Other	0	500	(500)	0	1,000	(1,000)	1,500
46000 · Merchandise Sales							
4602-00 · Non-Retail VIC income	201			207			
46000 · Merchandise Sales - Other	7,862	8,000	(138)	15,068	15,500	(432)	25,500
Total 46000 · Merchandise Sales	8,063	8,000	63	15,275	15,500	(225)	25,500
Total Income	465,206	474,143	(8,937)	4,693,545	4,298,035	395,510	4,773,878
Gross Profit	465,206	474,143	(8,937)	4,693,545	4,298,035	395,510	4,773,878
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,111	2,788	(677)	5,668	5,576	92	8,093
5030-00 · P/R - Health Insurance Expense	2,531	3,195	(664)	7,917	6,390	1,527	9,585
5040-00 · P/R - Workmans Comp	375	555	(180)	1,537	1,110	427	1,665
5060-00 · 401 (k)	979	957	23	2,581	1,914	667	2,762
5070-00 · Other Benefits and Expenses	5	263	(259)	54	527	(472)	790
5000-00 · Salaries & Wages - Other	27,861	23,920	3,941	58,722	47,841	10,881	69,052
Total 5000-00 · Salaries & Wages	33,863	31,678	2,184	76,478	63,357	13,121	91,948
5100-00 · Rent							
5110-00 · Utilities	1,202	727	475	1,499	1,454	45	2,181
5150-00 · Office - Cleaning	702	330	371	702	1,161	(459)	1,491
5100-00 · Rent - Other	10,816	10,106	710	21,427	20,211	1,216	30,317
Total 5100-00 · Rent	12,719	11,163	1,556	23,628	22,826	803	33,988
5310-00 · Telephone							
5320-00 · Telephone	562	616	(53)	1,336	1,231	105	1,847
Total 5310-00 · Telephone	562	616	(53)	1,336	1,231	105	1,847
5420-00 · Mail - USPS	0	33	(33)	0	50	(50)	83
5520-00 · Supplies	1,007	417	590	1,524	833	691	1,250
5710-00 · Taxes, Licenses & Fees	45	18,667	(18,622)	1,460	37,333	(35,874)	56,000
5740-00 · Equipment Rental/Leasing	248	83	165	823	167	656	250
5800-00 · Training Seminars	105	0	105	105	0	105	0
5850-00 · Artist of Month - Commissions	0	167	(167)	0	333	(333)	500
6020-00 · Programs							
6018-00 · Business Assoc. Grants	10,000	10,000	0	10,000	20,000	(10,000)	20,000
Total 6020-00 · Programs	10,000	10,000	0	10,000	20,000	(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/Digital	990	990	0	1,590	1,980	(390)	2,970
Total 6423-00 · Membership Activities	990	990	0	1,590	1,980	(390)	3,470
6730-00 · Marketing Cooperative/Media	55,960	55,960	0	215,179	261,144	(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	8,420	8,500	(80)	16,735	17,000	(265)	25,500
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	2,219	2,000	219	5,226	4,000	1,226	6,000
6743-03 · Winter Lakeside Campaign	0	0	0	3,345	0	3,345	0
6743-04 · Summerlong Music Campaign	1,178	2,000	(822)	3,678	6,000	(2,322)	20,000
6743-05 · Summer Mountain Campaign	0	2,000	(2,000)	0	6,000	(6,000)	20,000
6743-08 · Summer Regional Campaign	4,871	0	4,871	9,289	0	9,289	0
Total 6743-00 · BACC Marketing Programs	8,268	6,000	2,268	21,537	16,000	5,537	46,000
8100-00 · Cost of Goods Sold							
81100 · Freight and Shipping Costs	0	125	(125)	0	250	(250)	375
89900 · POS Inventory Adjustments	0	0	0	173	0	173	0
8100-00 · Cost of Goods Sold - Other	3,975	4,000	(25)	7,559	7,750	(191)	12,750
Total 8100-00 · Cost of Goods Sold	3,975	4,125	(150)	7,732	8,000	(268)	13,125
8200-00 · Associate Relations	31	33	(2)	31	67	(36)	100
8500-00 · Credit Card Fees	240	426	(186)	467	829	(361)	1,354
8600-00 · Additional Opportunities	0	98,000	(98,000)	0	204,000	(204,000)	313,150
8700-00 · Automobile Expenses	85	55	30	138	110	28	207
8750-00 · Meals/Meetings	0	5	(5)	0	10	(10)	95
8810-00 · Dues & Subscriptions	0	93	(93)	0	96	(96)	99
Total Expense	136,518	247,011	(110,493)	378,763	655,366	(276,603)	933,437

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North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

TBID Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May ...	YTD Budget	\$ Over Budget	Annual Budget
Net Ordinary Income	328,688	227,132	101,556	4,314,783	3,642,669	672,113	3,840,440
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	11			11			
Total Other Income	11			11			
Other Expense							
8990-00 - Allocated	55,835	48,707	7,128	119,499	97,414	22,084	146,122
Total Other Expense	55,835	48,707	7,128	119,499	97,414	22,084	146,122
Net Other Income	(55,824)	(48,707)	(7,117)	(119,488)	(97,414)	(22,073)	(146,122)
Net Income	272,864	178,425	94,439	4,195,295	3,545,255	650,040	3,694,319

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

91 - Marketing, Promotions, & Events

Accrual Basis

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	240,000	240,000	0	2,456,091	2,239,668	216,423	2,479,668
Total Income	240,000	240,000	0	2,456,091	2,239,668	216,423	2,479,668
Gross Profit	240,000	240,000	0	2,456,091	2,239,668	216,423	2,479,668
Expense							
6000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,106	1,452	(346)	3,631	2,904	727	4,085
5030-00 · P/R - Health Insurance Expense	2,431	3,000	(569)	7,721	6,000	1,721	9,000
5040-00 · P/R - Workmans Comp	93	250	(157)	1,005	500	505	750
5060-00 · 401 (k)	541	581	(40)	1,887	1,162	526	1,634
5070-00 · Other Benefits and Expenses	5	175	(170)	46	350	(304)	525
5000-00 · Salaries & Wages - Other	16,840	14,520	2,319	35,883	29,041	6,842	40,852
Total 6000-00 · Salaries & Wages	21,016	19,978	1,037	49,972	39,956	10,016	56,847
5100-00 · Rent							
5110-00 · Utilities	246	256	(9)	339	511	(172)	767
5150-00 · Office - Cleaning	417	322	95	417	644	(226)	967
5100-00 · Rent - Other	2,449	3,182	(733)	4,854	6,364	(1,510)	9,546
Total 5100-00 · Rent	3,112	3,760	(647)	5,610	7,519	(1,909)	11,279
5310-00 · Telephone							
5320-00 · Telephone	301	404	(102)	716	807	(91)	1,211
Total 5310-00 · Telephone	301	404	(102)	716	807	(91)	1,211
5420-00 · Mail - USPS	0	17	(17)	0	17	(17)	33
5520-00 · Supplies	113	0	113	226	0	226	0
5710-00 · Taxes, Licenses & Fees	45	0	45	611	0	611	0
5740-00 · Equipment Rental/Leasing	126	0	126	416	0	416	0
6020-00 · Programs							
6018-00 · Business Assoc. Grants	10,000	10,000	0	10,000	20,000	(10,000)	20,000
Total 6020-00 · Programs	10,000	10,000	0	10,000	20,000	(10,000)	20,000
6730-00 · Marketing Cooperative/Media	55,960	55,960	0	215,179	261,144	(45,966)	320,972
6742-00 · Non-NLT Co-Op Marketing Program	8,395	8,300	95	16,710	16,600	110	24,900
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	2,219	2,000	219	5,226	4,000	1,226	6,000
6743-03 · Winter Lakeside Campaign	0	0	0	3,345	0	3,345	0
6743-04 · Summerlong Music Campaign	1,178	2,000	(822)	3,678	6,000	(2,322)	20,000
6743-05 · Summer Mountain Campaign	0	2,000	(2,000)	0	6,000	(6,000)	20,000
6743-08 · Summer Regional Campaign	4,671	0	4,671	9,269	0	9,269	0
Total 6743-00 · BACC Marketing Programs	8,268	6,000	2,268	21,537	16,000	5,537	46,000
8200-00 · Associate Relations	0	33	(33)	0	67	(67)	100
8700-00 · Automobile Expenses	54	50	4	108	100	8	150
Total Expense	107,391	104,502	2,889	321,086	362,210	(41,125)	481,492
Net Ordinary Income	132,609	135,498	(2,889)	2,135,006	1,877,458	257,548	1,998,176
Other Income/Expense							
Other Income							
4700-00 · Revenues-Interest & Investment	11			11			
Total Other Income	11			11			
Other Expense							
8990-00 · Allocated	22,188	17,399	4,789	45,378	34,799	10,580	52,198
Total Other Expense	22,188	17,399	4,789	45,378	34,799	10,580	52,198
Net Other Income	(22,177)	(17,399)	(4,777)	(45,367)	(34,799)	(10,568)	(52,198)
Net Income	110,432	118,099	(7,667)	2,089,639	1,842,659	246,980	1,945,978

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
92 - Visitor Services & Visitor Centers**

