



4:10 p.m.

7.

CEO Expense Report

Date: Wednesday Oct 26, 2022

Time: 3:30pm

Location: Virtual Zoom Meeting

Committee Members:

Chair: Dan Tester, Granite Peak Management I Treasurer: Jim Phelan, Tahoe City Marina

,Homewood Mountain Resort I David Brown, CPA Ramona Cruz, Tahoe City Public Utility District Placer County Representative: Stephanie Holloway

Instruction for Public Participation:

Members of the public may attend the Zoom teleconference by telephone, computer or mobile device. To participate via Join Zoom Meeting https://us02web.zoom.us/j/85277369565?pwd=TDF
SQythRGtINVM0ZmVZOTJabE5wQT09

Meeting ID: 852 7736 9565

Passcode: 391043

+1 669 900 9128 US (San Jose)

AGENDA

3:30 p.m.	1.	Call to Order – Establish Quorum							
3:35 p.m.	2.	Public Forum-Any person wishing to address the Board of Directors on items of interest to the Board not listed on the agenda may do so at this time. It is requested that comments be limited to three minutes since no action may be taken by the Board on items addressed under Public Forum.							
3:40 p.m.	3.	Agenda Amendments and Approval							
3:45 p.m.	4. 5.	Ratifying the Approval of August Finance Committee Action items: a) Approval of Finance Committee Meeting Minutes from 7/27/22 Page1 b) NLTRA 7/31/22 Financial Review Page 2 c) Approval of July 2022 CEO Expense Report Page 23 d) Approval of June 2022 CEO Expense Report Page 28 Approval of Finance Committee Meeting Minutes from September 29, 2022 Page 34							
	.	ripprovarior i manace committee meeting minutes monitorprovate 25, 2022 and 25, 2022 and 25, 2022 and 25, 2022							
3:50 p.m.	6.	Review and Approval of Preliminary Financials: a) Review Staff Report of Financial Performance b) NLTRA 8/31/22 Financials Review (Motion) Page 36 c) NLTRA 9/30/22 Financial Review (Motion) Page 51 d) NLTMC 8/30/22 Financial Review Page 66							

- a) Review and Approval of Aug & Sept CEO Expense Report
- 4:15 p.m. 8. Items for Committee Review, Discussion/or Recommendations
 - 9. Agenda Input for Next Finance Committee Meeting & Next Meeting Date
 - 10. Committee Member Comments
- 4:30 p.m. 11. Adjournment

FINANCE COMMITTEE MEETING





Wednesday, July 27th, 2022 at 3:30 PM Via Zoom

- A. Call to Order Establish Quorum Quorum established 3:32 PM (4)
- B. Approval of Resolution 2022.07
 - MOTION to approve Resolution 2022.07; Jim Phelan, Kevin Mitchel, 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

Staff in Attendance via Zoom: Tony Karwowski, DeWitt Van Siclen

- E. Public Forum Introduce new member of NLTRA staff Kim Brown, Director of Business & Community Relations
- F. Agenda Amendments and Approval
 - MOTION to approve the agenda; Jim Phelan/David Brown, Approved 4-0-0
- G. Approval of Finance Committee Meeting Minutes:
 - MOTION to approve May 25th, 2022 Finance Committee meeting minutes; David Brown/Jim Phelan, Approved 4-0-0
- H. Review and Approval of Preliminary Financials
 - Review Staff Report June 30, 2022 financial results
 - MOTION to approve June 30, 2022 Preliminary NLTRA Financials; Kevin Mitchell/David Brown, Approved 4-0-0
 - MOTION to approve May 31, 2022 Preliminary NLTRA Financials; Jim Phelan/Kevin Mitchell, Approved 4-0-0
 - Review of NLTMC June 30, 2022 Financials
 - Review of NLTMC May 31, 2022 financials
- Items for Committee Review, Discussion and/or Recommendations
 - Meeting with Auditors
 - TBID update
- J. Supplemental Information
 - Review of the June 2022 Dashboard report
- K. Agenda Input for Next Finance Committee Meeting
 - Grant Process of spending TBID, TOT
- L. Next Meeting Date
 - August 31st, 2022 @ 3:30 PM
- M. Committee Member Comments
 - None
- N. Adjourn 4:39 PM



Date: 8/29/2022

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

From: DeWitt Van Siclen, Accounting Manager

RE: Report on Financial Results for July 31, 2022

Update to June 30, 2022 Financials

- AR Other balance increased by \$50,000 due to Business Association Grant funding overpayment
- AR TBID balance increased by \$149,000 to adjust for updated collections forecast
- Accounts Payable balance increased by \$141,000 primarily due to a bill owed to Placer County for costs associated with TBID collections for the fiscal year
- Due to/from Placer County balance increased by \$1,195,000 to reflect TOT funds owed back to Placer County at the end of the fiscal year:
 - \$332,000 from Designated Marketing Reserve
 - o \$101,000 from Cash Flow Reserve
 - o \$50,000 from Marketing Cash Reserve
 - \$145,000 from Deferred Revenue County
 - \$566,000 in unspent TOT funds received in FY21/22
- The Due to/from Placer County balance on the balance sheet does not reflect the \$849,000 additional TOT funds that had been allocated at the beginning of the fiscal year to the NLTRA but were not budgeted for use by the NLTRA. These funds were immediately directed to the Workforce Housing & Transportation fund.
- Anticipated increase to the Due/To From Placer County balance will include approximately \$277,000 from unspent NLT Marketing Coop contributions pending review of the NLT Marketing Coop.
- Total estimated funds returned to Placer County for use in Workforce Housing & Transportation will be \$1,472,000.

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

- Cash balance on July 31, 2022 of \$5,424,000 was \$3,480,000 greater than prior year due primarily to an increase in NLT TBID Net Assets of \$4,935,000, an increase in Net Income of \$398,000 offset by an increase in Receivables of \$1,017,000 a decrease in TOT reserves of \$483,000, a decrease in the Due To/From Placer County balance of \$285,000, and a decrease in Accounts Payable of \$50,000 and a decrease in Payroll Liabilities of \$39,000. Other changes to cash include a decrease in Inventory of \$9,000, a decrease in Prepaid Expenses of \$11,000, an increase in Accrued Expenses of \$12,000, and a decrease in Deferred Revenue Member Dues of \$10,000.
- Accounts Receivable (QB) balance of \$5,000 was up relative to last year by \$4,000.
- Accounts Receivable TBID balance of \$1,381,000 was greater than prior year by \$1,381,000 due to more accurate revenue tracking for the NLT TBID.
- The Accounts Receivable TOT balance was \$0. The balance at this date last year was \$432,000.

- Membership dues receivable totaled \$44,000, which reflects an increase of \$2,000 from prior year. The Allowance for Doubtful Accounts balance of \$1,000 was \$9,000 less than prior year. An adjustment to the Allowance for Doubtful Accounts is being reviewed.
- Receivable for NLTMC of \$1,000 was \$5,000 lower than prior year.
- AR Other balance of \$62,000 was higher than prior year by \$59,000 primarily due to overpayment of Business Association Grant funding that is due back to the NLTRA.
- Retail Inventory totaled \$18,000, which reflects a decrease of \$9,000 from prior year.
- Prepaid Expenses of \$10,000 decreased by \$11,000 from prior year primarily due to the timing of insurance payments.
- Accounts Payable of \$271,000 was \$50,000 lower than prior year.
- 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 \$100,000 were \$39,000 lower than prior year. This is primarily the result of reduced staffing offset as well as a shorter month end accrual period.
- Accrued expenses of \$125,000 were \$12,000 higher than prior year. This balance primarily consists
 of a portion of the 2022 Spartan event sponsorship.
- Deferred Revenue-Member Dues of \$36,000 was down \$10,000 from last year due to lower membership levels.
- Due To/From County balance of \$1,195 was \$285,000 lower than prior year. This balance reflects the unspent prior year TOT funding that is due back to Placer County.
- TOT-funded Reserve balances of \$0 are \$483,000 lower than prior year. Those funds are due back to Placer County.
- NLT TBID Net Assets balance of \$4,935,000 are higher than prior year by \$4,935,000.
- YTD consolidated net income of \$243,000 at July 31 reflected a \$397,000 increase from prior year negative results of (\$155,000), and represents TBID net positive results of \$237,000 YTD and Membership's net positive results of \$6,000.
- TBID Collections of \$5,464,000 reflected collection of payments made through August, and does not include any collections for FY2022/23.
 - o Zone 1 collections totaled \$897,000, or 16.4% of the total.
 - Updated forecasts for TBID collections are anticipated to be approximately \$5,810,000, 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 \$253,000 was on budget.
 - Total expense of \$147,000 before overhead allocation was good to budget by \$52,000 primarily due to timing partially offset by increased salaries & wages.
 - Net results of \$106,000 before overhead allocation were good to budget by \$87,000.
- Operating Results YTD Zone 1 Services (TBID)

- TBID Revenue of \$71,000 was on budget.
- Expenditures of \$2,000 before overhead allocation were good to budget by \$76,000 primarily due to timing partially offset by increased salaries & wages.
- Net results of \$69,000 before overhead allocation were good to budget by \$76,000.
- Operating Results YTD Visitor Services & Visitor Centers (TBID)
 - TBID Revenue of \$35,000 was on budget.
 - o Retail Revenue of \$15,000 was on budget.
 - Expenditures of \$25,000 before overhead allocation were good to budget by \$16,000 primarily due to timing.
 - Net results of \$17,000 before overhead allocation were good to budget by \$11,000.
- Operating Results YTD Business Advocacy & Support (TBID)
 - TBID Revenue of \$27,000 was on budget.
 - Expenditures of \$3,000 before overhead allocation were good to budget by \$25,000 due to reduced staffing as well as timing.
 - Net results of \$24,000 before overhead allocation were good to budget by \$25,000.
- Operating Results YTD Economic Development, Transportation, & Other Opportunities (TBID)
 - TBID Revenue of \$37,000 was on budget.
 - Expenditures of \$2,000 before overhead allocation were good to budget by \$39,000 due to timing.
 - Net results of \$34,000 before overhead allocation were good to budget by \$39,000.
- Operating Results YTD Sustainability & Mitigation of Tourism Impacts (TBID)
 - TBID Revenue of \$16,000 was on budget.
 - o Expenditures of \$3,000 before overhead allocation were \$16,000 good to budget due to timing.
 - Net results of \$13,000 before overhead allocation were good to budget by \$16,000.
- Operating Results YTD Administration (TBID)
 - TBID Revenue of \$24,000 was on budget.
 - o Allocated Administrative Overhead of \$3,000 was below \$25,000 below budget due to calculation error. An adjusting entry will be made.
 - Net results of \$21,000 after overhead allocation were good to budget by \$25,000.
- Operating Results YTD County Admin Fee (TBID)
 - TBID Revenue of \$10,000 was on budget.
 - Expenditures of \$7,000 was on budget.
 - o This is an expense that is being accrued monthly. The County submits a final at the end of the fiscal year.
 - Net results of \$2,000 are on budget.
- Operating Results YTD Contingency/Reserve (TBID)
 - o TBID Revenue of \$10,000 was on budget.
 - o There are currently no plans for the use of contingency/reserve funds.
 - Net results of \$10,000 were on budget.
- Operating Results YTD TOT Housing & Transportation Allocation (TOT)
 - TOT Revenue was \$0 due to the contract with Placer County not yet being finalized.
 - o Total expense was \$0.
- Operating Results YTD Membership
 - o Membership dues revenue of \$6,000 was \$1,000 good to budget.
 - o Expenses were \$0.
 - Net results of \$1,000 was good to budget by \$1,000.
 - Net results of \$1,000 after overhead allocations was good to budget \$17,000.
- Operating Results YTD Administration
 - Total expenses of \$64,000 were \$19,000 good to budget due primarily to reduced staffing.
- Membership cash position as of July 31, 2022
 - Membership activities YTD resulted in a net gain of \$6,058.
 - Deferred revenues of \$35,525 less receivables of \$44,625, plus the allowance for uncollectible receivables of \$794 resulted in the decrease in cash in the amount of \$2,248.
 - 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.
- o Prior years' cumulative net results totaled \$17,493.
- Net cash year-to-date was positive \$40,370.

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

- Cash balance at month end of \$507,000 was \$194,000 higher than prior year primarily due to an
 increase in Unrestricted Net Assets of \$180,000, a decrease in Prepaid Expenses of \$55,000, and an
 increase in Accounts Payable of \$36,000 offset by an increase in Accounts Receivable of \$58,000.
- Accounts Receivable balance of \$118,000 was \$58,000 higher than prior year due to late payment from NLTRA for July funding. Payment has since been made.
- Prepaid Expenses of \$15,000 were \$55,000 lower than prior year.
- Accounts Payable of \$149,000 were \$36,000 higher than prior year due to timing of payment.
- Unrestricted Net Assets Equity of \$373,000 was \$180,000 higher than prior year.
- Net Income of \$118,000 was \$18,000 lower than prior year.
- Year-to-date revenue from NLTRA and TNTNV of \$206,000 was on budget.
- Consumer Marketing expenditures of \$30,000 were \$29,000 good to budget due to timing.
- Leisure Sales expenditures of \$0 were \$78,000 below budget due to timing.
- Public Relations expenses of \$12,000 were \$10,000 below budget due to timing.
- Conference Sales expenditures of \$3,000 were \$19,000 good to budget due to timing.
- Trade Show expenditures of \$7,000 were \$22,000 below budget due to timing.
- Committed & Administrative expenditures of \$20,000 were \$33,000 below budget due to timing.
- Website & Maintenance expenses of \$15,000 were on budget.
- Total Expenses of \$88,000 were \$192,000 below budget.
- Net Income of \$118,000 was good to budget by \$192,000.

Updates to June 30, 2022 Financials

Anticipated changes to the NLT Marketing Coop include the return of net results at March 31, 2022 to both parties of an estimated \$260,000 due to the return of unspent contributions coming from Placer County TOT. The split is roughly 61% for NLTRA and 39% for Travel North Tahoe NV. This equates to:

- \$159,00 due back to NLTRA
- \$101,000 due back to TNTNV

Preliminary

Financial Statements for the Period Ending July 31, 2022

Balance Sheet - PY Comparison

	2022		2021		Variance
Current Assets					
Cash - TBID Operations	4,121,132		0		4,121,132
Cash - TOT Operations	1,098,031		1,684,754		(586,723)
Special Event Funding	1,539		39,803		(38,264)
Cash Flow Reserve	101,077		100,976		101
Marketing Reserve	50,386		50,356		30
Payroll Reserve	46,633		67,740		(21,107)
Cash in Drawer	4,633		231		4,402
Petty Cash	158	7, 141 (4)	158	N. L. Joseph	0
Accounts Receivable	5,000		1,000		4,000
Accounts Receivable - TBID	1,381,202		0		1,381,202
Accounts Receivable - TOT	0		432,499		(432,499)
Accounts Receivable - Membership Dues	44,155		42,185		1,970
Accounts Receivable - Membership Activities	470		985		(515)
Allowance for Doubtful Accounts	(794)		(9,632)		8,837 [°]
Accounts Receivable - NLTMC	`965 [°]		5,932		(4,967)
Accounts Receivable - Other	61,518		2,138		59,380
Inventory Asset	18,017	JAMES.	27,501	gasti	(9,485)
Gift Cards Outstanding	18		18	10000	antakata mangang
Prepaid Expenses	5,850		6,900		(1,050)
Prepaid Postage	100		100		0
Prepaid Insurance	2,754		13,097		(10,343)
Deposits	1,672		1,150		522
Total Current Assets	6,944,515		2,467,891		4,476,624
Fixed Assets					
Furniture & Fixtures	43,330		43,330		0
Accumulated Depreciation - Furnitures & Fixtures	(43,330)		(43,330)		0
Computer Equipment	11,013		11,013		0
Accumulated Depreciation - Computer Equipment	(5,208)		(3,222)		(1,986)
Computer Software	6,206		6,206		0
Accumulated Depreciation - Computer Software	(6,206)		(6,206)		0
Leasehold Improvements	24,284		24,284		0
Accumulated Depreciation - Leasehold Improvements	(24,284)		(24,284)		0
Total Fixed Assets	5,805		7,791		(1,986)
Total Assets \$	6,950,320	\$	2,475,682	\$	4,474,638
Liabilities					
Current Liabilities					
Accounts Payable	271,422	18.5%	323,157		(51,736)
Credit Cards Payable	271,422		15		and the first of t
Accounts Payable - Other	23,835		22,140		(15) 1,695
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Salaries & Wages Payable Incentives Payable	8,558 50,168		20,359 44,055		(11,801) 6,113
	·		62,280		(26,482)
PTO Payable	35,798				
401k Payable	1,391		3,543 9,097		(2,152)
Employer Tax Payable	4,089	34,544		111111	(5,008)
Accrued Expenses Deformed Powerup, Membership Duce	124,667 35,525		112,850		11,817
Deferred Revenue - Membership Dues Deferred Revenue - TMBC	and the second s		45,987		(10,462) 0
and the control of th	1,290	1000	1,290 1,480,803		
Due To/From County	1,195,474				(285,329)
Suspense (may include rounding)	90				90

Balance Sheet - PY Comparison

	2022	2021	Variance
Total Current Liabilities	1,752,308	2,125,577	(373,270)
Sales Tax Payable	2,936	2,920	17
Use Tax Payable	25	1,418	(1,393)
Total Tax Payable	2,961	4,338	(1,376)
Long-Term Debt			• • •
Total Liabilities	1,755,269	2,129,915	(374,646)
Marketing Reserve and the season for the season sea		- 14.5.	
Cash Flow Reserve	0	100,839	(100,839)
Designated Marketing Reserve	traka Viralina na o	331,856	(331,856)
Unrestricted Net Assets	17,493	17,781	(288)
NLT TBID Net Assets			
Marketing, Promotions, & Events Net Assets	2,537,044	0	2,537,044
Zone 1 Services Net Assets	847,476	0	847,476
Visitor Services & Centers Net Assets	350,845	0	350,845
Business Support & Advocacy Net Assets	261,888	0	261,888
Econ Development, Trans, Other Net Assets	441,310	0	441,310
Sustainability, Mitigation of Tournism Impacts Net Assets	156,664	0	156,664
Administrative Net Assets	223,256	0	223,256
County Admin Fee Net Assets	0	0	0
Contingency/Reserve	116,203	(454.700)	116,203
Net Income	242,871	(154,728)	
Total Equity	5,195,051	345,767	4,849,284
Liabilities & Shareholder Equity	\$ 6,950,320	\$ 2,475,682	\$ 4,474,638