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	33,371	33,371	0	341,514	311,421	30,093	344,792
46000 · Merchandise Sales							
4602-00 · Non-Retail VIC Income	201			207			
46000 · Merchandise Sales - Other	7,862	8,000	(138)	15,068	15,500	(432)	28,500
Total 46000 · Merchandise Sales	8,063	8,000	63	15,275	15,500	(225)	28,500
Total Income	41,434	41,371	63	356,789	326,921	29,869	370,292
Gross Profit	41,434	41,371	63	356,789	326,921	29,869	370,292
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	947	1,240	(295)	1,099	2,492	(503)	3,738
5030-00 · P/R - Health Insurance Expense	100	70	30	196	140	56	210
5040-00 · P/R - Workmans Comp	278	300	(22)	523	600	(77)	900
5060-00 · 401 (k)	408	340	68	622	680	142	1,020
5070-00 · Other Benefits and Expenses	0	83	(83)	6	187	(159)	250
5000-00 · Salaries & Wages - Other	10,095	8,500	1,595	20,747	17,000	3,747	25,500
Total 5000-00 · Salaries & Wages	11,829	10,539	1,289	24,195	21,079	3,117	31,618
5100-00 · Rent							
5110-00 · Utilities	787	465	322	928	830	(2)	1,395
5150-00 · Office - Cleaning	0	0	0	0	500	(500)	500
5100-00 · Rent - Other	6,650	8,848	(198)	13,172	13,695	(524)	20,543
Total 5100-00 · Rent	7,437	7,313	125	14,099	15,125	(1,026)	22,438
5310-00 · Telephone							
5320-00 · Telephone	109	202	(93)	251	404	(153)	605
Total 5310-00 · Telephone	109	202	(93)	251	404	(153)	605
5420-00 · Mail - USPS	0	17	(17)	0	33	(33)	50
5620-00 · Supplies	816	250	566	1,143	500	643	750
5710-00 · Taxes, Licenses & Fees	0	0	0	141	0	141	0
5740-00 · Equipment Rental/Leasing	37	83	(26)	122	125	(3)	188
5850-00 · Artist of Month - Commissions	0	187	(187)	0	333	(333)	500
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,500
6742-00 · Non-NLT Co-Op Marketing Program	10	200	(190)	10	400	(390)	600
8100-00 · Cost of Goods Sold							
81100 · Freight and Shipping Costs	0	125	(125)	0	250	(250)	375
83900 · POS Inventory Adjustments	0	0	0	173	0	173	0
8100-00 · Cost of Goods Sold - Other	3,975	4,000	(25)	7,559	7,750	(191)	12,750
Total 8100-00 · Cost of Goods Sold	3,975	4,125	(150)	7,732	8,000	(268)	13,125
8200-00 · Associate Relations	31	0	31	31	0	31	0
9500-00 · Credit Card Fees	240	376	(136)	458	729	(270)	1,204
8600-00 · Additional Opportunites	0	6,000	(6,000)	0	12,000	(12,000)	15,000
8700-00 · Automobile Expenses	30	0	30	30	0	30	42
8750-00 · Meals/Meetings	0	0	0	0	0	0	80
8810-00 · Dues & Subscriptions	0	90	(90)	0	90	(90)	90
Total Expense	24,514	29,341	(4,827)	48,213	58,818	(10,604)	89,789
Net Ordinary Income	16,920	12,031	4,889	308,576	268,103	40,473	280,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,093	3,245	(151)	11,821	6,489	5,332	9,734
Total Other Expense	3,093	3,245	(151)	11,821	6,489	5,332	9,734
Net Other Income	(3,093)	(3,245)	151	(11,821)	(6,489)	(5,332)	(9,734)
Net Income	13,827	8,786	5,041	296,755	261,614	35,141	270,769

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
93 - Business Advocacy & Support**

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	25,143	25,143	0	257,305	234,632	22,673	259,775
4200-00 - Membership Dues Revenue	0	6,250	(6,250)	0	12,500	(12,500)	18,750
4250-00 - Revenues-Membership Activities							
4250-02 - Chamber Events	0	1,500	(1,500)	0	1,500	(1,500)	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	1,100	(1,100)	1,650
4251-02 - Tues AM Breakfast Club - Other	0	200	(200)	0	400	(400)	800
Total 4251-00 - Tues AM Breakfast Club	0	750	(750)	0	1,500	(1,500)	2,450
Total 4250-00 - Revenues-Membership Activities	0	2,250	(2,250)	0	3,000	(3,000)	4,950
4253-00 - Revenue- Other	0	500	(500)	0	1,000	(1,000)	1,500
Total Income	25,143	34,143	(9,000)	257,305	251,132	6,173	284,975
Gross Profit	25,143	34,143	(9,000)	257,305	251,132	6,173	284,975
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	57	90	(33)	136	180	(42)	270
5030-00 - P/R - Health Insurance Expense	0	125	(125)	0	250	(250)	375
5040-00 - P/R - Workmans Comp	4	5	(1)	8	10	(2)	15
5060-00 - 401 (k)	30	36	(6)	72	72	0	108
5070-00 - Other Benefits and Expenses	0	5	(5)	0	10	(10)	15
5000-00 - Salaries & Wages - Other	927	900	27	2,092	1,800	292	2,700
Total 5000-00 - Salaries & Wages	1,019	1,161	(142)	2,310	2,322	(12)	3,483
5100-00 - Rent							
5110-00 - Utilities	78	6	72	108	13	95	19
5150-00 - Office - Cleaning	132	8	124	132	16	116	24
5100-00 - Rent - Other	671	75	795	1,728	152	1,576	228
Total 5100-00 - Rent	1,081	91	991	1,968	181	1,787	272
5310-00 - Telephone							
5320-00 - Telephone	78	10	68	180	20	160	30
Total 5310-00 - Telephone	78	10	68	180	20	160	30
5520-00 - Supplies	36	167	(131)	72	393	(262)	500
5710-00 - Taxes, Licenses & Fees	0	0	0	141	0	141	0
5740-00 - Equipment Rental/Leasing	40	21	19	132	42	90	62
5800-00 - Training Seminars	105			105			
6423-00 - Membership Activities							
6437-00 - Tuesday Morning Breakfast Club	0	0	0	0	0	0	500
6442-00 - Public Relations/Website/Digital	990	990	0	1,590	1,980	(390)	2,970
Total 6423-00 - Membership Activities	990	990	0	1,590	1,980	(390)	3,470
6742-00 - Non-NLT Co-Op Marketing Program	15			15			
8500-00 - Credit Card Fees	0	50	(50)	9	100	(91)	150
8600-00 - Additional Opportunites	0	22,000	(22,000)	0	42,000	(42,000)	64,000
8700-00 - Automobile Expenses	0	5	(5)	0	10	(10)	15
8750-00 - Meals/Meetings	0	5	(5)	0	10	(10)	15
8810-00 - Dues & Subscriptions	0	3	(3)	0	6	(6)	9
Total Expense	3,364	24,502	(21,138)	6,523	47,004	(40,482)	72,006
Net Ordinary Income	21,779	9,641	12,138	250,782	204,128	46,655	212,969
Other Income/Expense							
Other Expense							
8990-00 - Allocated	2,740	2,602	138	6,208	5,204	1,004	7,806
Total Other Expense	2,740	2,602	138	6,208	5,204	1,004	7,806
Net Other Income	(2,740)	(2,602)	(138)	(6,208)	(5,204)	(1,004)	(7,806)
Net Income	19,039	7,039	12,000	244,574	198,924	45,650	205,162

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

Accrual Basis

94 - Zone 1 Services

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	67,657	67,657	0	692,384	631,373	61,011	699,030
Total Income	67,657	67,657	0	692,384	631,373	61,011	699,030
Gross Profit	67,657	67,657	0	692,384	631,373	61,011	699,030
Expense							
5100-00 · Rent							
5110-00 · Utilities	18	0	18	25	0	25	0
5150-00 · Office - Cleaning	31			31			
5100-00 · Rent - Other	169			335			
Total 5100-00 · Rent	218	0	218	390	0	390	0
5310-00 · Telephone							
5320-00 · Telephone	15	0	15	38	0	38	0
Total 5310-00 · Telephone	15	0	15	38	0	38	0
5520-00 · Supplies	8	0	8	17	0	17	0
5710-00 · Taxes, Licenses & Fees	0	0	0	141	0	141	0
5740-00 · Equipment Rental/Leasing	9	0	9	30	0	30	0
8600-00 · Additional Opportunit	0	40,000	(40,000)	0	90,000	(90,000)	135,400
Total Expense	250	40,000	(39,750)	616	90,000	(89,364)	135,400
Net Ordinary Income	67,407	27,657	39,750	891,768	541,373	150,394	563,630
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,254	4,893	1,361	12,775	9,786	2,989	14,679
Total Other Expense	6,254	4,893	1,361	12,775	9,786	2,989	14,679
Net Other Income	(6,254)	(4,893)	(1,361)	(12,775)	(9,786)	(2,989)	(14,679)
Net Income	61,154	22,764	38,389	678,993	531,587	147,405	548,952

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Accrual Basis

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

95 - Economic Development, Transportation, & Other

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	34,743	34,743	0	355,548	324,219	31,330	358,962
Total Income	34,743	34,743	0	355,548	324,219	31,330	358,962
Gross Profit	34,743	34,743	0	355,548	324,219	31,330	358,962
Expense							
5100-00 · Rent							
5110-00 · Utilities	42	0	42	58	0	58	0
5150-00 · Office - Cleaning	71	0	71	71	0	71	0
5100-00 · Rent - Other	394	0	394	781	0	781	0
Total 5100-00 · Rent	508	0	508	910	0	910	0
5310-00 · Telephone							
5320-00 · Telephone	34	0	34	88	0	88	0
Total 5310-00 · Telephone	34	0	34	88	0	88	0
5520-00 · Supplies	19	0	19	39	0	39	0
5710-00 · Taxes, Licenses & Fees	0	0	0	212	0	212	0
5740-00 · Equipment Rental/Leasing	21	0	21	71	0	71	0
8600-00 · Additional Opportunitites	0	20,000	(20,000)	0	40,000	(40,000)	69,000
Total Expense	583	20,000	(19,417)	1,321	40,000	(38,679)	69,000
Net Ordinary Income	34,160	14,743	19,417	354,228	284,219	70,009	289,962
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,187	2,493	693	6,510	4,987	1,523	7,480
Total Other Expense	3,187	2,493	693	6,510	4,987	1,523	7,480
Net Other Income	(3,187)	(2,493)	(693)	(6,510)	(4,987)	(1,523)	(7,480)
Net Income	30,973	12,249	18,724	347,718	279,232	68,486	282,481

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
 96 - Sustainability & Mitigation of Tourism Impacts

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	15,086	15,086	0	154,383	140,779	13,604	155,865
Total Income	15,086	15,086	0	154,383	140,779	13,604	155,865
Gross Profit	15,086	15,086	0	154,383	140,779	13,604	155,865
Expense							
5100-00 · Rent							
5110-00 · Utilities	30	0	30	41	0	41	0
5150-00 · Office - Cleaning	51	0	51	51	0	51	0
5100-00 · Rent - Other	282	0	282	558	0	558	0
Total 5100-00 · Rent	363	0	363	650	0	650	0
5310-00 · Telephone							
5320-00 · Telephone	25	0	25	63	0	63	0
Total 5310-00 · Telephone	25	0	25	63	0	63	0
5520-00 · Supplies	14	0	14	28	0	28	0
5710-00 · Taxes, Licenses & Fees	0	0	0	212	0	212	0
5740-00 · Equipment Rental/Leasing	15	0	15	51	0	51	0
8600-00 · Additional Opportunitis	0	10,000	(10,000)	0	20,000	(20,000)	29,750
Total Expense	416	10,000	(9,584)	1,004	20,000	(18,996)	29,750
Net Ordinary Income	14,669	5,086	9,584	153,379	120,779	32,600	126,115
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,374	1,075	299	2,806	2,150	656	3,225
Total Other Expense	1,374	1,075	299	2,806	2,150	656	3,225
Net Other Income	(1,374)	(1,075)	(299)	(2,806)	(2,150)	(656)	(3,225)
Net Income	13,296	4,011	9,285	150,573	118,629	31,944	122,890

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

Accrual Basis

97 - Administration

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	22,857	22,857	0	233,913	213,302	20,612	236,159
Total Income	22,857	22,857	0	233,913	213,302	20,612	236,159
Gross Profit	22,857	22,857	0	233,913	213,302	20,612	236,159
Net Ordinary Income	22,857	22,857	0	233,913	213,302	20,612	236,159
Other Income/Expense							
Other Expense							
8990-00 - Allocated	17,000	17,000	0	34,000	34,000	0	51,000
Total Other Expense	17,000	17,000	0	34,000	34,000	0	51,000
Net Other Income	(17,000)	(17,000)	0	(34,000)	(34,000)	0	(51,000)
Net Income	5,857	5,857	0	199,913	179,302	20,612	185,159

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

Accrual Basis

98 - County Admin Fee

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	9,143	9,143	0	93,565	85,321	8,245	94,464
Total Income	9,143	9,143	0	93,565	85,321	8,245	94,464
Gross Profit	9,143	9,143	0	93,565	85,321	8,245	94,464
Expense							
5710-00 - Taxes, Licenses & Fees	0	18,667	(18,667)	0	37,333	(37,333)	56,000
Total Expense	0	18,667	(18,667)	0	37,333	(37,333)	56,000
Net Ordinary Income	9,143	(9,524)	18,667	93,565	47,987	45,578	38,464
Net Income	9,143	(9,524)	18,667	93,565	47,987	45,578	38,464

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

Accrual Basis

99 - Contingency/Reserve

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100-00 - TBID Assessment Revenue	9,143	9,143	0	93,565	85,321	8,245	94,464
Total Income	9,143	9,143	0	93,565	85,321	8,245	94,464
Gross Profit	9,143	9,143	0	93,565	85,321	8,245	94,464
Net Ordinary Income	9,143	9,143	0	93,565	85,321	8,245	94,464
Net Income	9,143	9,143	0	93,565	85,321	8,245	94,464

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

TOT Departments

Accrual Basis

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	33,590	(33,590)	3,202,001	3,362,223	(160,222)	3,395,286
46000 - Merchandise Sales							
4602-00 - Non-Retail VIC Income	0	0	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	33,590	(33,590)	3,279,041	3,421,723	(142,683)	3,454,786
Gross Profit	0	33,590	(33,590)	3,279,041	3,421,723	(142,683)	3,454,786
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	115	768	(653)	21,284	65,215	(43,932)	85,983
5030-00 - P/R - Health Insurance Expense	0	1,197	(1,197)	33,267	90,650	(57,382)	91,847
5040-00 - P/R - Workmans Camp	8	26	(17)	4,379	8,373	(3,994)	8,398
5060-00 - 401 (k)	61	307	(246)	6,944	21,712	(12,768)	22,019
5070-00 - Other Benefits and Expenses	0	59	(59)	1,582	3,802	(2,220)	3,861
5000-00 - Salaries & Wages - Other	1,853	7,877	(5,824)	246,493	652,153	(405,660)	659,831
Total 5000-00 - Salaries & Wages	2,037	10,034	(7,997)	315,949	841,905	(526,956)	851,939
5100-00 - Rent							
5110-00 - Utilities	48	25	23	7,863	8,337	(474)	8,352
5140-00 - Repairs & Maintenance	0	15	(15)	3,172	6,031	(2,859)	6,046
5150-00 - Office - Cleaning	81	40	41	2,900	5,443	(2,543)	5,483
5100-00 - Rent - Other	451	375	76	85,299	97,687	(12,388)	98,082
Total 5100-00 - Rent	580	455	125	99,234	117,499	(18,264)	117,954
5310-00 - Telephone							
5320-00 - Telephone	68	81	(13)	11,782	14,561	(2,779)	14,642
5350-00 - Internet	0	0	0	360	0	360	0
5310-00 - Telephone - Other	0	0	0	5	0	5	0
Total 5310-00 - Telephone	68	81	(13)	12,147	14,561	(2,415)	14,642
5420-00 - Mail - USPS							
5470-00 - Mail - UPS	0	4	(4)	0	46	(46)	50
5480-00 - Mail - Fed Ex	0	4	(4)	221	46	176	50
5420-00 - Mail - USPS - Other	0	0	0	681	300	381	300
Total 5420-00 - Mail - USPS	0	8	(8)	912	392	520	400
5510-00 - Insurance/Bonding							
5520-00 - Supplies	0	0	0	232	0	232	0
5525-00 - Supplies - Computer	0	0	0	446	6,925	(6,479)	6,925
5520-00 - Supplies - Other	22	417	(395)	5,733	15,846	(10,113)	16,253
Total 5520-00 - Supplies	22	417	(395)	6,179	22,771	(16,592)	23,188
5700-00 - Equipment Support & Maintenance							
5710-00 - Taxes, Licenses & Fees	0	0	0	0	150	(150)	150
5740-00 - Equipment Rental/Leasing	0	19	(19)	482	626	(44)	545
5800-00 - Training Seminars	25	66	(41)	2,055	2,737	(683)	2,803
5860-00 - Artist of Month - Commissions	210	210	0	1,263	750	513	750
5900-00 - Professional Fees	0	0	0	1,744	1,500	244	1,500
5910-00 - Professional Fees - Attorneys	0	0	0	0	6,125	(6,125)	6,125
5921-00 - Professional Fees - Other	0	833	(833)	21,957	10,292	11,665	11,125
Total 5900-00 - Professional Fees	0	833	(833)	21,957	16,417	5,540	17,250
6020-00 - Programs							
6016-00 - Special Event Partnership	0	0	0	42,720	50,000	(7,280)	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	52,720	70,000	(17,280)	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	0	0	189,100	179,400	10,300	179,400
6421-07 - Tahoe Lacrosse Tournament	0	0	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	0	0	15,000	0	15,000	0
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	418,500	411,000	7,500	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	452,043	514,575	(62,532)	514,575
6730-00 - Marketing Cooperative/Media							
6740-00 - Media/Collateral/Production	0	0	0	824,994	871,278	(46,284)	871,278
6742-00 - Non-NLT Co-Op Marketing Program	0	0	0	0	15,000	(15,000)	15,000
6743-00 - BACC Marketing Programs	0	0	0	80,829	54,000	26,829	54,000
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	0	0	4,031	0	4,031	0
6743-06 - Summer Regional Campaign	0	0	0	10,117	0	10,117	0
Total 6743-00 - BACC Marketing Programs	0	0	0	55,219	34,000	21,219	34,000
6750-00 - Business Association Grant							
6750-01 - Business Assn Grant - NTBA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
6750-02 - Business Assn Grant - TCDA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
Total 6750-00 - Business Association Grant	16,667	16,667	(0)	183,333	183,333	(0)	200,000
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	0	0	(73)	0	(73)	0
59900 - POS Inventory Adjustments	0	0	0	(91)	0	(91)	0
8100-01 - CGS - Other	0	0	0	580	0	580	0
8100-00 - Cost of Goods Sold - Other	0	0	0	38,401	29,750	8,651	29,750
Total 8100-00 - Cost of Goods Sold	0	0	0	41,226	30,875	10,350	30,875
8200-00 - Associate Relations	0	0	(5)	353	580	(227)	585

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

Accrual Basis

TOT Departments

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
8500-00 - Credit Card Fees	0	0	0	1,997	2,797	(799)	2,797
8600-00 - Additional Opportunit	0	833	(833)	25,025	46,667	(21,642)	47,500
8700-00 - Automobile Expenses	0	50	(50)	533	2,350	(1,816)	2,400
8750-00 - Meals/Meetings	0	104	(104)	52	1,933	(1,881)	2,038
8810-00 - Dues & Subscriptions	0	8	(8)	570	2,341	(1,771)	2,350
8910-00 - Travel	0	0	0	303	3,750	(3,447)	3,750
Total Expense	19,609	29,589	(9,972)	2,161,151	2,852,666	(691,535)	2,882,267
Net Ordinary Income	(19,609)	4,009	(23,618)	1,117,890	569,037	548,853	572,519
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	0			109	0	109	0
Total Other Income	0			109	0	109	0
Other Expense							
8990-00 - Allocated	739	4,009	(3,271)	583,304	569,037	14,267	572,519
Total Other Expense	739	4,009	(3,271)	583,304	569,037	14,267	572,519
Net Other Income	(739)	(4,009)	3,271	(583,194)	(569,037)	(14,157)	(572,519)
Net Income	(20,348)	(0)	(20,348)	534,696	(0)	534,696	(0)