Income Statement - Budget vs Actual

482,824	July 2022 Actual	July 2022 Budget	Variance (\$)	_	YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
6,658	482,624	482.624	0	TBID Revenue	482.624	482.624	0	6.000.000
14,888 15,000								
Revenue Interest & Investments S03,558 497,624 5,934 6,060,000		15,000	(412)	Retail Revenue		15,000		60,000
7,204 2,375 4,829 Cost of Goods Sold 7,204 2,375 4,829 28,509 236 0 236 Freight & Shipping Costs 236 0 236 0 13 0 13 0 13 0 13 0 13 0 283 30 283 0 283 30 283 34 21,14 13,151 13,151 13,151 13,151 13			288					0
236	503,558	497,624	5,934	Total Revenues	503,558	497,624	5,934	6,060,000
13			•			•		28,500
283 0 283 0 283 0 283 0 7,715 2,375 5,340 Total Cost of Goods Sold 7,715 2,375 5,340 28,550 495,843 495,249 594 Gross Profit 495,843 495,249 594 6,031,500 66,289 111,544 (50,375) Salaries & Weges 65,280 111,644 (50,375) 1,287,729 8,344 21,414 (13,101) PR. Health Insurance Expense 5,440 11,523 (6,283) PR. Tax Expense 5,440 11,523 (6,283) RP. Tax Expense 0 4,086 (4,086) PR. Workmans Comp 0 4,088 (4,086) RP. Workmans Comp 0 4,088 (4,086) RP. Workmans Comp 2 4,080 (2,116) Sp. 26 (802) Bp. 26 (4,081) RP. Workmans Comp 2 1,080 2 (2,1								_
7,715								-
495,843				- •				
65.269	-		0,040	Total Gost of Goods Gold	7,713	2,515	3,340	20,500
8,340 11,523 (6,283) P/R - Tax Expense	495,843	495,249	594	Gross Profit	495,843	495,249	594	6,031,500
8.314 21,414 (31,101) PRR - Health Insurance Expense 8,314 21,414 (13,101) 256,972 0 4,086 (4,086) PRR - Workmans Comp 0 0 4,086 (4,086) 49,028 435 407 28 04th Panellis & Expenses 455 407 28 4,880 13,712 13,931 (219) Rent 15,717 (213,931 (219) 167,171 (213,931 (1,244) 15,957 930 1,844 (714) Telephone & Internet 930 1,644 (714) 14,724 (19,724 800 1,386 (496) Supplies - Office 890 1,386 (496) Supplies - Office 10,471 (14,724) Supplies - Office 11,471 (14,724) Supplies - Office 11,	65,269	115,644	(50,375)	Salaries & Wages	65,269	115,644	(50,375)	1,387,729
0 4,086 (4,086) PR- Workmans Comp 0 4,086 (4,086) 49,028 2,163 4,279 (2,116) 401(4) 2,163 4,279 (2,116) 51,349 435 407 28 Other Benefits & Expenses 455 407 28 4,880 13,771 13,931 (219) Rent 13,712 13,931 (219) 167,171 663 1,825 (962) Utilities 663 1,625 (962) 19,497 87 1,331 (1,244) Repairs & Maintenance 67 1,331 (1,244) 15,937 930 1,844 (714) 1elephone & Intenet 930 1,644 (714) 19,724 890 1,386 (496) Supplies - Office 890 1,336 (496) 14,586 1,238 12,700 (11,462) Supplies - Office 890 1,336 (496) 14,586 1,238 12,700 (11,462) Supplies - Office 890 1,366 (496) 1,282 1,371 1,720 150,526 314 125 189 Credit Card Fees 314 125 189 1,500 1,282 1,317 (34) Dues & Subscriptions 1,282 1,317 (34) 15,800 2,772 567 (294) Associate Relations 272 567 (294) 6,800 2,100 602 1,403 Training/Seminars 2,100 692 1,408 8,300 0 342 (342) Travel 0 342 (342) 4,100 477 633 (587) Meals & Mealing 477 633 (587) Meals & Mealing 478 633 (587) Professional Fees 114 417 (302) 3,400 2,080 5,750 (3,670) Professional Fees 2,080 5,750 (3,870) 6,900 2,080 5,750 (3,670) Professional Fees 2,080 5,750 (3,870) 6,900 2,080 5,750 (3,670) Professional Fees - Attourtery 300 2,000 (18,500) 5,500 3,000 14,392 (14,392) (19,100) Fees - Attourtery 300 2,000 (18,500) 5,500 3,000 0 0 0 Professional Fees - Attourtery 300 2,000 (18,500) 5,500 3,000 0 0 0 Professional Fees - Attourtery 300 2,000 (18,500) 5,500 3,000 0 0 0 Professional Fees - Attourtery 300 2,000 (18,500) 5,500 3,000 0 0 0 (19,500) Event Sponsorships 500 2,000 (18,500) 5,500 3,000 0 0 0 (19,500) Event Sponsorships 500 2,000 (18,500) 5,500 3,000 0 0 0 (19,500) Event Sponsorships 500 2,000 (18,507) 5,500 3,000 0 0 0 (19,500) Event Sponsorships 500 2,000 (18,507) 5,000 3,000 0 0 0 (19,500) Event Sponsorships 500 2,000 (18,507) 5,000 3,000 0 0 0 (19,500) Event Sponsorships 500 0 20,000 (18,507) 5,000 3,000 0 0 0 (19,500) Event Sponsorships 500 0 20,000 (18,507) 5,000 3,000 0 0 0 (19,500) Event Sponsorships 500 0 20,000 (18,507) 5,000 0 0 0								138,273
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Other Expense/ <income></income>								
	242,871	(24,898)	267,769	Net Operating Income	242,871	(24,898)	267,769	(866,554)
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	\$ 242,871	\$ (24,898)	\$ 267,769	Net Income	\$ 242,871	\$ (24,898)	\$ 267,769	\$ (866,554)

 July 2022
 YTD - July 2022
 YTD - July 2022

 Actual
 Budget
 Variance (\$)

 Actual
 Budget
 Variance (\$)

Annual

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Income Statement - Budget vs Actual Marketing, Promotions, & Special Events

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Varlance (\$)	Annual
253,377	253,377	0	Revenues Revenue - Interest & Investments	253,377	253,377	0	3,150,000
253,377	253,377	0	Total Revenues	253,377	253,377	0	3,150,000
253,377	253,377	0	Gross Profit	253,377	253,377	0	3,150,000
21,952	34,999		Salaries & Wages	21,952	34,999	(13,048)	419,990
1,884	3,500	(1,616)	P/R - Tax Expense	1,884	3,500	(1,616)	41,999
(522)	7,023	(7,545)	P/R - Health Insurance Expense	(522)	7,023	(7,545)	84,275
0	1,227	(1,227)	P/R - Workmans Comp	0	1,227	(1,227)	14,725
816	1,327	, ,	401(k)	816	1,327	(511)	15,920
(3)	137	, ,	Other Benefits & Expenses	(3)	137	(139)	1,640
2,227	2,529		Rent	2,227	2,529	(302)	30,351
0	452	, ,	Utilities	0	452	(452)	5,420
0	468		Telephone & Internet	0	468	(468)	5,620
0	236		Supplies - Office	0	236	(236)	786
134	5,000		Supplies - Computer	134	5,000	(4,866)	5,000
0	126	(126)		0	126	(126)	1,514
0	63		Taxes, Licenses, Fees	0	63	(63)	750
650	125		Dues & Subscriptions	650	125	525	1,500
28	83		Associate Relations	28	83	(56)	1,000
0	58		Travel	0	58	(58)	700
0	83		Automobile Expenses	0	83	(83)	1,000
0	42		Meals & Meetings	0	42	(42)	500
0	241		Equipment Rental/Leasing	0	241	(241)	2,138
0	20,000		Event Sponsorships	0	20,000	(20,000)	565,000
0	0		Special Event Partnership Funding	0	0	0	50,000
114,392	114,392		NLTMC Contributions	114,392	114,392	(0)	1,440,000
0	6,833		Non-NLTMC Marketing	0	6,833	(6,833)	192,000
5,352	0		In-Market/Tourism	5,352	0	5,352	0
0	35,340		Additional Opportunities	0	35,340	(35,340)	424,083
49,662	29,681		Allocated Administrative Overhead	49,662	29,681	19,981	369,089
196,571	263,966	(67,395)	Total Operating Expenses	196,571	263,966	(67,395)	3,675,000
56,806	(10,589)	67,395	Net Operating Income	56,806	(10,589)	67,395	(525,000)
			Other Expense/ <income></income>				
\$56,806	\$ (10,589)	\$67,395	Net Income	\$ 56,806	\$ (10,589)	\$67,395	\$ (525,000)

Income Statement - Budget vs Actual Zone1 Services

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
71,428	71,428	0	Revenues Revenue - Interest & Investments	71,428	71,428	0	888,000
71,428	71,428	0	Total Revenues	71,428	71,428	0	888,000
71,428	71,428	0	Gross Profit	71,428	71,428	0	888,000
1,438	3,831	(2,393)	Salaries & Wages	1,438	3,831	(2,393)	45,972
132	383	(251)	P/R - Tax Expense	132	383	(251)	4,597
0	616	(616)	P/R - Health Insurance Expense	0	616	(616)	7,388
0	134		P/R - Workmans Comp	0	134	(134)	1,612
69	153	(84)	401(k)	69	153	(84)	1,839
0	10	(10)	Other Benefits & Expenses	0	10	(10)	120
396	174	222	Rent	396	174	222	2,089
0	33	(33)	Utilities	0	33	(33)	397
0	34	(34)	Telephone & Internet	0	34	(34)	411
0	83	(83)	Supplies - Office	0	83	(83)	1,000
134	700	(566)	Supplies - Computer	134	700	(566)	700
0	25	(25)	Taxes, Licenses, Fees	0	25	(25)	300
0	17	(17)	Dues & Subscriptions	0	17	(17)	200
0	17	(17)	Associate Relations	0	17	(17)	200
0	42	(42)	Automobile Expenses	0	42	(42)	500
0	83		Meals & Meetings	0	83	(83)	1,000
0	18		Equipment Rental/Leasing	0	18	(18)	156
0	417	. ,	Non-NLTMC Marketing	0	417	(417)	5,000
0	3,192		Business Association Grant Funding	0	3,192	(3,192)	38,300
0	68,348		Additional Opportunities	0	68,348	(68,348)	820,171
730	8,367		Allocated Administrative Overhead	730	8,367	(7,637)	104,048
2,900	86,676	(83,776)	Total Operating Expenses	2,900	86,676	(83,776)	1,036,000
68,528	(15,248)	83,776	Net Operating Income	68,528	(15,248)	83,776	(148,000)
			Other Expense/ <income></income>				
\$68,528	\$ (15,248)	\$83,776	Net Income	\$ 68,528	\$(15,248)	\$83,776	\$ (148,000)

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Income Statement - Budget vs Actual Visitor Centers & Services

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
35,232	35,232	0	Revenues	35,232	35,232	0	438,000
14,588	15,000	(412)	Retail Revenue	14,588	15,000	(412)	60,000
288	0	288	Retail Revenue - Merchandise Sales Revenue - Interest & Investments	288	0	288	0
50,108	50,232	(124)	Total Revenues	50,108	50,232	(124)	498,000
7,204	2,375		Cost of Goods Sold	7,204	2,375	4,829	28,500
236	0		Freight & Shipping Costs	236	0	236	0
13	0		POS Inventory Adjustments	13	0	13	0
263	0_		Artist of the Month - Consignment Expense	263	0	263	0
7,715	2,375	5,340	Total Cost of Goods Sold	7,715	2,375	5,340	28,500
42,393	47,857	(5,464)	Gross Profit	42,393	47,857	(5,464)	469,500
15,553	13,002	2,551	Salaries & Wages	15,553	13,002	2,551	156,023
1,605	1,259	347	P/R - Tax Expense	1,605	1,259	347	15,102
(13)	2,013		P/R - Health Insurance Expense	(13)	2,013	(2,026)	24,155
0	487	, ,	P/R - Workmans Comp	0	487	(487)	5,845
397	337		401(k)	397	337	60	4,041
0	40		Other Benefits & Expenses	0	40	(40)	480
6,650	6,848		Rent	6,650	6,848	(198)	82,171
0	465		Utilities	0	465	(465)	5,580
0	137		Telephone & Internet	0	137	(137)	1,645
0	458		Supplies - Office	0	458	(458)	5,500
294	0		Supplies - Computer	294	0 17	294 (17)	0 200
0	17	, ,	Mail	0 0	25	(25)	300
0	25 125		Taxes, Licenses, Fees Credit Card Fees	314	125	189	1,500
314 0	17		Dues & Subscriptions	0	17	(17)	200
118	42		Associate Relations	118	42	76	500
0	83		Automobile Expenses	0	83	(83)	1,000
ő	8		Meals & Meetings	ő	8	(8)	100
ŏ	71		Equipment Rental/Leasing	Ō	71	(71)	626
0	417		Non-NLTMC Marketing	0	417	(417)	5,000
ō	15,101		Additional Opportunities	0	15,101	(15,101)	181,211
8,393	4,127		Allocated Administrative Overhead	8,393	4,127	4,266	51,321
33,311	45,077		Total Operating Expenses	33,311	45,077	(11,766)	542,500
9,082	2,779		Net Operating Income	9,082	2,779	6,302	(73,000)
			Other Expense/ <income></income>				
\$9,082	\$ 2,779	\$ 6,302	Net Income	\$ 9,082	\$ 2,779	\$ 6,302	\$ (73,000)

Income Statement - Budget vs Actual Business Support & Advocacy

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
26,544	26,544	0	TBID Revenues Revenue - Interest & Investments	26,544	26,544	0	330,000
26,544	26,544	0	Total Revenues	26,544	26,544	0	330,000
26,544	26,544	0	Gross Profit	26,544	26,544	0	330,000
1,636	10,856	(9,220)	Salaries & Wages	1,636	10,856	(9,220)	130,272
121	1,086		P/R - Tax Expense	121	1,086	(964)	13,027
0	2,869	, ,	P/R - Health Insurance Expense	0	2,869	(2,869)	34,433
0	381		P/R - Workmans Comp	0	381	(381)	4,567
64	384		401(k)	64	384	(321)	4,611
0	43		Other Benefits & Expenses	0	43	(43)	520
464	904		Rent	464	904	(440)	10,853
0	143		Utilities	0	143	(143)	1,719
0	149	, ,	Telephone & Internet	0	149	(149)	1,782
0	150		Supplies - Office	0	150	(150)	1,800
268	700		Supplies - Computer	268	700	(432)	700
0	25		Taxes, Licenses, Fees	0	25	(25)	300
0	17	, ,	Dues & Subscriptions	0	17	(17)	200
0	42		Associate Relations	0	42	(42)	500
0	42		Automobile Expenses	0	42	(42)	500
0	83		Meals & Meetings	0	83	(83)	1,000
0	77		Equipment Rental/Leasing	0	77	(77)	678
0	417		Non-NLTMC Marketing	0	417	(417)	5,000
0	832		Chamber Activities	0	832	(832)	9,981
0	0		Chamber Activities - Membership Meetings	0	0	0	6,000
0	250		Chamber Activities - TMBC	0	250	(250)	3,000
0	0		Chamber Activities - Community Awards Dinne	0	7 000	0	10,000
0	7,990		Additional Opportunities	-	7,990	(7,990)	0
860	2,948		Allocated Administrative Overhead	860	2,948	(2,088)	36,658
3,414	30,386		Total Operating Expenses	3,414	30,386	(26,973)	278,100
23,131	(3,842)	26,973	Net Operating Income	23,131	(3,842)	26,973	51,900
			Other Expense/ <income></income>				
\$ 23,131	\$ (3,842)	\$ 26,973	Net Income	\$ 23,131	\$ (3,842)	\$ 26,973	\$ 51,900

Income Statement - Budget vs Actual Economic Development, Transportation, & Other Opportunities

July 2022 Actual	July 2022 Budget	Variance (\$)	YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
36,679	36,679	Revenues Revenue - Interest & Investn	36,679 nents	36,679	0	456,000
36,679	36,679	0 Total Revenues	36,679	36,679	0	456,000
36,679	36,679	0 Gross Profit	36,679	36,679	0	456,000
1,438	7,429	(5,991) Salaries & Wages	1,438	7,429	(5,991)	89,142
132	743	(610) P/R - Tax Expense	132	743	(610)	8,914
0	1,490	(1,490) P/R - Health Insurance Expe	ense 0	1,490	(1,490)	17,875
0	260	(260) P/R - Workmans Comp	0	260	(260)	3,125
69	297	(228) 401(k)	69	297	(228)	3,566
0	23	(23) Other Benefits & Expenses	0	23	(23)	280
569	406	163 Rent	569	406	163	4,875
0	77	(77) Utilities	0	77	(77)	925
0	80	(80) Telephone & Internet	0	80	(80)	960
0	42	(42) Supplies - Office	0	42	(42)	500
134	1,750	(1,616) Supplies - Computer	134	1,750	(1,616)	1,750
0	25	(25) Taxes, Licenses, Fees	0	25	(25)	300
0	17	(17) Dues & Subscriptions	0	17	(17)	200
0	17	(17) Associate Relations	0	17	(17)	200
0	42	(42) Automobile Expenses	0	42	(42)	500
0	42	(42) Meals & Meetings	0	42	(42)	500
0	41	(41) Equipment Rental/Leasing	0	41	(41)	365
0	417	(417) Non-NLTMC Marketing	0	417	(417)	5,000
0	28,299	(28,299) Additional Opportunities		28,299	(28,299)	339,593
789	4,297	(3,508) Allocated Administrative Over		4,297	(3,508)	53,430
3,131	45,792	(42,661) Total Operating Expe		45,792	(42,661)	532,000
33,548	(9,113)	42,661 Net Operating Income	33,548	(9,113)	42,661	(76,000)
		Other Expense/ <inco< td=""><td>me></td><td></td><td></td><td></td></inco<>	me>			
\$33,548	\$ (9,113)	\$42,661 Net Income	\$ 33,548	\$ (9,113)	\$42,661	\$ (76,000)

Income Statement - Budget vs Actual Sustainability, Mitigation of Tourism Impacts

July 2022 Actual	July 2022 Budget	Variance (\$)	<u>.</u>	YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
15,927	15,927	0	Revenues Revenue - Interest & Investments	15,927	15,927	0	198,000
15,927	15,927	0	Total Revenues	15,927	15,927	0	198,000
15,927	15,927	0	Gross Profit	15,927	15,927	0	198,000
1,438	6,095	(4,658)	Salaries & Wages	1,438	6,095	(4,658)	73,142
132	610	(477)	P/R - Tax Expense	132	610	(477)	7,314
0	1,036		P/R - Health Insurance Expense	0	1,036	(1,036)	12,436
0	214	• ,	P/R - Workmans Comp	0	214	(214)	2,564
69	244		401(k)	69	244	(175)	2,926
0	17		Other Benefits & Expenses	0	17	(17)	200
458	290		Rent	458	290	168	3,482
0	55		Utilities	0	55	(55)	661
0	57		Telephone & Internet	0	57	(57)	685
0	42		Supplies - Office	0	42	(42)	500
134	1,050		Supplies - Computer	134	1,050	(916)	1,050
0	25		Taxes, Licenses, Fees	0	25	(25)	300
0	17		Dues & Subscriptions	0	17	(17)	200
0	17		Associate Relations	0	17	(17)	200
0	42		Automobile Expenses	0	42	(42)	500
0	42		Meals & Meetings	0	42	(42)	500
0	29		Equipment Rental/Leasing	0	29	(29)	261
500	0		Event Sponsorships	500	0	500	0
0	417		Non-NLTMC Marketing	0	417	(417)	5,000
0	7,990		Additional Opportunities	0	7,990	(7,990)	95,879
920	1,866		Allocated Administrative Overhead	920	1,866	(946)	23,200
3,651	20,153	(16,502)	Total Operating Expenses	3,651	20,153	(16,502)	231,000
12,276	(4,226)	16,502	Net Operating Income	12,276	(4,226)	16,502	(33,000)
			Other Expense/ <income></income>				
\$12,276	\$(4,226)	\$16,502	Net Income	\$ 12,276	\$ (4,226)	\$16,502	\$ (33,000)

Income Statement - Budget vs Actual Administration

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
24,131	24,131	0	Revenues Revenue - Interest & Investments	24,131	24,131	0	300,000
24,131	24,131	0	Total Revenues	24,131	24,131	0	300,000
24,131	24,131	0	Gross Profit	24,131	24,131	0	300,000
3,230	28,146	(24,916)	Allocated Administrative Overhead	3,230	28,146	(24,916)	350,000
3,230	28,146	(24,916)	Total Operating Expenses	3,230	28,146	(24,916)	350,000
20,902	(4,015)	24,916	Net Operating Income	20,902	(4,015)	24,916	(50,000)
\$20,902	\$(4,015)		Other Expense/ <income></income>	\$20,902	\$ (4,015)	\$24,916	\$ (50,000)