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	2,061,448	2,188,080	(126,632)	2,188,080
Total Income	0	0	0	2,061,448	2,188,080	(126,632)	2,188,080
Gross Profit	0	0	0	2,061,448	2,188,080	(126,632)	2,188,080
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	0	0	9,696	21,534	(11,839)	21,534
5030-00 · P/R - Health Insurance Expense	0	0	0	17,291	37,080	(19,789)	37,080
5040-00 · P/R - Workmans Comp	0	0	0	981	1,159	(198)	1,159
5060-00 · 401 (k)	0	0	0	4,235	8,614	(4,379)	8,614
5070-00 · Other Benefits and Expenses	0	0	0	1,373	1,092	281	1,092
5000-00 · Salaries & Wages - Other	0	0	0	120,784	215,344	(94,560)	215,344
Total 5000-00 · Salaries & Wages	0	0	0	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
5360-00 · Internet	0	0	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	0	0	85			
5420-00 · Mail - USPS - Other	0	0	0	299	0	299	0
Total 5420-00 · Mail - USPS	0	0	0	363	0	363	0
5510-00 · Insurance/Bonding	0	0	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	1,026	750	279	750
5800-00 · Training Seminars	0	0	0	1,049	0	1,049	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	42,720	50,000	(7,280)	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	52,720	70,000	(17,280)	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	0	0	169,100	179,400	(10,300)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	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	0	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	418,500	411,000	7,500	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	452,043	514,575	(62,532)	514,575
6730-00 · Marketing Cooperative/Media	0	0	0	751,211	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	0	0	4,031	0	4,031	0
6743-08 · Summer Regional Campaign	0	0	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 Opportunities	0	0	0	25,025	37,500	(12,475)	37,500
8700-00 · Automobile Expenses	0	0	0	442	1,125	(683)	1,125
8750-00 · Meals/Meetings	0	0	0	52	375	(323)	375
8810-00 · Dues & Subscriptions	0	0	0	510	750	(240)	750

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
8810-00 - Travel	0	0	0	303	3,750	(3,447)	3,750
Total Expense	0	0	0	1,601,299	1,828,132	(226,833)	1,828,132
Net Ordinary Income	0	0	0	460,149	359,948	100,201	359,948
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	0			109	0	109	0
Total Other Income	0			109	0	109	0
Other Expense							
8990-00 - Allocated	0	0	0	470,644	359,948	110,696	359,948
Total Other Expense	0	0	0	470,644	359,948	110,696	359,948
Net Other Income	0	0	0	(470,534)	(359,948)	(110,586)	(359,948)
Net Income	0	0	0	(10,385)	0	(10,385)	0

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	May 22	Budget	\$ Over Budget	Jul '21 - May 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	0	0	0	2,757	15,727	(12,970)	15,727
5030-00 · P/R - Health Insurance Expense	0	0	0	11,095	18,928	(7,831)	18,928
5040-00 · P/R - Workmans Comp	0	0	0	337	1,500	(1,163)	1,500
5060-00 · 401 (k)	0	0	0	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	0	0	0	36,745	157,268	(120,523)	157,268
Total 5000-00 · Salaries & Wages	0	0	0	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	0	0	0	120,810	288,607	(167,797)	288,607
Net Ordinary Income	0	0	0	239,475	71,678	167,797	71,678
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	35,680	71,678	(35,998)	71,678
Total Other Expense	0	0	0	35,680	71,678	(35,998)	71,678
Net Other Income	0	0	0	(35,680)	(71,678)	35,998	(71,678)
Net Income	0	0	0	203,795	(0)	203,795	(0)

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

42 - Visitor Center

Accrual Basis

	May 22	Budget	\$ Over Budget	Jul '21 - May 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			1,498	0	1,498	0
46000 - Merchandise Sales - Other	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	0	0	0	6,263	13,959	(5,696)	13,959
5030-00 - P/R - Health Insurance Expense	0	0	0	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)	0	0	0	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	0	0	0	80,051	139,591	(59,539)	139,591
Total 5000-00 - Salaries & Wages	0	0	0	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	0	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	366	38	329	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
5740-00 - 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							
81100 - Freight and Shipping Costs	0	0	0	1,408	1,125	283	1,125
52500 - Purchase Discounts	0	0	0	(73)	0	(73)	0
59000 - POS Inventory Adjustments	0	0	0	(91)	0	(91)	0
8100-01 - CGS - Other	0	0	0	580	0	580	0
8100-00 - Cost of Goods Sold - Other	0	0	0	36,401	29,750	6,651	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
8910-00 - Dues & Subscriptions	0	0	0	55	1,200	(1,145)	1,200
Total Expense	0	0	0	221,261	321,471	(100,211)	321,471
Net Ordinary Income	0	0	0	198,549	80,798	117,750	80,798
Other Income/Expense							
Other Expense							
8990-00 - Allocated	0	0	0	65,864	80,798	(14,934)	80,798
Total Other Expense	0	0	0	65,864	80,798	(14,934)	80,798
Net Other Income	0	0	0	(65,864)	(80,798)	14,934	(80,798)
Net Income	0	0	0	132,685	(0)	132,685	(0)

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Accrual Basis

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

51 - TMPI

	May 22	Budget	\$ Over Bu...	Jul '21 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	2,811	(2,811)	135,702	138,513	(2,811)	141,237
Total Income	0	2,811	(2,811)	135,702	138,513	(2,811)	141,237
Gross Profit	0	2,811	(2,811)	135,702	138,513	(2,811)	141,237
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	115	151	(36)	668	7,212	(6,544)	7,363
5030-00 · P/R - Health Insurance Expense	0	197	(197)	133	9,394	(9,261)	9,590
5040-00 · P/R - Workmans Comp	8	5	4	82	235	(153)	240
5060-00 · 401 (k)	61	60	0	144	2,885	(2,741)	2,945
5070-00 · Other Benefits and Expenses	0	17	(17)	1	825	(824)	842
5000-00 · Salaries & Wages - Other	1,853	1,511	342	8,913	72,117	(63,205)	73,628
Total 5000-00 · Salaries & Wages	2,037	1,941	96	9,940	92,667	(82,727)	94,608
5100-00 · Rent							
5110-00 · Utilities	66	4	62	86	233	(147)	238
5140-00 · Repairs & Maintenance	0	3	(3)	0	156	(156)	158
5150-00 · Office - Cleaning	81	7	74	90	389	(298)	396
5100-00 · Rent - Other	893	63	830	975	3,500	(2,525)	3,563
Total 5100-00 · Rent	1,041	76	964	1,151	4,278	(3,127)	4,354
5310-00 · Telephone							
5320-00 · Telephone	129	22	107	267	1,252	(986)	1,275
5310-00 · Telephone - Other	0			5			
Total 5310-00 · Telephone	129	22	107	272	1,252	(981)	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	44	0	44	84	5,000	(4,916)	5,000
Total 5520-00 · Supplies	44	0	44	490	6,250	(5,760)	6,250
5710-00 · Taxes, Licenses & Fees	0	2	(2)	2	117	(115)	120
5740-00 · Equipment Rental/Leasing	81	3	78	390	175	214	178
5800-00 · Training Seminars	210			214			
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			21,957	0	21,957	0
Total 5900-00 · Professional Fees	0	0	0	21,957	5,000	16,957	5,000
8700-00 · Automobile Expenses	0	8	(8)	15	391	(377)	400
8750-00 · Meals/Meetings	0	83	(83)	0	917	(917)	1,000
8810-00 · Dues & Subscriptions	0	8	(8)	5	391	(386)	400
Total Expense	3,543	2,145	1,397	34,448	111,439	(76,991)	113,584
Net Ordinary Income	(3,543)	666	(4,209)	101,254	27,074	74,180	27,653
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,295	666	1,629	11,116	27,074	(15,959)	27,653
Total Other Expense	2,295	666	1,629	11,116	27,074	(15,959)	27,653
Net Other Income	(2,295)	(666)	(1,629)	(11,116)	(27,074)	15,959	(27,653)
Net Income	(5,837)	(0)	(5,837)	90,138	(0)	90,138	(0)

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

Accrual Basis

61 - Business Association Grant Funding

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	16,667	(16,667)	166,667	183,333	(16,667)	200,000
Total Income	<u>0</u>	<u>16,667</u>	<u>(16,667)</u>	<u>166,667</u>	<u>183,333</u>	<u>(16,667)</u>	<u>200,000</u>
Gross Profit	<u>0</u>	<u>16,667</u>	<u>(16,667)</u>	<u>166,667</u>	<u>183,333</u>	<u>(16,667)</u>	<u>200,000</u>
Expense							
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
6750-02 · Business Assn Grant - TCDA	8,333	8,333	(0)	91,667	91,667	(0)	100,000
Total 6750-00 · Business Association Grant	<u>16,667</u>	<u>16,667</u>	<u>(0)</u>	<u>183,333</u>	<u>183,333</u>	<u>(0)</u>	<u>200,000</u>
Total Expense	<u>16,667</u>	<u>16,667</u>	<u>(0)</u>	<u>183,333</u>	<u>183,333</u>	<u>(0)</u>	<u>200,000</u>
Net Ordinary Income	<u>(16,667)</u>	<u>(0)</u>	<u>(16,667)</u>	<u>(16,667)</u>	<u>(0)</u>	<u>(16,667)</u>	<u>(0)</u>
Net Income	<u>(16,667)</u>	<u>(0)</u>	<u>(16,667)</u>	<u>(16,667)</u>	<u>(0)</u>	<u>(16,667)</u>	<u>(0)</u>

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

Accrual Basis

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 - County of Placer TOT Funding	0	14,112	(14,112)	135,130	149,242	(14,112)	162,914
Total Income	0	14,112	(14,112)	135,130	149,242	(14,112)	162,914
Gross Profit	0	14,112	(14,112)	135,130	149,242	(14,112)	162,914
Expense							
6000-00 - Salaries & Wages							
6020-00 - P/R - Tax Expense	0	817	(817)	0	6,783	(6,783)	7,400
6030-00 - P/R - Health Insurance Expense	0	1,000	(1,000)	0	11,000	(11,000)	12,000
6040-00 - P/R - Workmans Comp	0	21	(21)	0	229	(229)	250
6060-00 - 401 (k)	0	247	(247)	0	2,713	(2,713)	2,960
6070-00 - Other Benefits and Expenses	0	42	(42)	0	460	(460)	502
6000-00 - Salaries & Wages - Other	0	6,167	(6,167)	0	67,833	(67,833)	74,000
Total 6000-00 - Salaries & Wages	0	6,093	(8,093)	0	89,019	(89,019)	97,112
6100-00 - Rent							
6110-00 - Utilities	(16)	21	(39)	0	229	(229)	250
6140-00 - Repairs & Maintenance	0	13	(13)	0	138	(138)	150
6150-00 - Office - Cleaning	0	33	(33)	0	367	(367)	400
6100-00 - Rent - Other	(442)	313	(755)	0	3,436	(3,436)	3,750
Total 6100-00 - Rent	(460)	379	(839)	0	4,171	(4,171)	4,550
6310-00 - Telephone							
6320-00 - Telephone	(61)	58	(120)	0	642	(642)	700
Total 6310-00 - Telephone	(61)	58	(120)	0	642	(642)	700
6420-00 - Mail - USPS							
6470-00 - Mail - UPS	0	4	(4)	0	46	(46)	50
6480-00 - Mail - Fed Ex	0	4	(4)	0	46	(46)	50
Total 6420-00 - Mail - USPS	0	8	(8)	0	92	(92)	100
6510-00 - Insurance/Bonding	0			0			
6520-00 - Supplies							
6525-00 - Supplies - Computer	0	0	0	0	1,250	(1,250)	1,250
6520-00 - Supplies - Other	(22)	417	(439)	0	4,583	(4,583)	5,000
Total 6520-00 - Supplies	(22)	417	(439)	0	5,833	(5,833)	6,250
6710-00 - Taxes, Licenses & Fees	0	17	(17)	0	183	(183)	200
6740-00 - Equipment Rental/Leasing	(57)	63	(119)	0	688	(688)	750
6900-00 - Professional Fees							
6921-00 - Professional Fees - Other	0	833	(833)	0	9,167	(9,167)	10,000
Total 6900-00 - Professional Fees	0	833	(833)	0	9,167	(9,167)	10,000
8200-00 - Associate Relations	0	5	(5)	0	55	(55)	60
8600-00 - Additional Opportunities	0	833	(833)	0	9,167	(9,167)	10,000
8700-00 - Automobile Expenses	0	42	(42)	0	456	(456)	500
8750-00 - Meals/Meetings	0	21	(21)	0	229	(229)	250
Total Expense	(601)	10,768	(11,369)	0	119,703	(119,703)	130,472
Net Ordinary Income	601	3,343	(2,743)	135,130	29,538	105,592	32,442
Other Income/Expense							
Other Expense							
8990-00 - Allocated	(1,556)	3,343	(4,899)	0	29,538	(29,538)	32,442
Total Other Expense	(1,556)	3,343	(4,899)	0	29,538	(29,538)	32,442
Net Other Income	1,556	(3,343)	4,899	0	(29,538)	29,538	(32,442)
Net Income	2,156	0	2,156	135,130	0	135,130	0

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

60 - Membership

	May 22	Budget	\$ Over Budget	Jul '21 - May ...	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 - Membership Dues Revenue	6,060	0	6,060	70,118	56,250	13,868	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	420	0	420	3,645	0	3,645	0
Total 4250-00 - Revenues-Membership Activities	420	0	420	3,645	9,550	(5,905)	9,550
4253-00 - Revenue- Other	0	0	0	0	1,000	(1,000)	1,000
Total Income	6,480	0	6,480	73,763	66,800	6,963	66,800
Gross Profit	6,480	0	6,480	73,763	66,800	6,963	66,800
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	0	0	0	1,835	3,761	(1,926)	3,761
5030-00 - P/R - Health Insurance Expense	0	0	0	1,815	3,000	(1,165)	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	0	0	0	22,676	37,611	(14,933)	37,611
Total 5000-00 - Salaries & Wages	0	0	0	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	5,628	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	15,100	0	15,100	15,353	3,750	11,603	3,750
Total 6423-00 - Membership Activities	15,100	0	15,100	23,032	10,513	12,520	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	15,100	0	15,100	64,828	66,919	(2,092)	66,919
Net Ordinary Income	(8,620)	0	(8,620)	8,935	(119)	9,055	(119)
Other Income/Expense							
Other Expense							
8990-00 - Allocated	0	0	0	14,658	16,521	(1,863)	16,521
Total Other Expense	0	0	0	14,658	16,521	(1,863)	16,521
Net Other Income	0	0	0	(14,658)	(16,521)	1,863	(16,521)
Net Income	(8,620)	0	(8,620)	(5,723)	(16,840)	10,917	(16,840)

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North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

70 - Administration

	May 22	Budget	\$ Over Budget	Jul '21 - May 22	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	1,706	3,563	(1,855)	21,716	35,642	(14,225)	39,504
5030-00 - P/R - Health Insurance Expense	1,099	3,750	(1,852)	23,634	41,250	(17,516)	45,000
5040-00 - P/R - Workmans Comp	126	184	(59)	1,499	2,138	(538)	2,332
5060-00 - 401 (k)	933	1,323	(390)	6,714	14,652	(7,938)	15,575
5070-00 - Other Benefits and Expenses	20	183	(163)	739	2,010	(1,271)	2,193
5000-00 - Salaries & Wages - Other	26,126	35,629	(9,501)	319,029	366,868	(49,838)	404,497
Total 5000-00 - Salaries & Wages	30,811	44,642	(13,831)	373,333	464,860	(91,527)	509,501
5100-00 - Rent							
5110-00 - Utilities	246	218	29	3,051	1,935	1,116	2,153
5140-00 - Repairs & Maintenance	87	417	(330)	7,380	4,583	2,797	5,000
5150-00 - Office - Cleaning	417	274	143	3,256	3,174	82	3,448
5100-00 - Rent - Other	2,726	2,966	(240)	36,544	33,776	2,768	36,744
Total 5100-00 - Rent	3,478	3,877	(399)	50,231	43,468	6,763	47,345
5310-00 - Telephone							
5320-00 - Telephone	1,085	1,935	(851)	14,999	14,978	21	10,913
5310-00 - Telephone - Other	0			43			
Total 5310-00 - Telephone	1,085	1,935	(851)	15,042	14,978	64	10,913
5420-00 - Mail - USPS							
5480-00 - Mail - Fed Ex	0			12	0	12	0
5420-00 - Mail - USPS - Other	14	83	(69)	1,380	917	464	1,000
Total 5420-00 - Mail - USPS	14	83	(69)	1,392	917	476	1,000
5510-00 - Insurance/Bonding	306	1,250	(944)	9,985	13,750	(3,765)	15,000
5520-00 - Supplies							
5525-00 - Supplies - Computer	0			4,163	2,500	1,663	2,500
5520-00 - Supplies - Other	392	500	(108)	7,236	5,500	1,736	6,000
Total 5520-00 - Supplies	392	500	(108)	11,399	8,000	3,399	8,500
5610-00 - Depreciation	153	486	(333)	1,680	2,347	(667)	2,833
5700-00 - Equipment Support & Maintenance	2,501	2,917	(416)	26,813	32,083	(5,271)	35,000
5710-00 - Taxes, Licenses & Fees	3,910	1,250	2,660	18,274	13,750	4,524	15,000
5740-00 - Equipment Rental/Leasing	126	125	1	6,931	1,375	5,556	1,500
5800-00 - Training Seminars	1,785	417	1,368	1,815	4,583	(2,768)	5,000
5900-00 - Professional Fees							
5910-00 - Professional Fees - Attorneys	1,275	625	650	14,825	6,875	7,950	7,500
5920-00 - Professional Fees - Accountant	3,000			23,773	26,000	(2,227)	26,000
5921-00 - Professional Fees - Other	3,081	633	2,248	115,785	9,167	108,619	10,000
Total 5900-00 - Professional Fees	7,356	1,468	5,898	154,383	42,042	112,342	43,500
5941-00 - Research & Planning	0	1,250	(1,250)	0	13,750	(13,750)	15,000
5740-00 - Media/Collateral/Production	0			250			
7500-00 - Trade Shows/Travel	0	1,667	(1,667)	0	18,333	(18,333)	20,000
8200-00 - Associate Relations	73	125	(52)	661	1,375	(714)	1,500
8300-00 - Board Functions	3,406	583	2,823	17,329	6,417	10,912	7,000
8500-00 - Credit Card Fees	0			41			
8600-00 - Additional Opportunitites	0	833	(833)	6,500	9,167	(2,667)	10,000
8700-00 - Automobile Expenses	26	250	(224)	399	2,750	(2,351)	3,000
8750-00 - Meals/Meetings	0	417	(417)	6,993	4,583	2,410	5,000
8810-00 - Dues & Subscriptions	1,151	1,000	151	13,670	11,000	2,670	12,000
8920-00 - Bad Debt	0			299	0	299	0
Total Expense	56,574	65,065	(8,491)	717,421	709,528	7,893	774,592
Net Ordinary Income	(56,574)	(65,065)	8,491	(717,421)	(709,528)	(7,893)	(774,592)
Other Income/Expense							
Other Expense							
8990-00 - Allocated	(56,574)	65,065	(121,639)	(717,461)	(449,065)	(268,396)	(384,000)
Total Other Expense	(56,574)	65,065	(121,639)	(717,461)	(449,065)	(268,396)	(384,000)
Net Other Income	56,574	(65,065)	121,639	717,461	449,065	268,396	384,000
Net Income	0	(130,129)	130,129	40	(268,463)	268,503	(390,592)