Income Statement - Budget vs Actual County Admin Fees

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
9,652	9,652	0	Revenues Revenue - Interest & Investments	9,652	9,652	0	120,000
9,652	9,652	0	Total Revenues	9,652	9,652	0	120,000
9,652	9,652	0	Gross Profit	9,652	9,652	0	120,000
7,167	7,333	(167)	Taxes, Licenses, Fees	7,167	7,333	(167)	88,000
7,167	7,333	(167)	Total Operating Expenses	7,167	7,333	(167)	88,000
2,486	2,319	167	Net Operating Income	2,486	2,319	167	32,000
		<u> </u>	Other Expense/ <income></income>			***************************************	
\$2,486	\$2,319	\$ 167	Net Income	\$ 2,486	\$ 2,319	\$ 167	\$32,000

Income Statement - Budget vs Actual Contingency/Reserve

July 2022 Actual	July 2022 Budget	Variance (\$)	-	luly 2022 ctual		July 2022 Judget	Varia	nce (\$)	Annual
9,652	9,652	0	Revenues Revenue - Interest & Investments	9,652		9,652		0	120,000
9,652	9,652	0	Total Revenues	 9,652	B-111111111111111111111111111111111111	9,652	-	0	120,000
9,652	9,652	0	Gross Profit	9,652		9,652		0	120,000
9,652	9,652	0	Net Operating Income	 9,652	,	9,652		0	120,000
\$9,652	\$9,652	\$ -	Other Expense/ <income></income>	\$ 9,652	\$	9,652	\$		\$ 120,000

Income Statement - Budget vs Actual TOT - Housing & Transportation

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
			Revenue - Interest & Investments				
53	0	53	Salaries & Wages	53	0	53	0
(22)	0	(22)	P/R - Tax Expense	(22)	0	(22)	0
(11)	0	• •	401(k)	(11)	0	(11)	0
` 7	0	` 7	Allocated Administrative Overhead	7	0	7	00
27	0	27	Total Operating Expenses	27	0	27	0
(27)	0	(27)	Net Operating Income	(27)	0	(27)	0
			Other Expense/ <income></income>				
\$ (27)	\$ -	\$ (27)	Net Income	\$ (27)	\$ -	\$ (27)	\$ -

Income Statement - Budget vs Actual Chamber - Membership

July 2022 Actual	July 2022 Budget	Variance (\$)	_	YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
6,058	4,583	1,475	Membership Dues Revenue	6,058	4,583	1,475	55,000
6,058	4,583	1,475	Revenue - Interest & Investments Total Revenues	6,058	4,583	1,475	55,000
6,058	4,583	1,475	Gross Profit	6,058	4,583	1,475	55,000
6,058	4,583	1,475	Net Operating Income	6,058	4,583	1,475	55,000
\$6,058	\$4,583	\$ 1,475	Other Expense/ <income> Net Income</income>	\$ 6,058	\$ 4,583	\$ 1,475	\$55,000

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Income Statement - Budget vs Actual Administrative Overhead

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
			Revenue - Interest & Investments				
21,763	39,432	(17,670)	Salaries & Wages	21,763	39,432	(17,670)	473,188
1,254	3,943	, , ,	P/R - Tax Expense	1,254	3,943	(2,689)	47,319
8,848	6,368	2,481	P/R - Health Insurance Expense	8,848	6,368	2,481	76,410
0	1,383	(1,383)	P/R - Workmans Comp	0	1,383	(1,383)	16,590
690	1,537		401(k)	690	1,537	(847)	18,447
438	137	301	Other Benefits & Expenses	438	137	301	1,640
2,948	2,779	169	•	2,948	2,779	169	33,351
663	400	263	Utilities	663	400	263	4,795
87	1,331	(1,244)	Repairs & Maintenance	87	1,331	(1,244)	15,967
930	718	212	Telephone & Internet	930	718	212	8,620
890	375	515	Supplies - Office	890	375	515	4,500
138	3,500	(3,362)	Supplies - Computer	138	3,500	(3,362)	3,500
0	417	(417)	Mail	0	417	(417)	5,000
3,324	1,250	2,074	Taxes, Licenses, Fees	3,324	1,250	2,074	15,000
632	1,108	(476)	Dues & Subscriptions	632	1,108	(476)	13,300
306	1,250	(944)	Insurance/Bonding	306	1,250	(944)	15,000
127	350	(223)	Associate Relations	127	350	(223)	4,200
2,100	692	1,408	Training/Seminars	2,100	692	1,408	8,300
0	283	(283)	Travel	0	283	(283)	3,400
114	83	31	Automobile Expenses	114	83	31	1,000
47	333	(287)	Meals & Meetings	47	333	(287)	4,000
515	4,000	(3,485)	Board Functions	515	4,000	(3,485)	48,000
2,080	5,750	(3,670)	Professional Fees	2,080	5,750	(3,670)	69,000
300	2,500	(2,200)	Professional Fees - Attourney	300	2,500	(2,200)	30,000
0	0	0	Professional Fees - Accountant	0	0	0	40,000
2,687	2,917	(229)	Equipment Support & Maintenance	2,687	2,917	(229)	35,000
491	241	250	Equipment Rental/Leasing	491	241	250	2,138
153	153	0	Depreciation	153	153	0	1,833
12,636	0	12,636	In-Market/Tourism	12,636	0	12,636	0
(64,590)	(83,230)	18,640	Allocated Administrative Overhead	(64,590)	(83,230)	18,640	(999,499)
(429)	0	(429)	Total Operating Expenses	(429)	0	(429)	0
429	0	429	Net Operating Income	429	0	429	0
			Other Expense/ <income></income>				
\$429.20	\$ -	\$429.20	Net Income	\$ 429.20	\$ -	\$429.20	\$ -

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NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) Employee Expense Report

Month'Yr	July 2022
Employee	Tony Karwowski

POSTING	DOC	VENDOR	RECEIPT OR	PUR	PAID BY		BUDGET	
DATE	REF		INVOICE #			cc	POCKET	CODE
07.18.22	A	The Dam Café	120	Dam Café-Lunch w Kim Brown & Tony K	(arwowski	46.68		
07.19.22	В	NTEC	93739-001294	NTEC-		505.00		
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				Mileage Reimbursed Through Payroll				
TOTAL - CRE	DIT CARI	EXPENSES						
TOTAL - EXP	ENSES T	O BE REIMBURSED (OUT OF POC	KEI)				<u> </u>	
Signed By:			•••••	Approved By:		,		
Date:			<u> </u>	Date:				
				ACCOUNTING			*****	
DATE REC	CEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE	DATE SCANNED			



BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXX-0183-4849

Statement Date JUL 28, 2022

Total Activity \$551.68

** MEMO STATEMENT ONLY **
DO NOT REMIT PAYMENT

ANTHONY KARWOWSKI N LAKE TAHOE RESORT ATTN: DEWITT VN SICLEN 100 N LAKE BLVD N LAKE TAHOE RESORT ASSOC TAHOE CITY CA 96145-2273

ACCOUNT MESSAGES

Your Bank of the West Mastercard includes an additional benefit: Mastercard ID Theft Protection with access to complimentary identity Theft resolution services. The benefit also helps prevent identity theft by monitoring the internet to identify compromised and potentially damaging use of personal information. To enroll your card, please visit: https://mastercardus.idprotectiononline.com.

	ACC	OUNT	r SUMMARY				
ANTHONY KARWOWSKI XXXX-XXXX-0183-4849	Purchases & Other Debits	+	Cash Advances	-	Credits	ш	Total Activity
Account Total	\$551,68		\$0.00		\$0.00		\$551,68

			CCOUNT ACTIVITY	
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
07-20	07-18	55432862200200901331727 Tax ID: 454168768 Mer Ref: 0	TST* The Dam Cafe Tahoe Clty CA 00023577007838522 Mer Zlp: 96145	46.68
07-19	07-18	Tax ID: 941143428 Mer Zip: 9	NORTH TAHO* (1 OF 2 PA KINGS BEACH CA 98143 North Tahoe Event Cent Qty: 1 Unit: Uni Disc: N Extitem	505.00

	Account Number	Account Su	mmary
For Customer Service, Call:	XXXX-XXXX-0183-4849	Purchases &	
1-866-432-8161	Statement Date	Other Charges	\$551.68
1-000-432-0101	JUL 28, 2022	Cash Advances	\$0,00
Send Billing Inquiries to:	Credit Limit	Fees	\$0.00
BANKCARD CENTER PO BOX 84043	\$10,000	Credils	\$0.00
COLUMBUS GA 31908-4043	Disputed Amount	Payments	\$0,00
	\$0,00	Total Activity	\$551.68

Liz Neal

From:

The Dam Cafe <no-reply@toasttab.com>

Sent:

Monday, July 18, 2022 11:34 AM

To:

Tony Karwowski

Subject:

Tell us how we did and review your receipt for Order #120 at The Dam Cafe





The Dam Cafe 55 W Lake Blvd Tahoe City, CA 96145 530-581-0278

Take Out

Tony

530-448-3908

Server: Jennifer C Check #120

Ordered:

7/18/22 11:33 AM



TASTY TURKEY	\$14.95
SLICED SOURDOUGH TASTY TURKEY SLICED SOURDOUGH	\$14.95
NO RED ONION 2 BARBEQUE	\$6,50
Subtotal Tax Tip Total	\$36.40 \$3.00 \$7.28 \$46.68

Input Type C (EMV Chip Read)
MASTERCARD xxxxxxxx4849

Transaction Type Sale Authorization Approved 006640 **Approval Code** Payment ID kgLTdgkksmqJ Application ID A0000000041010 **Application Label** MASTERCARD Terminal ID 7ffeebb799b32cea Card Reader **BBPOS**

ANTHONY KARWOWSKI

Thank Youl

Come again soon!

Download the Toast TakeOut app Food you love without the wait.



×

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Privacy Statement | Terms of Service

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Payment confirmation:

You have submitted a payment (1 of 2 payments / Retainer) to Cathy at North Tahoe Event Center.

Invoice #93739-001294

Total \$505.00

VIEWINVOIGE



Cathy Becker & Charlotte Croley
Wedding Mavens
Cathy@NorthTahoeEvents.com
Charlotte@NorthTahoeEvents.com
North Tahoe Event Center
8318 North Lake Blvd
Kings Beach, CA 96143
Charlotte (530) 546-7249
Cathy (775) 843-8769

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month'Yr	June 2022
Employee	Karwowski, Tony

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PU	RPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
06.16.2022	A	North Tahoe Event Center	93739-001261	NLTRA interview panel space		\$1,500.00		8750-00/70
	В	Epic Pass	2084510010127	Season ski pass, recreation benefit.			\$400.00	5070-00/Alloc
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	Z			MILEA OF BEIMBURGEN				
	***		10	MILEAGE REIMBURSEM	ENI	 	\$42.12	8700-00-70
	Attach 1		Mileage	See Attached Mileage Report Mileage Reimbursed Through Payroll			\$42.12	8700-00-70
TOTAL - CDE	DIT CAPI	FYDENSES		Inneage Reimbursed Through Payron		\$1,500.00		
TOTAL - CREDIT CARD EXPENSES TOTAL - EXPENSES TO BE REIMBURSED (OUT OF PO			OCKET)			Ţ.,,000.00	\$442.12	
I O I ALL LA		ocuSigned by:				 -		
Signed By:	Av	Hiony karwowski		Approved By:				
	3	Hung Earwowski 5598ABDC099484 2022	2/	We want to the same of the sam				
Date:	7/13/	2022	•	Date:	\ -	 <u></u>		
				ACCOUNTING				
DATE REC	EIVED	DATE ENTERED	Accounting Manager APPROVAL	Accounting Manager APPROVAL DATE	DATE SCANNED			
			0 US	7/13/2022				

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) MILEAGE REIMBURSEMENT

EMPLOYEE NAME: Karwowski, Tony

REPORT MONTH: Jun-22

DEE DATE		CTADT	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
REF	DATE	START	END	# WILES	YES	NO	
A	6/1/2022	TC	KB	18	х		BOD Meeting
В	27-Jun	TC	KB	18	х		Interviews
С	6/28/2022	TC	КВ	18	Х		BOS meeting
D	6/30/2022	TC	КВ	18	Х		Interviews
Е							
				_			
_	_						
						-	

TOTAL MILES SUBMITTED:	72.00
MILEAGE RATE PER MILE	\$ 0.585
TOTAL MILEAGE REIMBURSEMENT DUE	\$ 42.12



BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0183-4849		
Statement Date	JUN 28, 2022		
Total Activity	\$1,500.00		

** MEMO STATEMENT ONLY ** DO NOT REMIT PAYMENT

ANTHONY KARWOWSKI N LAKE TAHOE RESORT ATTN: DEWITT VN SICLEN 100 N LAKE BLVD N LAKE TAHOE RESORT ASSOC TAHOE CITY CA 96145-2273

ACCOUNT MESSAGES

Your Bank of the West Mastercard includes an additional benefit: Mastercard ID Theft Protection with access to complimentary Identity Theft resolution services. The benefit also helps prevent identity theft by monitoring the Internet to identify compromised and potentially damaging use of personal information. To enroll your card, please visit: https://mastercardus.idprotectiononline.com.

ACCOUNT SUMMARY							
ANTHONY KARWOWSKI XXXX-XXXX-0183-4849	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$1,500.00		\$0.00		\$0.00		\$1,500.00

ACCOUNT ACTIVITY						
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount		
06-17	06-16	Tax ID: 941143428 Mer Zip: 9	NORTH TAHO* (1 OF 1 PA KINGS BEACH CA 16143 North Tahoe Event Cent Qty: 1 Unit: Uni Disc: N Ext Item	1,500.00		

	Account Number	Account Summary		
For Customer Service, Call:	XXXX-XXXX-0183-4849	Purchases &		
1-866-432-8161	Statement Date	Other Charges	\$1,500.00	
1-000-402-0101	JUN 28, 2022	Cash Advances	\$0.00	
Send Billing Inquiries to:	Credit Limit	Fees	\$0.00	
BANKCARD CENTER PO BOX 84043	\$10,000	Credits	\$0.00	
COLUMBUS GA 31908-4043	Disputed Amount	Payments	\$0.00	
	\$0.00	Total Activity	\$1,500.00	

IMPORTANT INFORMATION ABOUT THIS STATEMENT

Payments. You must pay at least the "Amount Due" by the "Payment Due Date." Charges, payments and credits received after the "Closing Date" will be included in your next statement. The letters "CR" following the "New Balance" amount indicate a credit balance - do not pay this amount. Payments must reach our BankCard Center during our regular business day in order to be credited on that date. Payments received after the cutoff times of 6:00 p.m. on a Friday (or Thursday if we are closed on Friday) or 4:00 p.m. on any other business day that we are open, or on a day we are not open, or at a branch open on Saturday, Sunday or bank holiday, are credited as of the following business day. Later cutoff times generally apply at branches with extended hours. Business days shall mean Monday through Friday, except for bank holidays. If you fail to properly make payments, crediting such payments may be delayed.

Order of Application. We will apply your payments first to any membership fee or other fees, next to any finance charge or late charge, next to any Cash Advances included in your "Previous Balance," then to Purchases in your "Previous Balances."

Unauthorized Use. In the event of possible loss, theft or unauthorized use, Company agrees to notify us immediately. Company may be liable for the unauthorized use of any Card issued under the Corporate Credit Card Agreement. If 10 or more cards are issued pursuant to the Corporate Credit Card Agreement, Company shall be strictly liable for any unauthorized use. If fewer than 10 Cards are issued pursuant to the Corporate Credit Card Agreement, Company will not be liable for unauthorized use of the Card which occurs after it notifies us orally at 1-866-432-8161, or in writing at BANKCARD CENTER, PO BOX 84043, COLUMBUS, GA 31908-4043 of loss, theft, or possible unauthorized use, and Company's liability for unauthorized use of the Card will not exceed \$50.00 per Card for use of a Card by anyone other than an Employee prior to notice to us. However, Card in the possession and control of an Employee, even after his or her authority to use the Card has been revoked by Company, is not considered lost or stolen, and its use by such Employee is not unauthorized. Company must recover the Card from the Employee. Company agrees to assist us in determining the facts and circumstances relating to any unauthorized use of a Card.

6/16/22, 3:20 PM File Print

From:

Cathy Becker

North Tahoe Event Center

Venue

(530) 546-7249

 (/cdn-cgi/l/email-protection)

Bill To:

Anna Atwood

 (/cdn-cgi/l/email-protection)

Project:

6.27.22 North Tahoe Resort Association

Туре

CORP/CONFERENCE

Date

Jun 27, 2022

Time

12:00 pm - 6:00 pm

Location

Evergreen

PAYMENT CONFIRMATION

You've completed 1 of 1 payments / Retainer for "6.27.22 North Tahoe Resort Association Proposal"

INVOICE #93739-001261

TOTAL \$1,500.00

CHARGE DATE 03:20 pm | Jun 16, 2022

DUE DATE Jun 16, 2022

PAYMENT METHOD MasterCard (XXXX-4849)

Page 39 of 41 32 1/1



ORDER CONFIRMATION

Confirmation Number: 2084510010127

Date of Purchase: January 27, 2022

Purchased By: Anthony Karwowski

Customer ID: 8514051



AD Tahoe Local Pass 21/22

Pass #: 20567462805 Start Date/Arrival: 4/1/2021

Guest Name: Anthony Karwowski

Quantity: 1

\$495.00

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Finance Committee Meeting Draft - Meeting Minutes - Thursday Sept 29, 2022

The Finance Committee Meeting was held via Zoom video conferencing.

Committee Members that joined via teleconference: Dan Tester and Jim Phelan

Staff in attendance: Francois Cazalot, Kim Brown and Tony Karwowski

Others in attendance:

- A. Meeting called to order at 3:05 pm. A quorum as not established for today's meeting.
- B. Roll Call: Chair, Dan Tester, Jim Phelan, Kim Brown, Francois Cazalot and Tony Karwowski
- C. Public Comments: None
- D. Agenda Amendments and Approval A quorum was not established but agenda was accepted as presented.
- E. Review and Approval of Preliminary Financials

Cazalot shared the reason behind not having completed the August Financials for this meeting. The training on the new software, GP Dynamics was completed with staff member Dewitt Van Siclen who is no longer with the organization. There has been challenges with the new software which has resulted in a backlog of other journal entries, and in addition to that, the new staff accountant just gave her resignation. Cazalot stated he has reached out to Bonnie Bavetta to see if she is available as a consultant to help mitigate some of the current issues. A new Account Manager Derek Vaughn has been hired but is not starting before mid-October. The new account manager has some experience with GP Dynamics.

Phelan questioned if NLTRA are doing some accounting in Quickbooks? Cazalot stated the Coop Financials are still completed in QuickBooks along with the Visitor Center operations. Tester suggested maybe bringing in a temp to help assist in this transition period. Karwowski emphasized he wants to ensure Cazalot is supported through this transition period, and they are exploring options to hire a new staff accountant. He also shared that he and Dewitt had talks with a few temp agencies recently and two of the agencies did not have staff available and the third agency was only interested if signing a one-year agreement. Tester questioned if this position could be done remotely and Cazalot stated it's not fully remotely as there are a few hand-on items that he/she will need to be in the office for.

Tester questioned if there are concerns about not having August Financials for the October Board of Directors meeting. Cazalot stated with Liz's departure he is not sure if the is able to get August Financials ready, but he will try his best to get this completed. Phelan and Tester both recommended giving the Board of Directors a brief explanation of why the August Financials is not available and including them next month along with September Financials.

- F. CEO Expense Report
 - Cazalot stated that the CEO's expense report for August is almost ready.

Tester question if the CEO expense report is being included in the board packet under consent calendar, or if it will go with August financials next month? Phelan recommended it will be tabled until next meeting.

G. Items for Committee Review, Discussion/ or Recommendations – Follow up with auditors
Cazalot has been transparent with the auditors, and we will wait to see if there is an opportunity to bring them in
to the office soon, but that depends on Bonnie Bavetta availability. The auditors have requested that staff is

transparent with the Finance Committee members regarding all the hurdles NLTRA are currently phased with.