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

June 30, 2022

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North Lake Tahoe Marketing Cooperative

Balance Sheet

As of June 30, 2022

07/21/22

Accrual Basis

	Jun 30, 22	Jun 30, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	433,651	216,621	217,030	100%
Total Checking/Savings	433,651	216,621	217,030	100%
Accounts Receivable				
1200-00 · Accounts Receivable	3,551	0	3,551	100%
Total Accounts Receivable	3,551	0	3,551	100%
Other Current Assets				
1350-00 · Security Deposits	100	100	0	0%
Total Other Current Assets	100	100	0	0%
Total Current Assets	437,302	216,721	220,581	102%
Other Assets				
1400-00 · Prepaid Expenses	21,253	40,310	(19,057)	(47)%
Total Other Assets	21,253	40,310	(19,057)	(47)%
TOTAL ASSETS	458,556	257,031	201,524	78%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	64,358	64,362	(5)	0%
Total Accounts Payable	64,358	64,362	(5)	0%
Total Current Liabilities	64,358	64,362	(5)	0%
Total Liabilities	64,358	64,362	(5)	0%
Equity				
32000 · Unrestricted Net Assets	192,669	486,983	(294,315)	(60)%
Net Income	201,529	(294,315)	495,844	169%
Total Equity	394,198	192,669	201,529	105%
TOTAL LIABILITIES & EQUITY	458,556	257,031	201,524	78%

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07/21/22

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
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
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
NLTRA*	0.00	0.00	0.00	0.00	0.00	0.00
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
TOTAL	0.00	0.00	0.00	0.00	3,551.34	3,551.34

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Amber Burke	24.80	0.00	0.00	0.00	0.00	24.80
Augustineldeas	13,964.74	0.00	0.00	0.00	0.00	13,964.74
MAHK Advertising	44,342.87	5,325.13	0.00	0.00	0.00	49,668.00
NLTRA	273.60	426.61	0.00	0.00	0.00	700.21
TOTAL	<u>58,606.01</u>	<u>5,751.74</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>64,357.75</u>

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

07/21/22

June 2022

Accrual Basis

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Budget
Income							
4000-00 · LTIVCBVB Funding	57,667	57,670	(3)	691,999	692,000	(1)	692,000
4001-00 · NLTRA Funding	59,828	59,828	(0)	1,100,000	1,100,000	(0)	1,100,000
4004-00 · IVCBVB Entertainment	0	0	0	8,000	8,000	0	8,000
Total Income	117,495	117,498	(3)	1,799,999	1,800,000	(1)	1,800,000
Gross Profit	117,495	117,498	(3)	1,799,999	1,800,000	(1)	1,800,000
Expense							
5000-00 · CONSUMER MARKETING							
5002-00 · Consumer Print	0			10,125			
5002-01 · Native Display	10,000	7,000	3,000	52,206	70,000	(17,794)	70,000
5004-00 · Trip Advisor	1,264	2,000	(736)	51,175	50,000	1,175	50,000
5005-00 · Paid Social	8,219	4,350	3,869	120,052	132,960	(12,908)	132,960
5005-01 · Digital Display / Retargeting	2,641	2,500	141	112,285	79,000	33,285	79,000
5007-00 · Creative Production							
5007-01 · Creative Production	9,895	0	9,895	98,832	150,000	(51,368)	150,000
5007-02 · Website Production	0			1,876	0	1,876	0
5007-03 · Photo/Video Creative	4,491	2,372	2,119	43,518	28,469	15,049	28,469
5007-00 · Creative Production - Other	128	0	128	1,403	0	1,403	0
Total 5007-00 · Creative Production	14,513	2,372	12,141	145,429	178,469	(33,040)	178,469
5010-00 · Account Strategy & Management	7,000	7,000	0	84,000	84,000	0	84,000
5016 · Video Streaming	0	0	0	154,840	105,000	49,840	105,000
5017-00 · Rich Media	0			600	0	600	0
5018-00 · Media Commission	5,047	3,243	1,804	71,379	71,166	213	71,166
5018-01 · Digital Ad Serving	69	100	(31)	1,140	6,000	(4,860)	6,000
5020-00 · Search Engine Marketing	3,916	2,000	1,916	56,606	54,000	2,606	54,000
5022-00 · Email	0	0	0	23,499	20,000	3,499	20,000
5024-00 · Fusion 7	0	2,000	(2,000)	5,000	24,000	(19,000)	24,000
5026-00 · Expedia	0	0	0	0	15,000	(15,000)	15,000
5029-00 · Television	12,179	7,000	5,179	12,179	14,000	(1,821)	14,000
Total 5000-00 · CONSUMER MARKETING	64,849	39,585	25,264	900,515	903,595	(3,080)	903,595
5110-00 · LEISURE SALES							
5107-00 · Creative Production	0	500	(500)	0	2,000	(2,000)	2,000
5111-00 · FAMS - Domestic	0	0	0	2,013	1,500	513	1,500
5112-00 · Training / Sales Calls	0	0	0	3,584	5,000	(1,416)	5,000
5113-00 · Additional Opportunities	0	0	0	6,233	9,050	(2,817)	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	0	0	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	0	0	0	4,751	6,000	(1,249)	6,000
5144-00 · IPW - POW WOW	0	0	0	12,764	16,000	(3,236)	16,000
5145-00 · TIA Annual Dues	219	0	219	1,313	2,700	(1,388)	2,700
5165-00 · California Star Program	0	0	0	2,400	3,000	(600)	3,000
5167-00 · International Efforts	0	5,000	(5,000)	2,500	15,000	(12,500)	15,000
Total 5110-00 · LEISURE SALES	219	5,500	(5,281)	35,557	81,250	(45,693)	81,250
5200-00 · PUBLIC RELATIONS							
5200-01 · Strategy, Reporting, Mgmt, Etc.	6,000	5,000	1,000	60,000	55,000	5,000	55,000
5202-00 · PR Program/ Content Dev - Blogs	3,370	1,500	1,870	10,884	12,000	(1,116)	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	9,600	9,600	0	9,600
5207-00 · Content Campaigns/Tools-My Emma	285	240	25	3,005	2,880	125	2,880
5208-00 · International Travel Media FAMS	0	0	0	0	3,000	(3,000)	3,000
5209-00 · Domestic Travel Media FAMS	310	0	310	12,022	18,600	(6,578)	18,600
5210-00 · Content Dev - Newsletters	2,970	1,800	1,170	14,910	21,800	(6,890)	21,800
5211-00 · Social Media Strategy & Mgmt	6,000	6,000	0	71,000	71,000	0	71,000
5212-00 · Social Giveaways & Contests	217	0	217	1,117	7,200	(6,084)	7,200
5214-00 · Social Takeover	0	0	0	107	10,000	(9,893)	10,000
5216-00 · PR Content Development + Distri	76	0	76	2,056	6,000	(3,944)	6,000
5221-00 · Photography & Video Asset Dev	0	0	0	5,750	8,000	(2,250)	8,000
5222-00 · Media Tracking / Membership	0	295	(295)	3,543	3,530	13	3,530
5280-00 · PR Meals / Entertainment	0	0	0	203	1,500	(1,297)	1,500
Total 5200-00 · PUBLIC RELATIONS	20,008	15,835	4,373	199,307	253,910	(54,603)	253,910
6000-00 · CONFERENCE SALES							
6005-00 · Paid Media	1,315	2,512	(1,197)	18,394	24,114	(5,720)	24,114
6006-00 · CVENT	712	917	(205)	8,581	10,967	(2,386)	10,967
6007-00 · Creative Production	0	0	0	15,153	10,000	5,153	10,000
6014-00 · MCC Group Incentive Program	0	0	0	0	7,000	(7,000)	7,000
6015-00 · MCC National Memberships	0	400	(400)	0	779	(779)	779
6016-00 · MCC Search Engine Marketing	85			342	0	342	0
6018-00 · MCC Media Commission	172	459	(287)	5,470	4,590	880	4,590
6018-01 · MCC Digital Ad Serving	7	41	(34)	62	500	(438)	500
6019-00 · Conference Direct Partnership	583	0	583	5,833	7,000	(1,167)	7,000
6128-00 · HelmsBriscoe Strategic Partner	583	0	583	7,000	7,000	(0)	7,000
6152-00 · Client Events / Opportunities	0	1,000	(1,000)	19,816	17,000	2,816	17,000
6153-00 · Chicago Sales Rep Support	125	625	(500)	2,045	2,500	(455)	2,500
Total 6000-00 · CONFERENCE SALES	3,583	5,954	(2,371)	82,695	91,450	(8,755)	91,450
6100-00 · TRADE SHOWS							
6111-00 · Site Inspections	0	1,500	(1,500)	461	6,000	(5,539)	6,000

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Accrual Basis

North Lake Tahoe Marketing Cooperative
Profit & Loss Budget Performance

June 2022

	Jun 22	Budget	\$ Over Budget	Jul '21 - Jun ...	YTD Budget	\$ Over Budget	Annual Budget
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	1,500	(1,500)	1,500
6143-00 · Connect Marketplace	0	0	0	7,500	6,000	1,500	6,000
6151-00 · Destination CA	0			4,493	0	4,493	0
6164-00 · HelmsBriscoe ABC	0	0	0	5,702	5,500	202	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	4,500	(4,500)	0	4,500	(4,500)	4,500
6166-00 · Sports Commission	0	0	0	0	420	(420)	420
6168-00 · Sacramento/Roseville TopGolf	0	0	0	0	2,500	(2,500)	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	6,000	(6,000)	24,152	53,895	(29,743)	53,895
7000-00 · COMMITTED & ADMIN EXPENSES							
5008-00 · Cooperative Programs	0	3,000	(3,000)	(3,000)	30,000	(33,000)	30,000
5009-00 · Fulfillment / Mail	0	200	(200)	2,496	2,400	96	2,400
5021-00 · RASC-Reno Air Service Corp	0	25,000	(25,000)	75,000	100,000	(25,000)	100,000
5123-00 · HSVC - High Sierra Visitors	167	2,000	(1,833)	2,000	2,000	0	2,000
5124-00 · Reno Tahoe Territory Membership	0	0	0	0	1,000	(1,000)	1,000
7001-00 · Miscellaneous	9			918	0	918	0
7002-00 · CRM Subscription	0	885	(885)	9,667	10,620	(953)	10,620
7003-00 · IVCBVB Entertainment Fund	0	2,000	(2,000)	500	8,000	(7,500)	8,000
7004-00 · Research	2,705	52,750	(50,045)	35,917	83,000	(47,083)	83,000
7005-00 · Film Festival	0			15,000	15,000	0	15,000
7006-00 · Special Events	0	20,000	(20,000)	70	20,000	(19,930)	20,000
7007-00 · Destimetrics / DMX	0	8,338	(8,338)	28,435	33,352	(4,917)	33,352
7008-00 · Opportunistic Funds	0			4,162	25,000	(20,838)	25,000
7009-00 · Tahoe Cam Usage	0	177	(177)	2,124	2,124	0	2,124
7010-00 · Photo Management & Storage	621	632	(11)	7,809	7,757	52	7,757
7020-00 · Collateral Production / Printin	0			724	0	724	0
8700-00 · Automobile Expense*	25			761	0	761	0
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0			188			
Total 7000-00 · COMMITTED & ADMIN EXPENSES	3,526	114,982	(111,456)	182,770	340,253	(157,483)	340,253
8000-00 · WEBSITE CONTENT & MAINTENANCE							
8002-00 · Content Manager Contractor	4,250	4,250	0	51,000	51,000	0	51,000
8003-00 · Website Hosting Maintenance	0	0	0	1,897	2,161	(264)	2,161
8004-00 · Website Strategy & Maintenance	8,076	7,500	576	90,576	90,000	576	90,000
8005-00 · Website SEO Strategy/Maint	2,500	2,500	0	30,000	30,000	0	30,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	14,826	14,250	576	173,473	173,161	312	173,161
Total Expense	107,011	201,886	(94,875)	1,598,470	1,897,514	(299,044)	1,897,514
Net Income	10,484	(84,368)	94,872	201,529	(97,514)	299,043	(97,514)

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

May 31, 2022

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North Lake Tahoe Marketing Cooperative

Balance Sheet

As of May 31, 2022

07/21/22
Accrual Basis

	May 31, 22	May 31, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	261,331	325,700	(64,369)	(20)%
Total Checking/Savings	261,331	325,700	(64,369)	(20)%
Accounts Receivable				
1200-00 · Accounts Receivable	219,400	390	219,010	56,156%
Total Accounts Receivable	219,400	390	219,010	56,156%
Other Current Assets				
1350-00 · Security Deposits	100	100	0	0%
Total Other Current Assets	100	100	0	0%
Total Current Assets	480,831	326,190	154,641	47%
Other Assets				
1400-00 · Prepaid Expenses	29,643	51,611	(21,968)	(43)%
Total Other Assets	29,643	51,611	(21,968)	(43)%
TOTAL ASSETS	510,474	377,801	132,673	35%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	126,760	48,598	78,162	161%
Total Accounts Payable	126,760	48,598	78,162	161%
Total Current Liabilities	126,760	48,598	78,162	161%
Total Liabilities	126,760	48,598	78,162	161%
Equity				
32000 · Unrestricted Net Assets	192,669	486,983	(294,315)	(60)%
Net Income	191,045	(157,780)	348,825	221%
Total Equity	383,714	329,203	54,511	17%
TOTAL LIABILITIES & EQUITY	510,474	377,801	132,673	35%

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07/21/22

North Lake Tahoe Marketing Cooperative
A/R Aging Summary
As of May 31, 2022

	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	670.00	0.00	0.00	0.00	670.00
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
NLTRA*	0.00	55,960.33	159,218.22	0.00	0.00	215,178.55
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
TOTAL	0.00	56,630.33	159,218.22	0.00	3,551.34	219,399.89

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North Lake Tahoe Marketing Cooperative
A/P Aging Summary
As of May 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Augustineldeas	15,683.67	49,974.75	0.00	0.00	0.00	65,658.42
IDSS Global, LLC.	0.00	2,500.00	0.00	0.00	0.00	2,500.00
MAHK Advertising	54,509.47	0.00	0.00	0.00	0.00	54,509.47
NLTRA	426.61	633.02	0.00	0.00	0.00	1,059.63
Ryan Salm Photography	3,032.40	0.00	0.00	0.00	0.00	3,032.40
TOTAL	73,652.15	53,107.77	0.00	0.00	0.00	126,759.92

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Accrual Basis

**North Lake Tahoe Marketing Cooperative
Profit & Loss Budget Performance
May 2022**

	May 22	Budget	\$ Over Budget	Jul '21 - May ...	YTD Budget	\$ Over Budget	Annual Budget
Income							
4000-00 - LTIVCBVB Funding	57,670	57,670	0	634,332	634,330	2	692,000
4001-00 - NLTRA Funding	55,960	55,960	0	1,040,172	1,040,172	0	1,100,000
4004-00 - IVCBVB Entertainment	0	0	0	8,000	8,000	0	8,000
Total Income	113,630	113,630	0	1,682,504	1,682,502	2	1,800,000
Gross Profit	113,630	113,630	0	1,682,504	1,682,502	2	1,800,000
Expense							
5000-00 - CONSUMER MARKETING							
5002-00 - Consumer Print	0			10,125			
5002-01 - Native Display	3,873	5,000	(1,127)	42,208	63,000	(20,794)	70,000
5004-00 - Trip Advisor	6,254	3,000	3,254	49,911	48,000	1,911	50,000
5005-00 - Paid Social	15,160	10,100	5,060	111,832	128,610	(16,778)	132,960
5005-01 - Digital Display / Retargeting	9,612	7,750	1,862	109,644	76,500	33,144	79,000
5007-00 - Creative Production							
5007-01 - Creative Production	28,679	0	28,679	88,738	160,000	(61,262)	150,000
5007-02 - Website Production	0			1,876	0	1,876	0
5007-03 - Photo/Video Creative	7,377	2,372	5,005	39,027	26,097	12,930	28,469
5007-00 - Creative Production - Other	128	0	128	1,275	0	1,275	0
Total 5007-00 - Creative Production	36,183	2,372	33,811	130,915	176,097	(45,182)	178,469
5010-00 - Account Strategy & Management	7,000	7,000	0	77,000	77,000	0	84,000
5018 - Video Streaming	0	5,000	(5,000)	164,840	105,000	49,840	105,000
5017-00 - Rich Media	0			600	0	600	0
5018-00 - Media Commission	8,242	5,388	2,854	66,333	67,923	(1,590)	71,166
5018-01 - Digital Ad Serving	224	600	(376)	2,240	5,900	(4,829)	6,000
5020-00 - Search Engine Marketing	7,254	5,000	2,254	52,691	52,000	691	54,000
5022-00 - Email	5,000	5,000	(0)	23,499	20,000	3,499	20,000
5024-00 - Fusion 7	0	2,000	(2,000)	5,000	22,000	(17,000)	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	98,801	59,210	40,591	835,667	864,030	(28,363)	903,595
5110-00 - LEISURE SALES							
5107-00 - Creative Production	0	0	0	0	1,500	(1,500)	2,000
5111-00 - FAMS - Domestic	0	0	0	2,013	1,500	513	1,500
5112-00 - Training / Sales Calls	0	0	0	3,584	5,000	(1,416)	5,000
5113-00 - Additional Opportunities	4,000	0	4,000	6,233	9,050	(2,817)	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	0	0	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	0	0	0	4,751	6,000	(1,249)	6,000
5144-00 - IPW - POW WOW	0	0	0	12,764	16,000	(3,236)	16,000
5145-00 - TIA Annual Dues	219	0	219	1,094	2,700	(1,606)	2,700
5155-00 - California Star Program	0	0	0	2,400	3,000	(600)	3,000
5157-00 - International Efforts	0	0	0	2,500	10,000	(7,500)	15,000
Total 5110-00 - LEISURE SALES	4,219	0	4,219	35,338	75,750	(40,412)	81,250
5200-00 - PUBLIC RELATIONS							
5200-01 - Strategy, Reporting, Mgmt, Etc.	6,000	5,000	1,000	54,000	50,000	4,000	55,000
5202-00 - PR Program/ Content Dev - Blogs	450	750	(300)	7,514	10,500	(2,986)	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	8,800	8,800	0	9,600
5207-00 - Content Campaigns/Tools-My Emma	265	240	25	2,740	2,640	100	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	18,600	(6,888)	18,600
5210-00 - Content Dev - Newsletters	1,740	1,800	(60)	11,940	19,800	(7,860)	21,600
5211-00 - Social Media Strategy & Mgmt	6,000	6,000	0	65,000	65,000	0	71,000
5212-00 - Social Giveaways & Contests	0	1,800	(1,800)	900	7,200	(6,300)	7,200
5214-00 - Social Takeover	0	0	0	107	10,000	(9,893)	10,000
5216-00 - PR Content Development + Distri	300	1,500	(1,200)	1,880	6,000	(4,020)	6,000
5221-00 - Photography & Video Asset Dev	0	2,000	(2,000)	5,750	8,000	(2,250)	8,000
5222-00 - Media Tracking / Membership	0	295	(295)	3,543	3,235	308	3,530
5280-00 - PR Meals / Entertainment	0	250	(250)	203	1,500	(1,297)	1,500
Total 5200-00 - PUBLIC RELATIONS	15,555	23,535	(7,980)	179,299	238,275	(58,976)	253,910
6000-00 - CONFERENCE SALES							
6005-00 - Paid Media	1,286	2,512	(1,226)	17,076	21,602	(4,524)	24,114
6006-00 - CVENT	712	916	(204)	7,889	10,050	(2,161)	10,967
6007-00 - Creative Production	180	0	180	15,153	10,000	5,153	10,000
6014-00 - MCC Group Incentive Program	0	1,000	(1,000)	0	7,000	(7,000)	7,000
6015-00 - MCC National Memberships	0	379	(379)	0	379	(379)	779
6016-00 - MCC Search Engine Marketing	85			256	0	256	0
6018-00 - MCC Media Commission	225	459	(234)	5,298	4,131	1,167	4,590
6018-01 - MCC Digital Ad Serving	7	41	(34)	54	459	(405)	500
6019-00 - Conference Direct Partnership	583	0	583	5,250	7,000	(1,750)	7,000
6128-00 - HelmsBriscoe Strategic Partner	583	0	583	6,417	7,000	(583)	7,000
6152-00 - Client Events / Opportunities	4,000	12,000	(8,000)	19,816	16,000	3,816	17,000
6153-00 - Chicago Sales Rep Support	125	0	125	1,920	1,875	45	2,500
Total 6000-00 - CONFERENCE SALES	7,787	17,307	(9,520)	79,111	85,496	(6,385)	91,450
6100-00 - TRADE SHOWS							
6111-00 - Site Inspections	0	0	0	461	4,500	(4,039)	6,000