Consulting for Accounting System Transition - This has already been covered.

New IT Firm Service Agreement – The new IT services agreement has been signed and he is looking forward to having them start their new contract and is hoping for a smooth transition between the old service provider and the new service provider.

Consultant Hire for Grant Process for TBID and TOT – Karwowski shared Erin Casey has been hired as an consultant to complete the grant process. She will be getting feedback from TOT committee, TBID Advisory and Zone 1 committee.

Phelan requested that Karwowski call him regarding regularly scheduled TBID Advisory meeting.

- H. Supplemental Information None
- Agenda Input for Next Finance Committee Meeting
 Tester requested August and September Financials for next meeting and update on audit and staffing.
- J. Next meeting Date The next meeting is scheduled for Wednesday, Aug 26th at 3:30pm.
- K. Committee Member Comments Phelan shared he appreciate Francois tenacity during this transition period. Both Karwowski and Tester echoed the same sentiment.
- L. Adjournment Meeting adjourned at 3:50pm.

Minutes submitted by, Anna Atwood NLTRA

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

August 31, 2022

Balance Sheet - PY

Comparison North Lake Tahoe Resort Association

For the Two Months Ending Wednesday, August 31, 2022

&P of &N 10/26/2022 12:30 PM

			12:30 PM
		YTD	
	A.u. 0000		
	Aug 2022	Aug 2021	***
	2022	2021	Variance
Current Assets			
Cash - TBID Operations	3,787,929	0	(3,787,929)
Cash - TOT Operations	1,098,031	1,697,348	599,317
Special Event Funding	1,539	39,803	38,264
Cash Flow Reserve	101,077	100,976	(101)
Marketing Reserve	50,386	50,356	(30)
Payroll Reserve	46,633	68,102	21,469
Cash in Drawer	4,633	139	(4,494)
Petty Cash	158	158	0
Accounts Receivable	5,000	1,000	(4,000)
Accounts Receivable - TBID	1,867,308	0	(1,867,308)
Accounts Receivable - TOT	0	432,499	432,499
Accounts Receivable - Membership Dues	44,155	17,025	(27,130)
Accounts Receivable - Membership Activities	470	985	515
Allowance for Doubtful Accounts	(794)	(9,632)	(8,837)
Accounts Receivable - NLTMC	965	5,932	4,967
Accounts Receivable - Other	61,518	2,442	(59,076)
Inventory Asset	17,743	26,867	9,124
Gift Cards Outstanding	18	18	0
Prepaid Expenses	(7,450)	6,500	13,950
Prepaid Postage	100	100	0
Prepaid Insurance	2,754	2,689	(65)
Deposits	1,672	1,150	(522)
Total Current Assets	7,083,845	2,444,457	(4,639,388)
Fixed Assets			
Furniture & Fixtures	43,330	43,330	0
Accumulated Depreciation - Furnitures & Fixtures	(43,330)	(43,330)	0
Computer Equipment	11,013	11,013	0
Accumulated Depreciation - Computer Equipment	\$1 COMOUNTS I		1,986
Computer Software	(5,208)	(3,222)	0
	6,206	6,206	0
Accumulated Depreciation - Computer Software Leasehold Improvements	(6,206) 24,284	(6,206)	0
		24,284	0
Accumulated Depreciation - Leasehold Improvements	(24,284) 5,805	(24,284)	
Total Fixed Assets		7,791	1,986
	0,000	.,	1,000
Total Assets	\$7,089,650	\$2,452,248	(\$4,637,402)
Total Assets		100 - 2014000	
20 % WARRY P. D.		100 - 2014000	
Liabilities		100 - 2014000	
Liabilities Current Liabilities		100 - 2014000	
Liabilities		\$2,452,248 69,892	
Liabilities Current Liabilities	\$7,089,650	\$2,452,248	(\$4,637,402)
Liabilities Current Liabilities Accounts Payable	\$7,089,650	\$2,452,248 69,892	(\$4,637,402) 102,410
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other	\$7,089,650 172,301 23,835	\$2,452,248 69,892 22,140	(\$4,637,402) 102,410 1,695
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable	\$7,089,650 172,301 23,835 8,558 61,865 35,798	\$2,452,248 69,892 22,140 41,223	(\$4,637,402) 102,410 1,695 (32,665)
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable	\$7,089,650 172,301 23,835 8,558 61,865	\$2,452,248 69,892 22,140 41,223 44,055	(\$4,637,402) 102,410 1,695 (32,665) 17,810
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable	\$7,089,650 172,301 23,835 8,558 61,865 35,798	\$2,452,248 69,892 22,140 41,223 44,055 62,280	102,410 1,695 (32,665) 17,810 (26,482)
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350	102,410 1,695 (32,665) 17,810 (26,482) 173
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379	102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000)	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0	102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433)
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000)	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0	102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000)
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County Suspense (may include rounding)	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660)	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0	102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660)
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Member Activities Deferred Revenue - TMBC Due To/From County	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803	102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329)
Liabilities Current Liabilities Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due TofFrom County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due Tol/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due TofFrom County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due Tol/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Total Tax Payable Long-Term Debt	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25 2,961	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due Tol/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Total Tax Payable	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Long-Term Debt Total Liabilities	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25 2,961 1,623,816	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25 2,961 1,623,816	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334 327,936
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25 2,961 1,623,816	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334 327,936 (50,018) (100,839)
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due Tol/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,961 1,623,816 0 0 0	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334 327,936 (50,018) (100,839) (331,856)
Liabilities Current Liabilities Accounts Payable Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve Unrestricted Net Assets	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,961 1,623,816 0 0 17,493	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856 17,781	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334 327,936 (50,018) (100,839) (331,856) (288)
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve Unrestricted Net Assets TBID Reserve	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25 2,961 1,623,816	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856 17,781 0	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334 327,936 (50,018) (100,839) (331,856) (288) 4,934,687
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve Unrestricted Net Assets TBID Reserve Net Income	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25 2,961 1,623,816 0 0 17,493 4,934,687 513,652	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856 17,781 0 0	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334 327,936 (50,018) (100,839) (331,856) (288) 4,934,687 513,652
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve Unrestricted Net Assets TBID Reserve Net Income Total Equity	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25 2,961 1,623,816 0 0 0 17,493 4,934,687 513,652 5,465,832	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856 17,781 0 0 500,494	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,688 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334 327,936 (50,018) (100,839) (331,856) (288) 4,934,687 513,652 (4,965,338)
Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve Unrestricted Net Assets TBID Reserve Net Income	\$7,089,650 172,301 23,835 8,558 61,865 35,798 1,391 22,561 82,917 35,525 (6,000) 1,290 1,195,474 (14,660) 1,620,855 2,936 25 2,961 1,623,816 0 0 17,493 4,934,687 513,652	\$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856 17,781 0 0	(\$4,637,402) 102,410 1,695 (32,665) 17,810 (26,482) 173 19,182 (117,433) 14,698 (6,000) 0 (285,329) (14,660) 326,602 59 (1,393) 1,334 327,936 (50,018) (100,839) (331,856) (288) 4,934,687 513,652

PL - Budget vs Actual
North Lake Tahoe Resort Association
NLTRA:SUMMARY Summary of All Units

Revenues 6,000 0 6,000 9,000 1,000 1,000 9,000 9,000 1,000 <t< th=""><th>,</th><th>Aua 4</th><th>วกรร</th><th></th><th colspan="3">Fiscal 2022</th></t<>	,	Aua 4	วกรร		Fiscal 2022		
Revenues				Variance			Variance
Revenue		Actual	<u> </u>	variance	Actual	Duaget	variance
Revenue	Revenue	6 000	n	6 000	6 000	0	6 000
Tello Revenue			-				
Retail Revenue - Morchandiso Sales 521 0 521 809 0 809			-			•	6,058
Revenue Interest & Investments Total Revenues 504,620 498,106 6,514 1,008,178 995,729 12,448			-				
Total Revenues 504,620 498,106 6,514 1,008,178 995,729 12,448 Cost of Goods Sold 6,070 2,375 3,695 13,274 4,750 8,524 Frielpht & Shipping Costs 0 0 0 236 0 236 0 236 0 236 0 236 0 0 0 0 13 0 13 0 13 0 13 Arits of the Month - Consignment Expense 25 525 524 0 524 Total Cost of Goods Sold 6,295 2,375 3,920 14,046 4,750 9,296 Total Cost of Goods Sold 4,950 495,731 2,594 994,131 990,979 3,152 Salaries & Wages 55,795 115,644 (58,849) 122,064 231,288 (109,224) P/R - 136 Expense 55,916 115,644 (58,849) 122,064 231,288 (109,224) P/R - 136 Expense 55,916 115,644 (7,095) 12,033 42,293 (20,195) P/R - Workmans Comp 4,199 21,414 (7,095) 12,264 231,288 (109,224) P/R - 136 Expense 10 1,1503 4,279 (2,776) 3,666 8,558 (4,245) (2,145) P/R - Workmans Comp 4 1,190 4,406 (4,086) 1,263 4,279 (2,776) 3,666 8,558 (4,279) P/R - Workmans Comp 4 1,190 4,406 (4,086) 1,263 4,279 (2,776) 3,666 8,558 (4,279) P/R - Workmans Comp 4 1,190 4,190		521	0	521	809	0	809
Cost of Goods Sold 6,070 2,375 3,695 13,274 4,750 8,524			400 400	0.544	4 000 470	005 700	40.440
Freight & Shipping Costs POS Inventory Adjustments 0 0 0 0 13 0 13	lotal Revenues	504,620	498,106	6,514	1,008,178	995,729	12,448
Freight & Shipping Costs POS Inventory Adjustments 0 0 0 0 13 0 13	Coot of Coods Sold	6 070	2 275	2 605	42 274	4.750	0 504
POS Inventory Adjustments		•		•			
Total Cost of Goods Sold 6,295 2,375 3,920 14,046 4,750 9,296 Gross Profit 498,325 495,731 2,594 994,131 990,979 3,152 Solaries & Wagee 56,795 115,644 (58,849) 122,064 231,288 (109,224) PPR - Trax Expense 5,391 11,523 (6,131) 10,631 23,045 (12,415) PPR - Health Insurance Expense 4,319 21,414 (17,095 12,633 42,829 (30,196) PPR - Workmans Comp 0 (4,086) 12,633 42,829 (30,196) PPR - Workmans Comp 1,503 4,279 (2,776) 3,666 8,558 (4,892) Cher Benefits & Expenses 2 2 407 (384) 1,301 32 (38,131) 1943 (2,131) 1949 (3,354 (2,405) 1949) PR - Workmans Comp 1 1,503 4,279 (2,776) 3,666 8,558 (4,892) Cher Benefits & Expenses 2 2 407 (384) 1,301 394 3,354 (2,405) 1949 (2,766) 1949 (2,							
Salaries & Wages Salaries & Salaries & Salaries Salaries & Salaries & Salaries Salaries & Salarie							
Salaries & Wages	Total Cost of Goods Sold	6,295	2,375	3,920	14,046	4,750	9,296
Solaries & Wages 56,795 115,644 (58,849) 122,064 231,288 (109,224) PR - Tax Expense 5,391 11,523 (6,131) 10,631 23,045 (12,415) PR - Health Insurance Expense 5,391 11,523 (6,131) 10,631 23,045 (12,415) PR - Health Insurance Expense 4,319 21,414 (17,095) 12,633 42,829 (30,196) (17,140) (16) 1,503 4,279 (2,776) 3,666 8,558 (4,892) (3,171) (4) (16) (1,00)	Gross Profit	498.325	495.731	2.594	994.131	990.979	3.152
P/R Tax Expense		,	,	_,	,	,	-,
P/R- Health Ínsurance Expense	Salaries & Wages						
P/R- Workmans Comp 401(k) 1,503 4,279 (2,776) 3,666 8,558 4,892) Other Benefits & Expenses 22 407 (384) 1,301 813 488 Rent 14,124 13,931 193 27,836 27,862 (265) Utilities 286 1,677 (1,931) 949 3,354 (2,405) Repairs & Maintenance 2,496 1,331 1,166 2,583 2,661 (78) Telephone & Internet 436 Supplies 76 0 76 76 76 0 76 0 76 76 0 76 0 76 0							
Other Benefits & Expenses 1,503 4,279 (2,776) 3,666 8,558 (4,892) Other Benefits & Expenses 22 407 (384) 1,301 813 488 Rent 14,124 13,931 193 27,836 27,862 (26) Utilities 286 1,677 (1,391) 949 3,354 (2,405) Repairs & Maintenance 2,496 1,331 1,166 2,583 2,651 (78) Telephone & Internet 436 1,644 (1,207) 1,441 3,287 (1,846) Supplies - Office 254 1,200 (946) 1,144 2,586 (1,443) Supplies - Office 254 1,200 (946) 1,144 2,586 (1,443) Supplies - Office 19,87 0 1,987 3,225 12,700 (9,475) Mail 11,281 559 10,721 11,281 1,119 10,162 Taxes, Licenses, Fees 544 8,771 (8,227) 11,034 17,542 (6,507) Credit Card Fees 0 125 (125) 314 250 64 Dues & Subscriptions 390 1,317 (927) 1,673 2,633 (961) Insurance/Bonding 0 1,250 (1,250) 306 2,500 (2,194) Associate Relations 522 567 (445) 794 1,133 (339) Training/Seminars 0 692 (692) 2,100 1,383 717 Travel 0 342 (342) 0 683 (683) Automobile Expenses 0 417 (417) 265 833 (569) Meals & Meetings 0 633 (633) 47 1,267 (1,220) Board Functions 2,724 4,000 (1,276) 3,239 8,000 (4,761) Professional Fees - Accountant 4,550 0 4,550 0 4,550 Professional Fees - Accountant 4,550 0 4,550 0 4,550 Equipment Rental/Leasing 0 343 (343) 491 1,060 (570) Equipment Rental/Leasing 0 343 (343) 491 1,060 (570) Equipment Rental/Leasing 0 343 (133) 153 306 (153) Event Sponsorships 0 2,000 (2,000) 500 40,000 (39,500) NLTMC Contributions 81,085 81,085 0 195,477 195,477 0 Non-NLTMC Marketing 11,500 8,917 2,652 8,266 5,833 (258) Equipment Rental/Leasing 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Expenses 213,988 397,984 (183,996) 466,029 842,536 (374,507) Net Operating Income 284,337 97,747 186,590		,					
Other Benefits & Expenses 22 407 (384) 1,301 813 488 Rent 14,124 13,931 193 27,886 (26) (26) (26) (26) (26) (26) (26) (26) (26) (26) (26) (24) (26) (27) (24) (26) (27) (26) (26) (26) (27) (1,846) (27) (26) (27) (26) (27) (28) (27) (28) (27) (28) (27) (28) (27) (28) (28) (28) (28) (28) (28) (28) (28) (28) (28) (28) (28) (21) (28) (28) (21) (28) (28) (21) (28) (28) (21) (28) (21) <					_		
Rent 14,124 13,931 193 27,836 27,862 (26) Lillities 286 1,677 (1,391) 949 3,354 (2,405) Repairs & Maintenance 2,496 1,331 1,166 2,583 2,661 (78) Telephone & Internet 436 1,644 (1,207) 1,441 3,287 (1,846) Supplies 76 0 76 76 0 76 Supplies Computer 1,987 0 1,987 3,225 12,700 (9,475) Mail 11,281 559 10,721 11,281 1,119 10,162 Taxes, Licenses, Fees 544 8,771 (8,227) 11,281 1,119 10,162 Taxes, Licenses, Fees 544 8,771 (8,227) 11,034 17,542 (6,507) Credit Card Fees 0 125 (125) 314 250 64 Dues & Subscriptions 390 1,317 (927) 1,673 2,2633 (961) 10,140 Associate Relations 522 567 (45) 794 1,133 (339) 4,340 4,340 4,440 4	1 2					•	
Repairs & Maintenance 2,496 1,331 1,166 2,583 2,661 (78) Telephone & Intermet 436 1,644 (1,207) 1,441 3,287 (1,846) Supplies - Office 254 1,200 (946) 1,144 2,586 (1,443) Supplies - Office 254 1,200 (946) 1,144 2,586 (1,443) Supplies - Computer 1,987 0 1,987 3,225 12,700 (9,475) Mail 11,281 559 10,721 11,281 1,119 10,162 Taxes, Licenses, Fees 544 8,771 (8,227) 11,034 17,542 (6,507) Credit Card Fees 0 125 (125) 314 250 64 Dues & Subscriptions 390 1,317 (927) 1,673 2,633 (961) Insurance/Bonding 0 1,250 (1,250) 306 2,500 (2,194) Associate Relations 522 567 (45) 794		14,124	13,931			27,862	(26)
Telephone & Internet 436 1,644 (1,207) 1,441 3,287 (1,846) Supplies - Office 254 1,200 (946) 1,144 2,586 (1,443) Supplies - Computer 1,987 0 1,987 3,225 12,700 (9,475) Mail 11,281 559 10,721 11,281 1,119 10,162 Taxes, Licenses, Fees 544 8,771 (8,227) 11,034 17,542 (6,507) Credit Card Fees 0 125 (125) 314 250 64 Dues & Subscriptions 380 1,317 (927) 1,673 2,633 (961) Insurance/Bonding 0 1,250 (1,250) 306 2,500 (2,194) Associate Relations 522 567 (45) 794 1,133 (339) Travel 0 942 (692) 2,100 1,383 717 Travel 0 342 (342) 0 683 (683)							* ':
Supplies - Office 76 0 76 76 0 76 Supplies - Office 254 1,200 (946) 1,144 2,586 (1,443) Supplies - Computer 1,987 0 1,987 3,225 12,700 (9,475) Mail 11,281 559 10,721 11,281 1,119 10,162 Taxes, Licenses, Fees 544 8,771 (8,227) 11,034 17,542 (6,507) Credit Card Fees 0 125 (125) 314 250 64 Dues & Subscriptions 390 1,317 (927) 1,673 2,633 (961) Insurance/Bonding 0 1,250 (1,250) 306 2,500 (2,194) Associate Relations 522 567 (45) 794 1,133 (339) Training/Seminars 0 682 (692) 2,100 1,383 717 Travel 0 342 (342) 0 683 (683)	•						
Supplies - Office 254 1,200 (946) 1,144 2,586 (1,443) Supplies - Computer 1,987 0 1,987 3,225 12,700 (9,475) Mail 11,281 559 10,721 11,281 1,119 10,162 Taxes, Licenses, Fees 544 8,771 (8,227) 11,034 17,542 (6,507) Credit Card Fees 0 125 (125) 314 250 66,507 Dues & Subscriptions 390 1,317 (927) 1,673 2,633 (961) Insurance/Bonding 0 1,250 (1,250) 306 2,500 (2,194) Associate Relations 522 567 (45) 794 1,133 (339) Training/Seminars 0 692 (692) 2,100 1,383 717 Travel 0 342 (342) 0 683 (683) Automobile Expenses 0 417 (1477) 265 833 (559) <td>•</td> <td></td> <td>•</td> <td></td> <td></td> <td></td> <td></td>	•		•				
Supplies - Computer 1,987 0 1,987 3,225 12,700 (9,475) Mail 11,281 559 10,721 11,281 1,119 10,162 Taxes, Licenses, Fees 544 8,771 (8,227) 111,034 17,542 (6,507) Credit Card Fees 0 1,25 (125) 314 250 64 Dues & Subscriptions 390 1,317 (927) 1,673 2,633 (961) Insurance/Bonding 0 1,250 (1,250) 306 2,500 (2,194) Associate Relations 522 567 (45) 794 1,133 (339) Training/Seminars 0 692 (692) 2,100 1,383 717 Travel 0 342 (342) 0 683 (683) Automobile Expenses 0 417 (417) 265 833 (569) Meals & Meetings 0 633 (633) 47 1,267 (1,220) <td></td> <td></td> <td></td> <td></td> <td></td> <td>_</td> <td></td>						_	
Taxes, Licenses, Fees 544 8,771 (8,227) 11,034 17,542 (6,507) Credit Card Fees 0 125 (125) 314 250 64 Dues & Subscriptions 390 1,317 (927) 1,673 2,633 (961) Insurance/Bonding 0 1,250 (1,250) 306 2,500 (2,194) Associate Relations 522 567 (45) 794 1,133 (339) Training/Seminars 0 692 (692) 2,100 1,383 717 Travel 0 342 (342) 0 683 (683) Automobile Expenses 0 417 (417) 265 833 (569) Meals & Meetings 0 633 (633) 47 1,267 (1,220) Board Functions 2,724 4,000 (1,276) 3,239 8,000 (4,761) Professional Fees - Altourney 0 2,500 (2,500) 300 5,000 (•	1,987	3,225	12,700	(9,475)
Credit Card Fees 0 125 (125) 314 250 64 Dues & Subscriptions 390 1,317 (927) 1,673 2,633 (961) Insurance/Bonding 0 1,250 (1,250) 306 2,500 (2,194) Associate Relations 522 567 (45) 794 1,133 (339) Training/Seminars 0 692 (692) 2,100 1,383 717 Travel 0 342 (342) 0 683 (683) Automobile Expenses 0 417 (417) 265 833 (569) Meals & Meetings 0 633 (633) 47 1,267 (1,220) Board Functions 2,724 4,000 (1,276) 3,239 8,000 (4,761) Professional Fees - Attourney 0 2,500 (2,500) 300 5,000 (4,761) Professional Fees - Actountant 4,550 0 4,550 0 4,550 0<							
Dues & Subscriptions 390 1,317 (927) 1,673 2,633 (961) Insurance/Bonding 0 1,250 (1,250) 306 2,500 (2,194) Associate Relations 522 567 (45) 794 1,133 (339) Training/Seminars 0 692 (692) 2,100 1,383 717 Travel 0 342 (342) 0 683 (683) Automobile Expenses 0 417 (417) 265 833 (589) Meals & Meetings 0 633 (633) 47 1,267 (1,220) Board Functions 2,724 4,000 (1,276) 3,239 8,000 (4,761) Professional Fees - Attourney 0 2,500 (2,500) 300 5,000 (4,761) Professional Fees - Attourney 0 2,500 (2,500) 300 5,000 (4,700) Professional Fees - Attourney 0 2,500 (5,50) 30							· · · · · · · · · · · · · · · · · · ·
Insurance/Bonding							
Associate Relations 522 567 (45) 794 1,133 (339) Training/Seminars 0 692 (692) 2,100 1,383 717 Travel 0 342 (342) 0 683 (683) Automobile Expenses 0 417 (417) 265 833 (569) Meals & Meetings 0 633 (633) 47 1,267 (1,220) Board Functions 2,724 4,000 (1,276) 3,239 8,000 (4,761) Professional Fees 6,924 5,750 1,174 9,004 11,500 (2,496) Professional Fees - Atcourney 0 2,500 (2,500) 300 5,000 (4,700) Professional Fees - Atcountant 4,550 0 4,550 0 5,500 (2,500) 300 5,000 (4,700) Professional Fees - Atcountant 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 <	•						
Travel 0 342 (342) 0 683 (683) Automobile Expenses 0 417 (417) 265 833 (569) Meals & Meetlings 0 633 (633) 47 1,267 (1,220) Board Functions 2,724 4,000 (1,276) 3,239 8,000 (4,761) Professional Fees 6,924 5,750 1,174 9,004 11,500 (2,496) Professional Fees - Actountant 4,550 0 4,550 300 5,000 (4,700) Professional Fees - Accountant 4,550 0 4,550 4,550 0 4,550 Professional Fees - Accountant 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 1,500 0 1,500 0 1,500	Associate Relations		567	(45)		1,133	
Automobile Expenses 0 417 (417) 265 833 (569) Meals & Meetings 0 633 (633) 47 1,267 (1,220) Board Functions 2,724 4,000 (1,276) 3,239 8,000 (4,761) Professional Fees 6,924 5,750 1,174 9,004 11,500 (2,496) Professional Fees - Accountant 4,550 0 4,550 300 5,000 (4,700) Professional Fees - Accountant 4,550 0 4,550 0 5,500 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 4,550 0 1,500 1,500 1,500 1,500 1,500 1,500 <					•		
Meals & Meetings 0 633 (633) 47 1,267 (1,220) Board Functions 2,724 4,000 (1,276) 3,239 8,000 (4,761) Professional Fees 6,924 5,750 1,174 9,004 11,500 (2,496) Professional Fees - Attourney 0 2,500 (2,500) 300 5,000 (4,700) Professional Fees - Attourney 0 2,500 (2,500) 300 5,000 (4,700) Professional Fees - Attourney 0 2,500 (2,500) 300 5,000 (4,700) Professional Fees - Attourney 0 2,500 4,550 0 0 4,550 Equipment Support & Maintenance 5,579 2,917 2,662 8,266 5,833 2,433 Equipment Rental/Leasing 0 343 (343) 491 1,060 (570) Depreciation 0 153 (153) 153 306 (153) Depreciation 0 20,000 (20,0							
Board Functions	•						
Professional Fees - Attourney 0 2,500 (2,500) 300 5,000 (4,700) Professional Fees - Accountant 4,550 0 4,550 0 4,550 Equipment Support & Maintenance 5,579 2,917 2,662 8,266 5,833 2,433 Equipment Rental/Leasing 0 343 (343) 491 1,060 (570) Depreciation 0 153 (153) 153 306 (153) Event Sponsorships 0 20,000 (20,000) 500 40,000 (39,500) NLTMC Contributions 81,085 81,085 0 195,477 195,477 0 Non-NLTMC Marketing 11,500 8,917 2,583 11,500 17,987 0 17,987 Chamber Activities 1,200 832 368 1,200 1,664 (464) Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 <		2,724					
Professional Fees - Accountant 4,550 0 4,550 4,550 0 4,550 Equipment Support & Maintenance 5,579 2,917 2,662 8,266 5,833 2,433 Equipment Rental/Leasing 0 343 (343) 491 1,060 (570) Depreciation 0 153 (153) 153 306 (153) Event Sponsorships 0 20,000 (20,000) 500 40,000 (39,500) NLTMC Contributions 81,085 81,085 0 195,477 195,477 0 Non-NLTMC Marketing 11,500 8,917 2,583 11,500 17,833 (6,333) In-Market/Tourism 0 0 0 17,987 0 17,987 Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Expenses 213,988 397,984 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>							
Equipment Support & Maintenance 5,579 2,917 2,662 8,266 5,833 2,433 Equipment Rental/Leasing 0 343 (343) 491 1,060 (570) Depreciation 0 153 (153) 153 306 (153) Event Sponsorships 0 20,000 (20,000) 500 40,000 (39,500) NLTMC Contributions 81,085 81,085 0 195,477 195,477 0 Non-NLTMC Marketing 11,500 8,917 2,583 11,500 17,833 (6,333) In-Market/Tourism 0 0 0 17,987 0 17,987 Chamber Activities 1,200 832 368 1,200 1,664 (464) Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Income 284,337 97,747 186,590 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>							
Equipment Rental/Leasing 0 343 (343) 491 1,060 (570) Depreciation 0 153 (153) 153 306 (153) Event Sponsorships 0 20,000 (20,000) 500 40,000 (39,500) NLTMC Contributions 81,085 81,085 0 195,477 195,477 0 Non-NLTMC Marketing 11,500 8,917 2,583 11,500 17,833 (6,333) In-Market/Tourism 0 0 0 17,987 0 17,987 Chamber Activities 1,200 832 368 1,200 1,664 (464) Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Expenses 213,988 397,984 (183,996) 468,029 842,536 (374,507) Net Operating Income 284,337 97,747 18			_	* .		-	
Depreciation 0 153 (153) 153 306 (153) Event Sponsorships 0 20,000 (20,000) 500 40,000 (39,500) NLTMC Contributions 81,085 81,085 0 195,477 195,477 0 Non-NLTMC Marketing 11,500 8,917 2,583 11,500 17,833 (6,333) In-Market/Tourism 0 0 0 17,987 0 17,987 Chamber Activities 1,200 832 368 1,200 1,664 (464) Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Expenses 213,988 397,984 (183,996) 468,029 842,536 (374,507) Net Operating Income 284,337 97,747 186,590 526,102 148,443 377,659							
NLTMC Contributions 81,085 81,085 0 195,477 195,477 0 Non-NLTMC Marketing 11,500 8,917 2,583 11,500 17,833 (6,333) In-Market/Tourism 0 0 0 17,987 0 17,987 Chamber Activities 1,200 832 368 1,200 1,664 (464) Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Expenses 213,988 397,984 (183,996) 468,029 842,536 (374,507) Net Operating Income 284,337 97,747 186,590 526,102 148,443 377,659						306	
Non-NLTMC Marketing 11,500 8,917 2,583 11,500 17,833 (6,333) In-Market/Tourism 0 0 0 17,987 0 17,987 Chamber Activities 1,200 832 368 1,200 1,664 (464) Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Expenses 213,988 397,984 (183,996) 468,029 842,536 (374,507) Net Operating Income 284,337 97,747 186,590 526,102 148,443 377,659				, , , , , ,			
In-Market/Tourism 0 0 0 17,987 0 17,987 Chamber Activities 1,200 832 368 1,200 1,664 (464) Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Expenses 213,988 397,984 (183,996) 468,029 842,536 (374,507) Net Operating Income 284,337 97,747 186,590 526,102 148,443 377,659 Other Expense/ <income> </income>				_			
Chamber Activities 1,200 832 368 1,200 1,664 (464) Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Expenses 213,988 397,984 (183,996) 468,029 842,536 (374,507) Net Operating Income 284,337 97,747 186,590 526,102 148,443 377,659 Other Expense/ <income> </income>		_					
Chamber Activities - TMBC 0 250 (250) 0 500 (500) Allocated Administrative Overhead 0 79,432 (79,432) 0 158,863 (158,863) Total Operating Expenses 213,988 397,984 (183,996) 468,029 842,536 (374,507) Net Operating Income 284,337 97,747 186,590 526,102 148,443 377,659 Other Expense/ <income> </income>						-	
Total Operating Expenses 213,988 397,984 (183,996) 468,029 842,536 (374,507) Net Operating Income 284,337 97,747 186,590 526,102 148,443 377,659 Other Expense/ <income> </income>		_				•	
Net Operating Income 284,337 97,747 186,590 526,102 148,443 377,659 Other Expense/ <income> </income>	Allocated Administrative Overhead		·		,		
Other Expense/ <income></income>	Total Operating Expenses	213,988		<u>(183,996)</u>			(374,507)
	Net Operating Income	284,337	97,747	186,590	526,102	148,443	377,659
	Other Expense/ <income></income>						
		284,337	97,747	186,590	526,102	148,443	377,659

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:01 MPSE

	Aug 2022		Fiscal 2022			
	Actual	Budget	<u>Variance</u>	Actual	Budget	<u>Variance</u>
Revenues Revenue - Interest & Investments	255,206	255,205	0	508,583	508,583	0
Total Revenues	255,206	255,205	0	508,583	508,583	0
Gross Profit	255,206	255,205	0	508,583	508,583	0
Salaries & Wages	4,926	34,999	(30,073)	26,878	69,998	(43,120)
P/R - Tax Expense	367	3,500	(3,133)	2,251	7,000	(4,749)
P/R - Health Insurance Expense	2,749	7,023	(4,274)	2,227	14,046	(11,819)
P/R - Workmans Comp	0	1,227	(1,227)	0	2,454	(2,454)
401(k)	197	1,327	(1,130)	1,013	2,653	(1,640)
Other Benefits & Expenses	7	137	(129)	5	273	(269)
Rent	2,227	2,529	(302)	4,454	5,058	(605)
Utilities	0	452	(452)	0	903	(903)
Telephone & Internet	0	468	(468)	75	937	(862)
Supplies - Office	0 0	50 0	(50)	0 134	286 5,000	(286)
Supplies - Computer Mail	0	126	0 (126)	134	252	(4,866) (252)
Taxes, Licenses, Fees	0	63	(63)	0	232 125	(125)
Dues & Subscriptions	0	125	(125)	650	250	400
Associate Relations	0	83	(83)	28	167	(139)
Travel	ŏ	58	(58)	0	117	(117)
Automobile Expenses	ŏ	83	(83)	ŏ	167	(167)
Meals & Meetings	ŏ	42	(42)	ŏ	83	(83)
Equipment Rental/Leasing	ŏ	115	(115)	ŏ	356	(356)
Event Sponsorships	Ŏ	20,000	(20,000)	0	40,000	(40,000)
NLTMC Contributions	81,085	81,085	(==,==,	195,477	195,477	0
Non-NLTMC Marketing	11,500	6,833	4,667	11,500	13,667	(2,167)
In-Market/Tourism	0	. 0	0	5,352	0	5,352
Allocated Administrative Overhead	49,782	29,681	20,101	99,444	59,362	40,082
Total Operating Expenses	152,841	190,006	(37,166)	349,487	418,632	(69,145)
Net Operating Income	102,365	65,199	37,166	159,096	89,950	69,146
Other Expense/ <income></income>						
Net Income	102,365	65,199	37,166	159,096	89,950	69,146

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:02 Z1S

	Aug	2022		Fiscal 2022			
	Actual	Budget	Variance	Actual	Budget	Variance	
Revenues Revenue - Interest & Investments	71,944	71,944	0	143,372	143,372	0	
Total Revenues	71,944	71,944	0	143,372	143,372	0	
Gross Profit	71,944	71,944	0	143,372	143,372	0	
Salaries & Wages	1,385	3,831	(2,446)	2,822	7,662	(4,840)	
P/R - Tax Expense	106	383	(277)	238	766	(528)	
P/R - Health Insurance Expense	0	616	(616)	0	1,231	(1,231)	
P/R - Workmans Comp	0	134	(134)	0	269	(269)	
401(k)	55	153	(98)	125	306	(182)	
Other Benefits & Expenses	0	10	(10)	0	20	(20)	
Rent	396	174	222	792	348	444	
Utilities	0	33	(33)	0	66	(66)	
Telephone & Internet	0	34	(34)	0	69	(69)	
Supplies - Office	0	83	(83)	0	167	(167)	
Supplies - Computer	0	0	0	134	700	(566)	
Taxes, Licenses, Fees	0	25	(25)	0	50	(50)	
Dues & Subscriptions	0	17	(17)	0	33	(33)	
Associate Relations	0	17	(17)	0	33	(33)	
Automobile Expenses	0	42	(42)	0	83	(83)	
Meals & Meetings	0	83	(83)	0	167	(167)	
Equipment Rental/Leasing	0	8	(8)	0	26	(26)	
Non-NLTMC Marketing Allocated Administrative Overhead	0	417	(417)	1 100	833	(833)	
	732	8,367	(7,635)	1,463	16,734	(15,272)	
Total Operating Expenses	2,674	14,428	<u>(11,754)</u>	5,574	29,565	(23,991)	
Net Operating Income	69,270	57,516	11,754	137,798	113,807	23,991	
Other Expense/ <income></income>							
Net Income	69,270	57,516	11,754	137,798	113,807	23,991	

PL - Budget vs Actual

North Lake Tahoe Resort Association NLTRA:03 VSVC

Aug 2022 Fiscal 2022 Budget Variance **Budget** Variance Actual Actual Revenues 35,486 35,486 0 70,717 70,717 0 27,000 (419)Retail Revenue 11,993 12,000 (7)26,581 521 809 809 Retail Revenue - Merchandise Sales 521 0 Revenue - Interest & Investments **Total Revenues** 48,000 47,486 514 98,107 97,717 390 6,070 2,375 3,695 13,274 4,750 8,524 Cost of Goods Sold 236 236 Freight & Shipping Costs 0 0 0 POS Inventory Adjustments 13 0 0 0 13 0 Artist of the Month - Consignment Expense 225 225 524 524 0 0 4,750 9,296 **Total Cost of Goods Sold** 6,295 2,375 3,920 14,046 **Gross Profit** 41,704 45,111 (3,406)84,061 92,967 (8,906)3,922 Salaries & Wages 14,373 13,002 1,371 29,926 26,004 619 P/R - Tax Expense 1,531 1,259 272 3,136 2,517 P/R - Health Insurance Expense 4,026 (3,954)85 2,013 (1,928)72 (487)P/R - Workmans Comp 0 487 0 974 (974)401 337 65 798 673 124 401(k) Other Benefits & Expenses 40 (33)80 (73)(198)6,650 6,848 13,300 13,695 (395)Rent (644)Utilities 286 465 (179)286 930 Telephone & Internet (274)0 137 (137) 0 274 Supplies 76 n 76 76 n 76 Supplies - Office 9 458 (450)9 917 (908)Supplies - Computer 294 294 n 0 n 0 Mail 0 17 (17)0 33 (33)0 25 (25)0 50 (50)Taxes, Licenses, Fees Credit Card Fees 0 125 (125)314 250 64 **Dues & Subscriptions** 0 17 (17)33 (33)0 Associate Relations 0 118 83 35 42 (42)Automobile Expenses 0 83 (83)0 167 (167)Meals & Meetings 0 17 0 8 (8) (17)Equipment Rental/Leasing 0 34 (34)0 104 (104)Non-NLTMC Marketing (417)(833)0 417 0 833 Allocated Administrative Overhead 16,806 8,413 4,127 4.286 8,254 8,552 **Total Operating Expenses** 31,832 29,939 1,893 65,143 59,915 5,227 **Net Operating Income** 9,872 15,171 (5,299)18,918 33,052 (14, 134)Other Expense/<Income> (5,299)18,918 33,052 (14, 134)**Net Income** 9,872 15,171

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:04 BSA

	Aug	2022		Fiscal	2022	22	
	Actual	Budget	Variance	Actual	Budget	Variance	
Revenues	26,736	26,736	0	53,280	53,280	0	
Revenue - Interest & Investments	20,730	20,730	U	33,260	55,280	U	
Total Revenues	26,736	26,736	0	53,280	53,280	0	
Gross Profit	26,736	26,736	0	53,280	53,280	0	
Salaries & Wages	1,385	10,856	(9,471)	3,021	21,712	(18,691)	
P/R - Tax Expense	106	1,086	(980)	227	2,171	(1,944)	
P/R - Health Insurance Expense	0	2,869	(2,869)	0	5,739	(5,739)	
P/R - Workmans Comp	0	381	(381)	0	761	(761)	
401(k)	55	384	(329)	119	768	(649)	
Other Benefits & Expenses	0	43	(43)	0	87	(87)	
Rent	464	904	(440)	928	1,809	(881)	
Utilities	0	143	(143)	0	286	(286)	
Telephone & Internet	0	149	(149)	0	297	(297)	
Supplies - Office	0	150	(150)	0	300	(300)	
Supplies - Computer	0	0	0	268	700	(432)	
Taxes, Licenses, Fees	0	25	(25)	0	50	(50)	
Dues & Subscriptions	390	17	373	390	33	357	
Associate Relations	0	42	(42)	0	83	(83)	
Automobile Expenses	0	42	(42)	0	83	(83)	
Meals & Meetings	0	83	(83)	0	167	(167)	
Equipment Rental/Leasing	0	37	(37)	0	113	(113)	
Non-NLTMC Marketing	0	417	(417)	0	833	(833)	
Chamber Activities	1,200	832	368	1,200	1,664	(464)	
Chamber Activities - TMBC	0	250	(250)	0	500	(500)	
Allocated Administrative Overhead	862	2,948	(2,086)	1,722	5,896_	<u>(4,174)</u>	
Total Operating Expenses	4,462	21,656	(17,195)	<u>7,876</u>	44,053	(36,177)	
Net Operating Income	22,274	5,079	17,195	45,405	9,227	36,177	
Other Expense/ <income></income>							
Net Income	22,274	5,079	17,195	45,405	9,227	36,177	