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Accrual Basis

**North Lake Tahoe Marketing Cooperative
Profit & Loss Budget Performance
May 2022**

	May 22	Budget	\$ Over Budget	Jul '21 - May ...	YTD Budget	\$ Over Budget	Annual Budget
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	1,500	(1,500)	0	1,500	(1,500)	1,500
6143-00 · Connect Marketplace	0	0	0	7,500	6,000	1,500	6,000
6151-00 · Destination CA	4,000			4,493	0	4,493	0
6154-00 · HelmsBriscoe ABC	0	3,000	(3,000)	5,702	5,500	202	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 Silcon 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
6168-00 · Sports Commission	0	0	0	0	420	(420)	420
6168-00 · Sacramento/Roseville TopGolf	0	2,500	(2,500)	0	2,500	(2,500)	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	4,000	7,000	(3,000)	24,152	47,895	(23,743)	53,895
7000-00 · COMMITTED & ADMIN EXPENSES							
5008-00 · Cooperative Programs	0	3,000	(3,000)	(3,000)	27,000	(30,000)	30,000
5009-00 · Fulfillment / Mail	0	200	(200)	2,496	2,200	296	2,400
5021-00 · RASC-Reno Air Service Corp	0	0	0	75,000	75,000	0	100,000
5123-00 · H SVC - High Sierra Visitors	167	0	167	1,833	0	1,833	2,000
5124-00 · Reno Tahoe Territory Membership	0	0	0	0	1,000	(1,000)	1,000
7001-00 · Miscellaneous	61			909	0	909	0
7002-00 · CRM Subscription	2,500	885	1,615	9,667	9,735	(68)	10,620
7003-00 · IVCBVB Entertainment Fund	0	0	0	500	6,000	(5,500)	8,000
7004-00 · Research	2,705	2,750	(45)	33,212	30,250	2,962	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	0	0	0	28,435	25,014	3,421	33,352
7008-00 · Opportunistic Funds	42			4,162	25,000	(20,838)	25,000
7009-00 · Tahoe Cam Usage	0	177	(177)	2,124	1,947	177	2,124
7010-00 · Photo Management & Storage	741	625	116	7,188	7,125	63	7,757
7020-00 · Collateral Production / Printin	0			724	0	724	0
8700-00 · Automobile Expense*	0			736	0	736	0
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0			188			
Total 7000-00 · COMMITTED & ADMIN EXPENSES	6,214	7,637	(1,423)	179,245	225,271	(46,026)	340,253
8000-00 · WEBSITE CONTENT & MAINTENANCE							
8002-00 · Content Manager Contractor	4,250	4,250	0	46,750	46,750	0	51,000
8003-00 · Website Hosting Maintenance	0	0	0	1,897	2,161	(264)	2,161
8004-00 · Website Strategy & Maintenance	7,500	7,500	0	82,500	82,500	0	90,000
8005-00 · Website SEO Strategy/Maint	2,500	2,500	0	27,500	27,500	0	30,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	14,250	14,250	0	158,647	158,911	(264)	173,161
Total Expense	150,827	127,939	22,888	1,491,459	1,695,628	(204,169)	1,897,514
Net Income	(37,196)	(14,309)	(22,888)	191,045	(13,125)	204,171	(97,514)

KEY METRICS FOR June 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	YOY % Change
2013 - 2014	4,401,773	2,048,674	3,497,093	1,639,259	\$ 11,586,799	7.54%
2014 - 2015	4,560,065	2,415,022	3,428,514	1,742,210	\$ 12,145,811	2.82%
2015 - 2016	4,729,061	3,755,563	5,332,084	2,201,370	\$ 16,018,078	10.65%
2016 - 2017	5,335,081	3,217,765	5,991,509	3,175,348	\$ 17,719,703	8.52%
2017 - 2018	6,083,237	3,298,036	5,504,277	3,020,130	\$ 17,905,680	5.16%
2018 - 2019	6,876,440	3,904,575	6,856,707	3,399,734	\$ 21,037,456	3.80%
2019 - 2020	7,028,821	3,980,215	5,806,012	1,085,367	\$ 17,900,415	19.43%
2020 - 2021	7,366,171	3,326,055	6,224,822	4,997,463	\$ 21,914,511	14.36%
2021 - 2022	7,811,022	5,310,674	2,693,809	-	\$ 15,815,505	37.14%

Total NLTBID Revenues by Quarter 2021 - 2026 (as reported thru June 2022)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2021 - 2022	1,346,473	1,205,353	2,277,218	79,710	\$ 4,908,755
2022 - 2023	-	-	-	-	\$ -
2023 - 2024	-	-	-	-	\$ -
2024 - 2025	-	-	-	-	\$ -
2025 - 2026	-	-	-	-	\$ -

Visitor Information Comparative Statistics For FYTD 2018/19 - 2021/22 (thru April 2022)					
Referrals - Tahoe City:	2018-19	2019-20	2020-21	2021-22	YOY % Change
Walk In	42292	37510	29621	34078	15.05%
Phone	2806	3452	2727	2604	-4.51%
Email	404	463	594	645	8.59%
Kings Beach (Walk In)	11881	9251	7666	4362	-43.10%
NLT - Event Traffic	5113	3467	873	2516	188.20%
Total	62,496	54,143	41,481	44,205	6.57%

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	\$ 674,368	\$ 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	2021/22	YOY % Change
Occupancy	61.3%	57.0%	7.54%	474	461
ADR (Average Daily Rate)	\$ 474	\$ 291	2.82%	\$ 291	\$ 263
RevPAR (Rev per Available Room)	\$ 291	\$ 151	10.65%	\$ 151	\$ 138
Occupancy 1 Mth Forecast	62.3%	68.1%	-8.52%	571	543
ADR 1 Mth Forecast	\$ 571	\$ 370	5.16%	\$ 370	\$ 370
RevPAR 1 Mth Forecast	\$ 355	\$ 240	3.80%	\$ 240	\$ 240
Occupancy (prior 6 months)	54.7%	45.8%	19.43%	438	383
ADR (prior 6 months)	\$ 438	\$ 240	14.36%	\$ 240	\$ 240
RevPAR (prior 6 months)	\$ 240	\$ 175	37.14%	\$ 175	\$ 175
Occupancy (next 6 months)	29.5%	36.4%	-18.96%	467	439
ADR (next 6 months)	\$ 467	\$ 439	6.36%	\$ 439	\$ 439
RevPAR (next 6 months)	\$ 138	\$ 160	-13.75%	\$ 160	\$ 160

Unemployment Rates - EDD		May 2022
California (pop. 38,332,521)		4.3%
Placer County (367,309)		2.1%
Dollar Point (1,215)		0.0%
Kings Beach (3,893)		0.7%
SunniSide/Tahoe City (1,557)		0.0%
Tahoe Vista (1,433)		0.0%

Conference Revenue Statistics Comparison FYTD 2021 vs. FYTD 21/22 at 6/30/2022					
FORWARD LOOKING	2020-21		2020-21		YOY %
	Actuals	Forecasted	Actuals	Forecasted	Change
Total Revenue Booked	\$ 257,997	\$ 327,574	\$ 257,997	\$ 2,047,611	525.08%
Commission for this Revenue	\$ -	\$ -	\$ -	\$ -	-
Number of Room Nights	1,287	1,425	1,287	9,865	592.28%
Number of Bookings	8	9	8	31	244.44%
Conference Revenue And Percentage by County:					
Placer	100%	100%	100%	100%	0%
South Lake	0%	0%	0%	0%	0%
Washoe	0%	0%	0%	0%	0%
Nevada County	0%	0%	0%	0%	0%
Total Conference Revenue	100%	100%	\$257,997	\$ 2,047,611	84.00%
CURRENT					
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	0.00%