PL - Budget vs Actual

North Lake Tahoe Resort Association NLTRA:05 EDTO

Aug 2022 Fiscal 2022 Actual Budget Variance Actual Budget Variance 0 73,623 73,623 0 Revenues 36,944 36,944 Revenue - Interest & Investments 0 36,944 36,944 0 73,623 73,623 **Total Revenues Gross Profit** 36,944 0 73,623 73,623 0 36,944 2,822 (12,035)1,385 7,429 (6,044)14,857 Salaries & Wages P/R - Tax Expense 106 743 (637)238 1,486 (1,247)(2,979)1,490 (1,490)2,979 P/R - Health Insurance Expense 0 n P/R - Workmans Comp 0 260 (260)0 521 (521)55 297 (242)125 594 (470)401(k) Other Benefits & Expenses 0 23 (23)0 47 (47)569 406 163 1,138 812 326 Rent Utilities 77 0 154 (154)0 (77)Telephone & Internet 0 80 (80)160 (160)Supplies - Office 42 (42) 0 83 (83)0 Supplies - Computer 0 0 134 1,750 (1,616)Taxes, Licenses, Fees 0 25 50 (50)(25)0 33 Dues & Subscriptions 0 17 0 (33)(17)Associate Relations 0 17 0 33 (33)(17)42 0 83 Automobile Expenses 0 (83)(42)Meals & Meetings 0 42 (42)0 83 (83)0 20 (20)61 Equipment Rental/Leasing 0 (61)Non-NLTMC Marketing 833 0 417 (417)0 (833)(3,506) Allocated Administrative Overhead 791 4,297 1,580 8,593 (7,014)2,906 15,721 (12,816)6,037 33,215 (27,177)**Total Operating Expenses** 12,816 21,223 67,586 40,409 27,177 **Net Operating Income** 34,038 Other Expense/<Income> **Net Income** 34,038 21,223 12,816 67,586 40,409 27,177

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:06 SMTI

	Aug	2022	Fiscal 2022			
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues Revenue - Interest & Investments	16,042	16,041	0	31,968	31,968	0
Total Revenues	16,042	16,041	0	31,968	31,968	0
Gross Profit	16,042	16,041	0	31,968	31,968	0
Salaries & Wages	1,385	6,095	(4,711)	2,822	12,190	(9,368)
P/R - Tax Expense	106	610	(504)	238	1,219	(981)
P/R - Health Insurance Expense	0	1,036	(1,036)	0	2,073	(2,073)
P/R - Workmans Comp	0	214	(214)	0	427	(427)
401(k)	55	244	(188)	125	488	(363)
Other Benefits & Expenses	0	17	(17)	0	33	(33)
Rent	458	290	168	916	580	335
Utilities	0	55	(55)	0	110	(110)
Telephone & Internet	0	57	(57)	0	114	(114)
Supplies - Office	0	42	(42)	0	83	(83)
Supplies - Computer	0	0	0	134	1,050	(916)
Taxes, Licenses, Fees	0	25	(25)	0	50	(50)
Dues & Subscriptions	0	17	(17)	0	33	(33)
Associate Relations	0	17	(17)	0	33	(33)
Automobile Expenses	0	42	(42)	0	83	(83)
Meals & Meetings	0	42	(42)	0	83	(83)
Equipment Rental/Leasing	0	14	(14)	0	43	(43)
Event Sponsorships	0	0	0	500	0	500
Non-NLTMC Marketing	0	417	(417)	0	833	(833)
Allocated Administrative Overhead	922	1,866	(944)	1,842_	3,731	(1,890)
Total Operating Expenses	2,926	11,097	(8,172)	6,576	23,260	(16,683)
Net Operating Income	13,116	4,944	8,172	25,392	8,708	16,683
Other Expense/ <income></income>						
Net Income	13,116	4,944	8,172	25,392	8,708	16,683

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:07 Admin

	Aug			Fisca		
	Actual	Budget	<u>Variance</u>	_Actual_	Budget	<u>Variance</u>
Revenues Revenue - Interest & Investments	24,305	24,305	0	48,436	48,436	0
Total Revenues	24,305	24,305	0	48,436	48,436	0
Gross Profit	24,305	24,305	0	48,436	48,436	0
Allocated Administrative Overhead	3,237	28,146	(24,909)	6,467	56,292	(49,825)
Total Operating Expenses	3,237	28,146	(24,909)	6,467	56,292	(49,825)
Net Operating Income	21,068	(3,841)	24,909	41,970	(7,855)	49,825
Other Expense/ <income></income>						
Net Income	21,068	(3,841)	24,909	41,970	(7,855)	49,825

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:08 CAF

	Aug 2022			Fiscal		
	Actual	Budget	<u>Variance</u>	Actual	Budget	<u>Variance</u>
Revenues Revenue - Interest & Investments	9,722	9,722	0	19,375	19,375	0
Total Revenues	9,722	9,722	0	19,375	19,375	0
Gross Profit	9,722	9,722	0	19,375	19,375	0
Taxes, Licenses, Fees	0	7,333	(7,333)	7,167	14,667	(7,500)
Total Operating Expenses	0	7,333	(7,333)	7,167	14,667	(7,500)
Net Operating Income	9,722	2,389	7,333	12,208	4,708	7,500
Other Expense/ <income></income>						
Net Income	9,722	2,389	7,333	12,208	4,708	7,500

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:09 C/R

	Aug 2022			Fisca		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues Revenue - Interest & Investments	9,722	9,722	0	19,375	19,375	0
Total Revenues	9,722	9,722	0	19,375	19,375	0
Gross Profit	9,722	9,722	0	19,375	19,375	0
Net Operating Income	9,722	9,722	0	19,375	19,375	0
Other Expense/ <income></income>						
Net Income	9,722	9,722	0	19,375	19,375	0
Net income	3,122	5,122		19,375	19,375	

PL - Budget vs Actual
North Lake Tahoe Resort Association
NLTRA:10 TOT- H&T

	Aug	2022	Fiscal 2022			Fiscal 2022	
	Actual	Budget	Variance	Actual	Budget	Variance	
Revenue - Interest & Investments							
Salaries & Wages	0	0	0	53	0	53	
P/R - Tax Expense	0	0	0	(22)	0	(22)	
401(k)	0	0	0	(11)	0	(11)	
Allocated Administrative Overhead	7	0	7	13	0	13	
Total Operating Expenses	7	0	7	33		33	
Net Operating Income	(7)	0	(7)	(33)	0	(33)	
Other Expense/ <income></income>							
Net Income	(7)	0	(7)	(33)	0	(33)	

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:11 Chamber

	Aug 2	Aug 2022			Fiscal 2022		
	Actual	Budget	<u>Variance</u>	Actual	Budget	<u>Variance</u>	
Revenues TBID Revenue Revenue - Interest & Investments	6,000 0	0 0	6,000 0	6,000 6,058	0 0	6,000 6,058	
Total Revenues	6,000	0	6,000	12,058	0	12,058	
Gross Profit	6,000	0	6,000	12,058	0	12,058	
Salaries & Wages	11,730	0	11,730	11,730	0	11,730	
P/R - Tax Expense	1,373	0	1,373	1,373	0	1,373	
Total Operating Expenses	13,104	0	13,104	13,104	0	13,104	
Net Operating Income	(7,104)	0	(7,104)	(1,046)	0	(1,046)	
Other Expense/ <income></income>							
Net Income	(7,104)	0	(7,104)	(1,046)	0	(1,046)	

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:12 Admin OH

	Aug	2022	Fiscal 2022			
	Actual	Budget	Variance	Actual	Budget	Variance
Revenue - Interest & Investments						
Salaries & Wages	20,226	39,432	(19,206)	41,989	78,865	(36,876)
P/R - Tax Expense	1,696	3,943	(2,247)	2,950	7,886	(4,936)
P/R - Health Insurance Expense	1,485	6,368	(4,883)	10,333	12,735	(2,402)
P/R - Workmans Comp	0	1,383	(1,383)	. 0	2,765	(2,765)
401(k)	683	1,537	(854)	1,374	3,075	(1,701)
Other Benefits & Expenses	7	137	(129)	1,289	273	1,016
Rent	3,360	2,779	581	6,309	5,558	750
Utilities	0	452	(452)	663	903	(241)
Repairs & Maintenance	2,496	1,331	1,166	2,583	2,661	(78)
Telephone & Internet	436	718	(282)	1,366	1,437	(70)
Supplies - Office	245	375	(130)	1,135	750	385
Supplies - Computer	1,987	0	1,987	2,125	3,500	(1,375)
Mail	11,281	417	10,864	11,281	833	10,447
Taxes, Licenses, Fees	544	1,250	(706)	3,868	2,500	1,368
Dues & Subscriptions	0	1,108	(1,108)	632	2,217	(1,584)
Insurance/Bonding	0	1,250	(1,250)	306	2,500	(2,194)
Associate Relations	522	350	172	649	700	(51)
Training/Seminars	0	692	(692)	2,100	1,383	717
Travel	0	283	(283)	0	567	(567)
Automobile Expenses	0	83	(83)	265	167	98
Meals & Meetings	0	333	(333)	47	667	(620)
Board Functions	2,724	4,000	(1,276)	3,239	8,000	(4,761)
Professional Fees	6,924	5,750	1,174	9,004	11,500	(2,496)
Professional Fees - Attourney	0	2,500	(2,500)	300	5,000	(4,700)
Professional Fees - Accountant	4,550	0	4,550	4,550	0	4,550
Equipment Support & Maintenance	5,579	2,917	2,662	8,266	5,833	2,433
Equipment Rental/Leasing	0	115	(115)	491	356	134
Depreciation	0	153	(153)	153	306	(153)
In-Market/Tourism	0	0	0	12,636	0	12,636
Allocated Administrative Overhead	(64,746)	0	<u>(64,746)</u>	(129,336)	0	(129,336)
Total Operating Expenses	0	79,656	(79,655)	<u>566</u>	162,937	<u>(162,372)</u>
Net Operating Income	0	(79,656)	79,655	(566)	(162,937)	162,372
Other Expense/ <income></income>						
Net Income	0	(79,656)	79,655	(566)	(162,937)	162,372

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

September 30, 2022

Balance Sheet - PY Comparison North Lake Tahoe Resort Association

For the Three Months Ending Friday, September 30, 2022

&P of &N 10/26/2022 12:17 PM

		YTD	
	Sep 2022	Sep 2021	
	2022	2021	Variance
Current Assets		2021	Variance
Cash - TBID Operations	3,673,392	0	(3,673,392)
Cash - TOT Operations	1,098,031	1,697,348	599,317
Special Event Funding	1,539	39,803	38,264
Cash Flow Reserve Marketing Reserve	101,077 50,386	100,976 50,356	(101) (30)
Payroll Reserve	46,633	68,102	21,469
Cash in Drawer	4,633	139	(4,494)
Petty Cash	158	158	0
Accounts Receivable Accounts Receivable - TBID	5,000 2,072,067	1,000 0	(4,000) (2,072,067)
Accounts Receivable - TOT	2,072,007	432,499	432,499
Accounts Receivable - Membership Dues	44,155	17,025	(27,130)
Accounts Receivable - Membership Activities	470	985	515
Allowance for Doubtful Accounts Accounts Receivable - NLTMC	(794) 965	(9,632) 5,932	(8,837) 4,967
Accounts Receivable - Other	61,518	2,442	(59,076)
Inventory Asset	19,005	26,867	7,862
Gift Cards Outstanding	18	18	0
Prepaid Expenses	8,304	6,500	(1,804)
Prepaid Postage Prepaid Insurance	100 2,754	100 2,689	0 (65)
Deposits	1,672	1,150	(522)
Total Current Assets	7,191,083	2,444,457	(4,746,626)
PAR B B No			
Fixed Assets	(52788221	200000	940
Furniture & Fixtures Accumulated Depreciation - Furnitures & Fixtures	43,330	43,330	0
Computer Equipment	(43,330) 11,013	(43,330) 11,013	0
Accumulated Depreciation - Computer Equipment	(5,208)	(3,222)	1,986
Computer Software	6,206	6,206	0
Accumulated Depreciation - Computer Software	(6,206)	(6,206)	0
Leasehold Improvements Accumulated Depreciation - Leasehold Improvements	24,284 (24,284)	24,284 (24,284)	0
Accumulated Depreciation - Leasehold Improvements Total Fixed Assets	5,805	7,791	1,986
Total Fixed Assets	5,805	7,791	1,986
Total Fixed Assets	5,805	7,791	1,986
Total Fixed Assets Total Assets	5,805	7,791	1,986
Total Fixed Assets Total Assets Liabilities Current Liabilities Accounts Payable	5,805 \$7,196,888 295,422	7,791 \$2,452,248 69,892	1,986 (\$4,744,640) 225,531
Total Fixed Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other	5,805 \$7,196,888 295,422 23,835	7,791 \$2,452,248 69,892 22,140	1,986 (\$4,744,640) 225,531 1,695
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable	5,805 \$7,196,888 295,422 23,835 8,558	7,791 \$2,452,248 69,892 22,140 41,223	1,986 (\$4,744,640) 225,531 1,695 (32,665)
Total Fixed Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other	5,805 \$7,196,888 295,422 23,835	7,791 \$2,452,248 69,892 22,140	1,986 (\$4,744,640) 225,531 1,695
Total Fixed Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173
Total Fixed Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880
Total Fixed Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433)
Total Fixed Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698
Total Fixed Assets Total Assets Liabilities Current Liabilities Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000)
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329)
Total Fixed Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000)
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329)
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County Suspense (may include rounding)	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092)	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (12,433) 14,698 (12,000) 0 (285,329) (16,092)
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accured Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspanse (may include rounding) Total Current Liabilities	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329) (16,092)
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Employer Tax Payable Accured Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Total Tax Payable	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329) (16,092) 165,041
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Employer Tax Payable Accured Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Total Tax Payable Long-Term Debt	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25 2,961	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (12,2433) 14,698 (12,000) 0 (285,329) (16,092) 165,041 59 (1,393) 1,334
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Employer Tax Payable Accured Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Total Tax Payable	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329) (16,092) 165,041
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Employer Tax Payable Accured Expenses Deferred Revenue - Membership Dues Deferred Revenue - Chamber Activities Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Total Tax Payable Long-Term Debt	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25 2,961	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (12,2433) 14,698 (12,000) 0 (285,329) (16,092) 165,041 59 (1,393) 1,334
Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25 2,961 1,785,377	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,327 0 1,290 1,480,803 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 55,880 (122,433) 14,698 (12,000) 0 (285,329) (16,092) 165,041 59 (1,393) 1,334 166,375 (50,018) (100,839)
Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Employer Tax Payable Accured Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25 2,961 1,785,377	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329) (16,092) 165,041 59 (1,393) 1,334 166,375 (50,018) (100,839) (331,856)
Total Assets Total Assets Liabilities Current Liabilities Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable PTO Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspense (may include rounding) Total Current Liabilities Sales Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve Unrestricted Net Assets	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25 2,961 1,785,377	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856 17,781	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329) (16,092) 165,041 59 (1,393) 1,334 166,375 (50,018) (100,839) (331,856) (288)
Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspanse (may include rounding) Total Current Liabilities Sales Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve Unrestricted Net Assets TBID Reserve	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25 2,961 1,785,377 0 0 0 17,493 4,934,687	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856 17,781 0	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329) (16,092) 165,041 59 (1,393) 1,334 166,375 (50,018) (100,839) (331,856) (288) 4,934,687
Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due Tof/From County Suspanse (may include rounding) Total Current Liabilities Sales Tax Payable Use Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve Unrestricted Net Assets TBID Reserve Net Income	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25 2,961 1,785,377 0 0 0 17,493 4,934,687 459,329	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856 17,781 0 0	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329) (16,092) 165,041 59 (1,393) 1,334 166,375 (50,018) (100,839) (331,856) (288) 4,934,687 459,329
Total Assets Liabilities Current Liabilities Accounts Payable Accounts Payable - Other Salaries & Wages Payable Incentives Payable PTO Payable 401k Payable Employer Tax Payable Accrued Expenses Deferred Revenue - Membership Dues Deferred Revenue - TMBC Due To/From County Suspanse (may include rounding) Total Current Liabilities Sales Tax Payable Long-Term Debt Total Liabilities Marketing Reserve Cash Flow Reserve Designated Marketing Reserve Unrestricted Net Assets TBID Reserve	5,805 \$7,196,888 295,422 23,835 8,558 76,039 35,798 1,391 59,259 77,917 35,525 (12,000) 1,290 1,195,474 (16,092) 1,782,416 2,936 25 2,961 1,785,377 0 0 0 17,493 4,934,687	7,791 \$2,452,248 69,892 22,140 41,223 44,055 62,280 1,218 3,379 200,350 20,827 0 1,290 1,480,803 0 1,947,457 2,877 1,418 4,295 1,951,752 50,018 100,839 331,856 17,781 0	1,986 (\$4,744,640) 225,531 1,695 (32,665) 31,984 (26,482) 173 55,880 (122,433) 14,698 (12,000) 0 (285,329) (16,092) 165,041 59 (1,393) 1,334 166,375 (50,018) (100,839) (331,856) (288) 4,934,687

PL - Budget vs Actual
North Lake Tahoe Resort Association
NLTRA:SUMMARY Summary of All Units

Revenues		Sep 2022		Fisca			
Revenues				Variance			Variance
Revenues			***************************************	Pumberson			
Tell Revenue	Revenues			6,000			12,000
Retail Revenue - Merchandise Seles 9,039 6,000 3,039 35,5620 33,000 2,0620 Retail Revenue - Interest & Investments 292 0 292 1,101 0 1,101 Revenue - Interest & Investments 220,090 210,759 9,331 1,228,268 1,206,489 21,779 Cost of Goods Sold 4,470 2,375 2,095 17,744 7,125 10,619 Frelph & Shipping Costs 0 0 0 13 0 13 Arits of the Month - Consignment Expense 0 0 0 524 0 524 1,302 1,303 1,							_
Retail Revenue-Merchardise Sales 292 0 292 1,101 0 1,101		-		-		_	
Revenues			•				1,101
Cost of Goods Sold		101	ŭ	202	1,101	•	1,101
Freight & Shipping Costs	Total Revenues	220,090	210,759	9,331	1,228,268	1,206,489	21,779
Freight & Shipping Costs	Cost of Goods Sold	4.470	2.375	2.095	17.744	7.125	10.619
POS Inventory Adjustments		•		•			
Total Cost of Goods Sold	POS Inventory Adjustments						
Salaries & Wages 102,397 115,644 (13,247) 224,461 346,932 (122,471) PIR - Tax Expense 9,188 11,523 (2,335) 19,819 346,932 (124,741) PIR - Tax Expense 9,188 11,523 (2,335) 19,819 346,932 (124,741) PIR - Health Insurance Expense 9,188 11,523 (2,335) 19,819 346,932 (124,741) PIR - Workmans Comp 0 40,986 (4,086) 0 12,257 (12,471) PIR - Workmans Comp 0 40,986 (4,086) 0 12,257 (12,471) PIR - Workmans Comp 0 40,986 (4,086) 0 12,257 (12,475) PIR - Workmans Comp 0 40,986 (4,086) 0 12,257 (12,475) PIR - Workmans Comp 0 40,986 (4,086) 0 12,257 (12,475) PIR - Workmans Comp 0 40,986 (4,086) 0 12,257 (12,475) PIR - Workmans Comp 0 40,987 437 0 437 437 0 437 PIR - Workmans Comp 0 13,331 (1,331) 41,136 41,793 (657) Rent - Other 437 0 437 437 0 437 437 0 437 PIR - Workmans Comp 0 1,331 (1,331) 2,583 3,992 (1,409) Telephone & Internet 550 1,644 (1,114) 1,971 4,951 (2,960) Supplies - Office 391 1,200 (809) 1,535 3,786 (2,251) Supplies - Computer 0 0 0 0 0 0 0 Mell - USPS 275 0 275 0 275 Passes, Licenses, Fees 670 8,771 (3,101) 11,704 26,312 (14,698) Mell - USPS 275 0 275 10,250 (14,698) Passes, Licenses, Fees 670 8,771 (3,101) 11,704 26,312 (14,698) Passes, Licenses, Fees 0 125 (1,250) 306 3,750 (1,354) Duos & Subscriptions 912 1,317 (405) 2,685 3,950 (1,365) Passes, Licenses 0 477 (4,05) 2,685 3,950 (1,365) Passes, Licenses 0 437 (3,40) 4,820 2,000 2,750 Traviell 0 0 0 0 0 0 0 0 0					L		
Salaries & Weges 102,397 115,644 (13,247) 224,461 346,932 (122,471) PRR - Tax Expense 9,188 11,523 (2,335) 19,819 34,568 (14,749) PRR - Health Insurance Expense 9,188 11,523 (2,335) 19,819 34,568 (14,749) PRR - Health Insurance Expense 9,188 11,523 (2,335) 19,819 34,568 (14,749) PRR - Workmans Comp 0 4,086 (4,086) 0 12,257 (12,257) 401(k) 2,366 4,279 (1,913) 6,033 12,837 (6,805) Olher Benefits & Expenses 59 407 (348) 1,360 1,220 140 Rent Other 13,300 13,931 (631) 41,136 41,793 (657) Rent - Other 437 0 437 437 0 437 (6,805) Utilities 0 1,677 (1,677) 949 5,031 (4,082) Repairs & Meintenance 0 1,331 (1,331) 2,583 3,992 (1,408) Telephone & Internet 530 1,644 (1,114) 1,971 4,931 (2,960) Supplies 301 0 301 377 0 377 Supplies - Office 391 1,200 (809) 1,535 3,786 (2,251) Supplies - Computer 0 0 0 0 0,3225 12,700 (9,478) Mail USPS 275 0 275 0 275 Mail USPS 275 0 275 0 275 Mail USPS 275 0 275 Taxes, Licenses, Fees 670 8,771 (8,101) 11,704 26,312 (14,608) Training/Sentinars 2,100 692 1,408 4,200 2,075 2,245 Mail Sussanching 0 1,255 (1,250) 306 3,755 (3,685) Insurance/Bonding 0 1,255 (1,250) 306 3,750 (3,685) Insurance/Bonding 0 1,255 (1,250) 306 3,755 (3,685) Insurance/Bonding 0 1,255 (1,255) 306 3,755 (3,	Total Cost of Goods Sold	4,470	2,375	2,095	18,517	7,125	11,392
P/R- Tax Expense 9,188 11,523 (2,335) 19,819 34,568 (14,749) P/R- Health Insurance Expense 3,355 21,414 (18,049) 15,998 64,243 (48,245) P/R- Workmans Comp 0 4,086 (4,086) 0 12,257 (12,257) (12,257) (12,257) (12,257) (12,257) (12,257) (12,257) (12,257) (13,041) (14,082) (1	Gross Profit	215,620	208,384	7,236	1,209,751	1,199,364	10,388
P/R- Tax Expense 9,188 11,523 (2,335) 19,819 34,668 (14,749) P/R- Health Insurance Expense 3,365 21,414 (18,049) 15,998 64,243 (48,245) P/R- Workmans Comp 0 4,086 (4,086) 0 12,257 (12,257) (12,257) (12,257) (12,257) (13,041) 15,041 (14,042) 15,998 64,243 (48,245) P/R- Workmans Comp 0 4,086 (4,086) 0 12,257 (12,257) (12,257) (13,041) 15,041 (14,042	Salaries & Wages	102,397	115,644	(13,247)	224,461	346,932	(122,471)
P/R- Workmans Comp				(2,335)			(14,749)
Other Benefits & Expenses 5.9		•		, , ,	•		
Other Benefits & Expenses 59 407 (348) 1,360 1,220 140 Rent 13,300 13,931 (631) 41,136 41,793 (657) Rent - Other 437 0 437 437 0 437 Itilities 0 1,677 (1,677) 949 5,031 (4,082) Repairs & Maintenance 0 1,331 (1,331) 2,583 3,992 (1,409) Telephone & Internet 530 1,644 (1,114) 1,971 4,931 (2,960) Supplies - Office 391 1,200 (809) 1,535 3,786 (2,251) Supplies - Computer 0 0 0 3,225 12,700 (9,475) Mail USPS 275 0 275 5 0 275 Taxes, Licenses, Fees 670 8,771 (8,101) 11,704 26,312 (14,608) Credit Card Fees 0 12,55 1,55 3,43 3,55 <	•						
Rent 13,300 13,931 (631) 41,136 41,793 (657) Rent - Other 437 0 437 437 0 437 Utilities 0 1,677 (1,677) 949 5,031 (4,082) Repairs & Maintenance 0 1,331 (1,331) 2,583 3,992 (1,408) Telephone & Internet 530 1,644 (1,114) 1,971 4,931 (2,960) Supplies - Office 391 1,200 (809) 1,535 3,786 (2,251) Supplies - Computer 0 0 0 3,225 12,700 (9,475) Mail 0 0 558 (559) 11,281 1,678 9,602 Mail - USPS 275 0 2,75 0 2,75 0 2,75 Taxes, Licenses, Fees 670 8,771 (8,101) 11,704 26,312 (14,608) Mail - USPS 275 0 2,75 1,250 14,41		,					
Rent - Other 437				, ,			
Utilities 0 1,677 (1,677) 949 5,031 (4,082) Repairs & Maintenance 0 1,331 (1,333) 2,583 3,992 (1,409) Telephone & Internet 530 1,644 (1,114) 1,971 4,931 (2,960) Supplies - Office 391 1,200 (809) 1,555 3,786 (2,251) Supplies - Computer 0 0 0 0 3,225 12,700 (9,475) Mail 0 559 (559) 11,281 1,678 9,602 Mail - USPS 275 0 275 275 0 275 Taxes, Licenses, Fees 670 8,771 (8,101) 11,704 26,312 (14,08) Credit Card Fees 0 125 (125) 314 375 (61) Dues & Subscriptions 912 1,317 (405) 2,685 3,950 (1,365) Insurance/Bonding 0 1,250 (1,265) 3,66 3,750 <td></td> <td></td> <td></td> <td></td> <td></td> <td>•</td> <td>` ,</td>						•	` ,
Telephone & Internet 530 1,644 (1,114) 1,971 4,931 (2,980) Supplies - Office 391 0 301 377 0 377 Supplies - Office 391 1,200 (809) 1,535 3,786 (2,251) Supplies - Computer 0 0 0 3,225 12,700 (9,475) Mail USPS 275 0 275 275 0 275 Taxes, Licenses, Fees 670 8,771 (8,101) 11,704 26,312 (14,608) Credit Card Fees 0 125 (125) 314 375 (61) Dues & Subscriptions 912 1,317 (405) 2,585 3,950 (1,365) Insurance/Bonding 0 1,250 (1,250) 306 3,750 (3,444) Associate Relations 0 567 (567) 794 1,700 (906) Training/Seminars 2,100 692 1,408 4,200 2,075	Utilities					5,031	
Supplies 301 0 301 377 0 377 Supplies - Office 391 1,200 (809) 1,535 3,786 (2,251) Supplies - Computer 0 0 0.90 3,225 12,700 (9,475) Mail USPS 275 0 275 275 0 275 Taxes, Licenses, Fees 670 8,771 (8,101) 11,704 26,312 (14,608) Credit Card Fees 0 0 125 (125) 314 375 (61) Dues & Subscriptions 912 1,317 (405) 2,585 3,950 (1,365) Insurance/Bonding 0 1,250 (1,250) 306 3,750 (3,444) Associate Relations 0 567 (567) 794 1,700 (906) Training/Seminars 2,100 692 1,408 4,200 2,075 2,125 Travel 0 342 (342) 0 1,025	•						
Supplies - Office 391 1,200 (809) 1,535 3,786 (2,251) Supplies - Computer 0 0 0 3,225 12,700 (9,475) Mail - USPS 275 0 275 275 0 275 Eaxes, Licenses, Fees 670 8,771 (8,101) 11,704 26,312 (14,608) Credit Card Fees 0 125 (125) 314 375 (61) Dues & Subscriptions 912 1,317 (405) 2,585 3,950 (1,365) Insurance/Bonding 0 1,250 (1,250) 306 3,750 (3,444) Associate Relations 0 567 (567) 794 1,700 (906) Associate Relations 0 567 (567) 794 1,700 (906) Associate Relations 0 342 1,408 4,200 2,075 2,125 Travel 0 342 1,408 4,200 2,075 2,125 <	•		•			•	
Supplies - Computer 0 0 0 3,225 12,700 (9,475) Mail - USPS 275 0 275 275 0 275 Taxes, Licenses, Fees 670 8,771 (8,101) 11,704 26,312 (14,608) Credit Card Fees 0 125 (125) 314 375 (61) Dues & Subscriptions 912 1,317 (405) 2,585 3,950 (1,365) Insurance/Bonding 0 1,250 (1,250) 306 3,750 (3,444) Associate Relations 0 567 (567) 794 1,700 (906) Training/Seminars 2,100 692 1,408 4,200 2,075 2,125 Travel 0 342 (342) 0 1,025 (1,025) Meals & Meetings 0 633 (633) 47 1,900 (1,853) Board Functions 2,972 4,000 (1,028) 6,212 12,000 (5,788)	• •						
Mail 0 559 (559) 11,281 1,678 9,602 Mail - USPS 275 0 275 0 275 0 275 Taxes, Licenses, Fees 670 8,771 (8,101) 11,704 26,312 (14,608) Credit Card Fees 0 125 (125) 314 375 (61) Dues & Subscriptions 912 1,317 (405) 2,585 3,950 (1,365) Insurance/Bonding 0 1,250 (1,250) 306 3,750 (3,444) Associate Relations 0 567 (567) 794 1,700 (906) Travel 0 342 (342) 0 1,025 (1,025) Automobile Expenses 0 417 (417) 265 1,250 (985) Meals & Meetings 0 633 (633) 47 1,900 (1,853) Board Functions 2,972 4,000 (1,028) 6,212 12,000 (5,788)	, ,						• • •
Mail - USPS	• • •						
Credit Card Fees 0 125 (125) 314 375 (61) Dues & Subscriptions 912 1,317 (405) 2,585 3,950 (1,365) Insurance/Bonding 0 1,250 (1,250) 306 3,750 (3,444) Associate Relations 0 567 (567) 794 1,700 (906) Training/Seminars 2,100 692 1,408 4,200 2,075 2,125 Automobile Expenses 0 417 (417) 265 1,250 (985) Meats & Meetings 0 633 (633) 47 1,900 (1,855) Board Functions 2,972 4,000 (1,028) 6,212 12,000 (5,788) Professional Fees 18,894 5,750 13,144 27,897 17,250 10,647 Professional Fees - Atcountant 1,000 0 1,000 5,550 0 5,550 Equipment Support & Maintenance 0 2,917 (2,917) 8,266<				275			•
Dues & Subscriptions	Taxes, Licenses, Fees			(8,101)			(14,608)
Insurance/Bonding				, ,			, ,
Associate Relations Training/Seminars						•	
Training/Seminars 2,100 692 1,408 4,200 2,075 2,125 Travel 0 342 (342) 0 1,025 (1,025) Automobile Expenses 0 417 (417) 265 1,250 (985) Meals & Meetings 0 633 (633) 47 1,900 (1,853) Board Functions 2,972 4,000 (1,028) 6,212 12,000 (5,788) Professional Fees 18,894 5,750 13,144 27,897 17,250 10,647 Professional Fees - Attourney 0 2,500 (2,500) 300 7,500 (7,200) Professional Fees - Accountant 1,000 0 1,000 5,550 0 5,550 Equipment Support & Maintenance 0 2,917 (2,917) 8,266 8,750 (484) Deprication 0 133 718 (579) 629 1,778 (1,149) Depreciation 0 153 (153)	Associate Relations						
Travel 0 342 (342) 0 1,025 (1,025) Automobile Expenses 0 417 (417) 265 1,250 (985) Meals & Meetings 0 633 (633) 47 1,900 (1,853) Board Functions 2,972 4,000 (1,028) 6,212 12,000 (5,788) Professional Fees 18,894 5,750 13,144 27,897 17,250 10,647 Professional Fees - Attourney 0 2,500 (2,500) 300 7,500 (7,200) Professional Fees - Accountant 1,000 0 1,000 5,550 0 0 5,550 Equipment Support & Maintenance 0 2,917 (2,917) 8,266 8,750 (484) Equipment Rental/Leasing 139 718 (579) 629 1,778 (1,149) Depreciation 0 153 (153) 153 458 (306) Event Sponsorships 0 80,000 (80,000)		_					, ,
Automobile Expenses 0 417 (417) 265 1,250 (985) Meals & Meetings 0 633 (633) 47 1,900 (1,853) Board Functions 2,972 4,000 (1,028) 6,212 12,000 (5,788) Professional Fees 18,894 5,750 13,144 27,897 17,250 10,647 Professional Fees - Accountant 1,000 0 1,000 5,550 0 7,500 (7,200) Professional Fees - Accountant 1,000 0 1,000 5,550 0 5,550 Equipment Support & Maintenance 0 2,917 (2,917) 8,266 8,750 (484) Equipment Rental/Leasing 139 718 (579) 629 1,778 (1,149) Depreciation 0 153 (153) 153 458 (306) Event Sponsorships 0 80,000 (80,000) 500 120,000 (119,500) NLTMC Contributions 100,113 100,113 0 295,590 295,590 0 Non-NLTMC Marketing 5,600 8,917 (3,317) 17,100 26,750 (9,650) In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities 0 250 (250) 0 750 (238,295) (238,295) Total Operating Expenses 269,944 477,387 (207,443) 737,972 1,319,923 (581,950) Net Operating Income				•			
Board Functions 2,972 4,000 (1,028) 6,212 12,000 (5,788)	Automobile Expenses	0	417	(417)	265		
Professional Fees 18,894 5,750 13,144 27,897 17,250 10,647 Professional Fees - Attourney 0 2,500 (2,500) 300 7,500 (7,200) Professional Fees - Accountant 1,000 0 1,000 5,550 0 5,550 Equipment Support & Maintenance 0 2,917 (2,917) 8,266 8,750 (484) Equipment Rental/Leasing 139 718 (579) 629 1,778 (1,149) Depreciation 0 153 (153) 153 458 (306) Event Sponsorships 0 80,000 (80,000) 500 120,000 (119,500) NLTMC Contributions 100,113 100,113 0 295,590 295,590 0 Non-NLTMC Marketing 5,600 8,917 (3,317) 17,100 26,750 (9,650) In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities - TMBC 0 250		-					, , ,
Professional Fees - Attourney 0 2,500 (2,500) 300 7,500 (7,200) Professional Fees - Accountant 1,000 0 1,000 5,550 0 5,550 Equipment Support & Maintenance 0 2,917 (2,917) 8,266 8,750 (484) Equipment Rental/Leasing 139 718 (579) 629 1,778 (1,149) Depreciation 0 153 (153) 153 458 (306) Event Sponsorships 0 80,000 (80,000) 500 120,000 (119,500) NLTMC Contributions 100,113 100,113 0 295,590 295,590 0 Non-NLTMC Marketing 5,600 8,917 (3,317) 17,100 26,750 (9,650) In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities 0 832 (832) 1,200 2,495 (1,295) Chamber Activities - TMBC 0 79,432							
Professional Fees - Accountant 1,000 0 1,000 5,550 0 5,550 Equipment Support & Maintenance 0 2,917 (2,917) 8,266 8,750 (484) Equipment Rental/Leasing 139 718 (579) 629 1,778 (1,149) Depreciation 0 153 (153) 153 458 (306) Event Sponsorships 0 80,000 (80,000) 500 120,000 (119,500) NLTMC Contributions 100,113 100,113 0 295,590 295,590 0 Non-NLTMC Marketing 5,600 8,917 (3,317) 17,100 26,750 (9,650) In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities 0 832 (832) 1,200 2,495 (1,295) Chamber Activities - TMBC 0 79,432 (79,432) 0 238,295 (238,295) Activities - TMBC 0 79,432 (79							
Equipment Support & Maintenance 0 2,917 (2,917) 8,266 8,750 (484) Equipment Rental/Leasing 139 718 (579) 629 1,778 (1,149) Depreciation 0 153 (153) 153 458 (306) Event Sponsorships 0 80,000 (80,000) 500 120,000 (119,500) NLTMC Contributions 100,113 100,113 0 295,590 295,590 0 Non-NLTMC Marketing 5,600 8,917 (3,317) 17,100 26,750 (9,650) In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities - TMBC 0 832 (832) 1,200 2,495 (1,295) Chamber Activities - TMBC 0 250 (250) 0 750 (750) Allocated Administrative Overhead 0 79,432 (79,432) 0 238,295 (238,295) Total Operating Expenses 269,944 477,387 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>							
Equipment Rental/Leasing 139 718 (579) 629 1,778 (1,149) Depreciation 0 153 (153) 153 458 (306) Event Sponsorships 0 80,000 (80,000) 500 120,000 (119,500) NLTMC Contributions 100,113 100,113 0 295,590 295,590 0 Non-NLTMC Marketing 5,600 8,917 (3,317) 17,100 26,750 (9,650) In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities 0 832 (832) 1,200 2,495 (1,295) Allocated Administrative Overhead 0 250 (250) 0 750 (750) Allocated Administrative Overhead 0 79,432 (79,432) 0 238,295 (238,295) Total Operating Expenses 269,944 477,387 (207,443) 737,972 1,319,923 (581,950) Net Operating Income (54,324) <t< td=""><td></td><td>· -</td><td>_</td><td></td><td></td><td>-</td><td></td></t<>		· -	_			-	
Depreciation 0 153 (153) 153 458 (306) Event Sponsorships 0 80,000 (80,000) 500 120,000 (119,500) NLTMC Contributions 100,113 100,113 0 295,590 295,590 0 Non-NLTMC Marketing 5,600 8,917 (3,317) 17,100 26,750 (9,650) In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities 0 832 (832) 1,200 2,495 (1,295) Chamber Activities - TMBC 0 250 (250) 0 750 (750) Allocated Administrative Overhead 0 79,432 (79,432) 0 238,295 (238,295) Total Operating Expenses 269,944 477,387 (207,443) 737,972 1,319,923 (581,950) Net Operating Income (54,324) (269,003) 214,679 471,779 (120,559) 592,338	, , , , , , , , , , , , , , , , , , , ,		•				, ,
NLTMC Contributions 100,113 100,113 0 295,590 295,590 0 Non-NLTMC Marketing 5,600 8,917 (3,317) 17,100 26,750 (9,650) In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities 0 832 (832) 1,200 2,495 (1,295) Chamber Activities - TMBC 0 250 (250) 0 750 (750) Allocated Administrative Overhead 0 79,432 (79,432) 0 238,295 (238,295) Total Operating Expenses 269,944 477,387 (207,443) 737,972 1,319,923 (581,950) Net Operating Income (54,324) (269,003) 214,679 471,779 (120,559) 592,338	Depreciation	0					(306)
Non-NLTMC Marketing 5,600 8,917 (3,317) 17,100 20,750 (9,650) In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities 0 832 (832) 1,200 2,495 (1,295) Chamber Activities - TMBC 0 250 (250) 0 750 (750) Allocated Administrative Overhead 0 79,432 (79,432) 0 238,295 (238,295) Total Operating Expenses 269,944 477,387 (207,443) 737,972 1,319,923 (581,950) Net Operating Income (54,324) (269,003) 214,679 471,779 (120,559) 592,338	•	_		* *			
In-Market/Tourism 4,935 0 4,935 22,923 0 22,923 Chamber Activities 0 832 (832) 1,200 2,495 (1,295) Chamber Activities - TMBC 0 250 (250) 0 750 (750) Allocated Administrative Overhead 0 79,432 (79,432) 0 238,295 (238,295) Total Operating Expenses 269,944 477,387 (207,443) 737,972 1,319,923 (581,950) Net Operating Income (54,324) (269,003) 214,679 471,779 (120,559) 592,338 Other Expense/ <income> </income>				_			•
Chamber Activities 0 832 (832) 1,200 2,495 (1,295) Chamber Activities - TMBC 0 250 (250) 0 750 (750) Allocated Administrative Overhead 0 79,432 (79,432) 0 238,295 (238,295) Total Operating Expenses 269,944 477,387 (207,443) 737,972 1,319,923 (581,950) Net Operating Income (54,324) (269,003) 214,679 471,779 (120,559) 592,338	· ·					· · · · · · · · · · · · · · · · · · ·	
Chamber Activities - TMBC 0 250 (250) 0 750 (750) Allocated Administrative Overhead 0 79,432 (79,432) 0 238,295 (238,295) Total Operating Expenses 269,944 477,387 (207,443) 737,972 1,319,923 (581,950) Net Operating Income (54,324) (269,003) 214,679 471,779 (120,559) 592,338							
Allocated Administrative Overhead 0 79,432 (79,432) 0 238,295 (238,295) Total Operating Expenses 269,944 477,387 (207,443) 737,972 1,319,923 (581,950) Net Operating Income (54,324) (269,003) 214,679 471,779 (120,559) 592,338 Other Expense/ <income> </income>		_					
Net Operating Income (54,324) (269,003) 214,679 471,779 (120,559) 592,338 Other Expense/ <income> </income>					0		
Other Expense/ <income></income>	Total Operating Expenses	269,944	477,387	(207,443)	737,972	1,319,923	(581,950)
	Net Operating Income	(54,324)	(269,003)		471,779	(120,559)	
	Other Expense/ <income></income>						
	-	(54,324)	(269,003)	214,679	471,779	(120,559)	592,338

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:01 MPSE

	Sep 2022			Fisca	ıl 2022	
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues Revenue - Interest & Investments	107,498	107,499	0	616,081	616,082	0
Total Revenues	107,498	107,499	0	616,081	616,082	0
Gross Profit	107,498	107,499	0	616,081	616,082	0
Salaries & Wages	18,152	34,999	(16,847)	45,030	104,997	(59,967)
P/R - Tax Expense	1,755	3,500	(1,745)	4,005	10,500	(6,494)
P/R - Health Insurance Expense	2,749	7,023	(4,274)	4,976	21,069	(16,093)
P/R - Workmans Comp	0	1,227	(1,227)	0	3,681	(3,681)
401(k)	318	1,327	(1,009)	1,331	3,980	(2,649)
Other Benefits & Expenses	7	137	(129)	12	410	(398)
Rent	2,227	2,529	(302)	6,681	7,588	(907)
Utilities	0	452	(452)	0	1,355	(1,355)
Telephone & Internet	50	468	(418)	125	1,405	(1,280)
Supplies - Office	0	50	(50)	0	336	(336)
Supplies - Computer	0	0	0	134	5,000	(4,866)
Mail	0	126	(126)	0	378	(378)
Taxes, Licenses, Fees	0	63	(63)	0	188	(188)
Dues & Subscriptions	0	125	(125)	650	375	275
Associate Relations	0	83	(83)	28	250	(222)
Travel	0	58	(58)	0	175	(175)
Automobile Expenses	0	83	(83)	0	250	(250)
Meals & Meetings	0	42	(42)	0	125	(125)
Equipment Rental/Leasing	0	241	(241)	0	598	(598)
Event Sponsorships	0	80,000	(000,08)	0	120,000	(120,000)
NLTMC Contributions	100,113	100,113	0	295,590	295,590	0
Non-NLTMC Marketing	5,600	6,833	(1,233)	17,100	20,500	(3,400)
In-Market/Tourism	4,935	0	4,935	10,287	0	10,287
Allocated Administrative Overhead	72,279	29,681	42,598	171,723	89,043	82,680
Total Operating Expenses	208,185	269,161	(60,976)	557,672	687,793	(130,121)
Net Operating Income	(100,686)	(161,662)	60,976	58,410	(71,712)	130,121
Other Expense/ <income></income>						
Net Income	(100,686)	(161,662)	60,976	58,410	(71,712)	130,121

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:02 Z1S

	Sep 2022			Fisca	l 2022	
	Actual	Budget	<u>Variance</u>	Actual	Budget	<u>Variance</u>
Revenues Revenue - Interest & Investments	30,304	30,304	0	173,676	173,676	0
Total Revenues	30,304	30,304	0	173,676	173,676	0
Gross Profit	30,304	30,304	0	173,676	173,676	0
Salaries & Wages	1,385	3,831	(2,446)	4,207	11,493	(7,286)
P/R - Tax Expense	106	383	(277)	344	1,149	(805)
P/R - Health Insurance Expense	0	616	(616)	0	1,847	(1,847)
P/R - Workmans Comp	0	134	(134)	0	403	(403)
401(k)	55	153	(98)	180	460	(280)
Other Benefits & Expenses	0	10	(10)	0	30	(30)
Rent	396	174	222	1,188	522	665
Utilities	0	33	(33)	0	99	(99)
Telephone & Internet	0	34	(34)	0	103	(103)
Supplies - Office	0	83	(83)	0	250	(250)
Supplies - Computer	0	0	0	134	700	(566)
Taxes, Licenses, Fees	0	25	(25)	0	75	(75)
Dues & Subscriptions	0	17	(17)	0	50	(50)
Associate Relations	0	17	(17)	0	50	(50)
Automobile Expenses	0	42	(42)	0	125	(125)
Meals & Meetings	0	83	(83)	0	250	(250)
Equipment Rental/Leasing	0	18	(18)	0	44	(44)
Non-NLTMC Marketing	0	417	(417)	0	1,250	(1,250)
Allocated Administrative Overhead	1,063	8,367	(7,304)	2,526	25,102	(22,576)
Total Operating Expenses	3,005	14,437	(11,432)	8,579	44,002	(35,423)
Net Operating Income	27,299	15,867	11,432	165,097	129,675	35,423
Other Expense/ <income></income>						
Net Income	27,299	15,867	11,432	165,097	129,675	35,423
HOL MOOME				,00,007	140,010	UU,TAU

PL - Budget vs Actual

North Lake Tahoe Resort Association NLTRA:03 VSVC

Sep 2022 Fiscal 2022 Budget Actual Variance Actual Variance Budget Revenues 14.947 14,947 0 85,665 85,665 0 Retail Revenue 9,039 6,000 3,039 35,620 33,000 2,620 Retail Revenue - Merchandise Sales 292 292 1,101 0 1,101 Revenue - Interest & Investments **Total Revenues** 24,279 20,947 3,331 122,386 118,665 3,722 4,470 2,095 7,125 10,619 Cost of Goods Sold 2,375 17,744 Freight & Shipping Costs n 0 236 0 236 POS Inventory Adjustments 0 0 0 13 0 13 524 524 Artist of the Month - Consignment Expense 0 0 0 0 2,095 7,125 11,392 **Total Cost of Goods Sold** 4,470 2,375 18,517 **Gross Profit** 19,809 18,572 1,236 103,869 111,540 (7,670)Salaries & Wages 21,881 13,002 8,880 51,808 39,006 12,802 P/R - Tax Expense 1,975 1,259 5,112 3,776 1,336 717 P/R - Health Insurance Expense (2,001)6,039 (5,954)12 2,013 85 (1,461)P/R - Workmans Comp 0 487 (487)0 1,461 401(k) 506 1,304 1,010 294 337 169 Other Benefits & Expenses (33)120 (105)40 15 6,650 6.848 (198)19,950 20,543 (593)Rent Utilities 465 (465)286 1,395 (1,109)Telephone & Internet 100 137 (37)100 411 (311)Supplies 301 0 301 377 n 377 (458)Supplies - Office 458 1,375 (1,366)0 9 Supplies - Computer 294 0 294 0 0 O Mail 0 17 (17)0 50 (50)Taxes, Licenses, Fees 0 25 (25)0 75 (75)Credit Card Fees 0 125 (125)314 375 (61)**Dues & Subscriptions** (17)(50)0 17 0 50 (42)125 Associate Relations 0 42 118 (7)Automobile Expenses 0 83 (83)250 (250)0 Meals & Meetings 0 8 25 (25)(8) 0 Equipment Rental/Leasing 139 71 68 139 175 (36)Non-NLTMC Marketing 0 417 (417)0 1.250 (1.250)29,021 Allocated Administrative Overhead 12,215 4,127 8.088 12,381 16,640 **Total Operating Expenses** 43,787 29,976 13,811 108,930 89,892 19,039 Net Operating Income (23,979)(11,404)(12,575)(5,061)21,648 (26,709)Other Expense/<Income> (23,979)Net Income (11,404)(12,575)(5,061)21,648 (26,709)

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:04 BSA

	Sep	2022	Fiscal 2022			
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues Revenue - Interest & Investments	11,262	11,262	0	64,542	64,542	0
Total Revenues	11,262	11,262	0	64,542	64,542	0
Gross Profit	11,262	11,262	0	64,542	64,542	0
	•	•		·	•	
Salaries & Wages	1,385	10,856	(9,471)	4,406	32,568	(28,162)
P/R - Tax Expense	106	1,086	(980)	333	3,257	(2,924)
P/R - Health Insurance Expense	0	2,869	(2,869)	0	8,608	(8,608)
P/R - Workmans Comp	0	381	(381)	0	1,142	(1,142)
401(k)	55	384	(329)	174	1,153	(978)
Other Benefits & Expenses	0	43	(43)	0	130	(130)
Rent	464	904	(440)	1,392	2,713	(1,321)
Utilities	0	143	(143)	0	430	(430)
Telephone & Internet	0	149	(149)	0	446	(446)
Supplies - Office	0	150	(150)	0	450	(450)
Supplies - Computer	0	0	0	268	700	(432)
Taxes, Licenses, Fees	0	25	(25)	0	75 50	(75)
Dues & Subscriptions	390	17	373	780	50	730
Associate Relations	0	42	(42)	0	125	(125)
Automobile Expenses	0	42	(42)	0	125	(125)
Meals & Meetings	0	83	(83)	0	250	(250)
Equipment Rental/Leasing	0	77 417	(77)	0	190	(190)
Non-NLTMC Marketing	0		(417)	1 200	1,250	(1,250)
Chamber Activities Chamber Activities - TMBC	0	832 250	(832)	1,200 0	2,495 750	(1,295)
Allocated Administrative Overhead	1,252	2,948	(250) (1,696)	2,973	8,844	(750)
						(5,870)
Total Operating Expenses	3,651	21,696	(18,045)	11,527	65,749	(54,222)
Net Operating Income	7,610	(10,435)	18,045	53,015	(1,208)	54,222
Other Expense/ <income></income>	<u> </u>					<u></u>
Net Income	7,610	(10,435)	18,045	53,015	(1,208)	54,222

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:05 EDTO

	Sep 2022			Fisca		
	Actual	Budget	Variance	Actual	Budget	Variance
_						
Revenues Revenue - Interest & Investments	15,562	15,562	0	89,185	89,185	0
	45.500	45 560		00.405	90.405	0
Total Revenues	15,562	15,562	0	89,185	89,185	U
Gross Profit	15,562	15,562	0	89,185	89,185	0
Salaries & Wages	1,385	7,429	(6,044)	4,207	22,286	(18,079)
P/R - Tax Expense	106	743	(637)	344	2,229	(1,884)
P/R - Health Insurance Expense	0	1,490	(1,490)	0	4,469	(4,469)
P/R - Workmans Comp	0	260	(260)	0	781	(781)
401(k)	55	297	(242)	180	891	(711)
Other Benefits & Expenses	0	23	(23)	0	70	(70)
Rent	569	406	163	1,707	1,219	489
Utilities	0	77	(77)	0	231	(231)
Telephone & Internet	0	80	(80)	0	240	(240)
Supplies - Office	0	42	(42)	0	125	(125)
Supplies - Computer	0	0	0	134	1,750	(1,616)
Taxes, Licenses, Fees	0	25	(25)	0	75	(75)
Dues & Subscriptions	0	17	(17)	0	50	(50)
Associate Relations	0	17	(17)	0	50	(50)
Automobile Expenses	0	42	(42)	0	125	(125)
Meals & Meetings	0	42	(42)	0	125	(125)
Equipment Rental/Leasing	0	41	(41)	0	102	(102)
Non-NLTMC Marketing	0	417	(417)	0	1,250	(1,250)
Allocated Administrative Overhead	1,148	4,297	(3,149)	2,728	12,890	(10,162)
Total Operating Expenses	3,263_	15,743	(12,480)	9,300	48,958	(39,657)
Net Operating Income	12,299	(181)	12,480	79,885	40,228	39,657
Other Expense/ <income></income>						
Net Income	12,299	(181)	12,480	79,885	40,228	39,657

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:06 SMTI

	Sep	2022		Fisca	2022	
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues Revenue - Interest & Investments	6,757	6,757	0	38,725	38,725	0
Total Revenues	6,757	6,757	0	38,725	38,725	0
Gross Profit	6,757	6,757	0	38,725	38,725	0
Salaries & Wages	1,385	6,095	(4,711)	4,207	18,286	(14,079)
P/R - Tax Expense	106	610	(504)	344	1,829	(1,484)
P/R - Health Insurance Expense	0	1,036	(1,036)	0	3,109	(3,109)
P/R - Workmans Comp	0	214	(214)	0	641	(641)
401(k)	55	244	(188)	180	731	(551)
Other Benefits & Expenses	0	17	(17)	0	50	(50)
Rent	458	290	168	1,373	870	503
Utilities	0	55	(55)	0	165	(165)
Telephone & Internet	0	57	(57)	0	171	(171)
Supplies - Office	0	42	(42)	0	125	(125)
Supplies - Computer	0	0	0	134	1,050	(916)
Taxes, Licenses, Fees	0	25	(25)	0	75	(75)
Dues & Subscriptions	0	17	(17)	0	50	(50)
Associate Relations	0	17	(17)	0	50	(50)
Automobile Expenses	0	42	(42)	0	125	(125)
Meals & Meetings	0	42	(42)	0	125	(125)
Equipment Rental/Leasing	0	29	(29)	0	73	(73)
Event Sponsorships	0	0 417	0	500	1 250	500
Non-NLTMC Marketing Allocated Administrative Overhead	1,339	1,866	(417) (527)	0 3,180	1,250 5,597	(1,250) (2,417)
						
Total Operating Expenses	3,342	11,113	(7,770)	9,919	34,373	(24,454)
Net Operating Income	3,415	(4,356)	7,770	28,806	4,353	24,454
Other Expense/ <income></income>						
Net Income	3,415	(4,356)	7,770	28,806	4,353	24,454

PL - Budget vs Actual

North Lake Tahoe Resort Association NLTRA:07 Admin

Sep 2022 Fiscal 2022 Actual Budget Variance Actual Budget Variance 0 10,238 10,238 0 58,674 58,674 Revenues Revenue - Interest & Investments 0 10,238 58,674 0 **Total Revenues** 10,238 58,674 **Gross Profit** 10,238 10,238 0 58,674 58,674 0 Allocated Administrative Overhead 4,700 28,146 (23,446)11,167 84,438 (73,271) (73,271) 4,700 28,146 (23,446) 11,167 **Total Operating Expenses** 84,438 **Net Operating Income** 5,538 (17,908)23,446 47,507 (25,763)73,271 Other Expense/<Income> **Net Income** 5,538 (17,908)23,446 47,507 (25,763)73,271

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:08 CAF

	Sep 2022			Fiscal		
	Actual	Budget	<u>Variance</u>	Actual	Budget	<u>Variance</u>
Revenues Revenue - Interest & Investments	4,095	4,095	0	23,470	23,470	0
Total Revenues	4,095	4,095	0	23,470	23,470	0
Gross Profit	4,095	4,095	0	23,470	23,470	0
Taxes, Licenses, Fees	0	7,333	(7,333)	7,167	22,000	(14,833)
Total Operating Expenses	0	7,333	(7,333)	7,167	22,000	(14,833)
Net Operating Income	4,095	(3,238)	7,333	16,303	1,470	14,833
Other Expense/ <income></income>						
Net Income	4,095	(3,238)	7,333	16,303	1,470	14,833

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:09 C/R

	Sep	2022	Fiscal 2022			
	Actual	Budget	<u>Variance</u>	Actual	Budget	<u>Variance</u>
Revenues Revenue - Interest & Investments	4,095	4,095	0	23,470	23,470	0
Total Revenues	4,095	4,095	0	23,470	23,470	0
Gross Profit	4,095	4,095	0	23,470	23,470	0
Net Operating Income	4,095	4,095	0	23,470	23,470	
	.,	.,	-	,	,	
Other Expense/ <income></income>						
Net Income	4,095	4,095	0	23,470	23,470	0

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:10 TOT- H&T

	Sep	2022	Fiscal 2022				
	Actual	Budget	Variance	Actual	Budget	Variance	
Revenue - Interest & Investments							
Salaries & Wages	0	0	0	53	0	53	
P/R - Tax Expense	0	0	0	(22)	0	(22)	
401(k)	0	0	0	(11)	0	(11)	
Allocated Administrative Overhead	10_	0	10_	23	0	23	
Total Operating Expenses	10	0	10	43	0	43	
Net Operating Income	(10)	0	(10)	(43)	0	(43)	
Other Expense/ <income></income>							
Net Income	(10)	0	(10)	(43)	0	(43)	

PL - Budget vs Actual
North Lake Tahoe Resort Association
NLTRA:11 Chamber

	Sep	2022		Fiscal 2022		
	Actual	Budget	<u>Variance</u>	Actual	Budget	<u>Variance</u>
Revenues TBID Revenue Revenue - Interest & Investments	6,000 0	0 0	6,000	12,000 6,058	0 0	12,000 6,058
Total Revenues	6,000	0	6,000	18,058		18,058
Gross Profit	6,000	0	6,000	18,058	0	18,058
Salaries & Wages	0	0	0	11,730	0	11,730
P/R - Tax Expense	0	0	0	1,373	0	1,373
Total Operating Expenses	0	0	0	13,104	0	13,104
Net Operating Income	6,000	0	6,000	4,954	0	4,954
Other Expense/ <income></income>						
Net Income	6,000	0	6,000	4,954	0	4,954

PL - Budget vs Actual North Lake Tahoe Resort Association NLTRA:12 Admin OH

	Sep	2022	Fiscal 2022		al 2022	
	Actual	Budget	Variance	Actual	Budget	Variance
Revenue - Interest & Investments	·					
Salaries & Wages	56,825	39,432	17,393	98,814	118,297	(19,483)
P/R - Tax Expense	5,034	3,943	1,091	7,984	11,830	(3,845)
P/R - Health Insurance Expense	604	6,368	(5,764)	10,937	19,103	(8,166)
P/R - Workmans Comp	0	1,383	(1,383)	0	4,148	(4,148)
401(k)	1,321	1,537	(216)	2,695	4,612	(1,917)
Other Benefits & Expenses	44	137	(93)	1,333	410	923
Rent	2,536	2,779	(243)	8,845	8,338	507
Rent - Other	437	0	437	437	0	437
Utilities	0	452	(452)	663	1,355	(692)
Repairs & Maintenance	0	1,331	(1,331)	2,583	3,992	(1,409)
Telephone & Internet	380	718	(339)	1,746	2,155	(409)
Supplies - Office	391	375	16	1,526	1,125	401
Supplies - Computer	0	0	0	2,125	3,500	(1,375)
Mail	0	417	(417)	11,281	1,250	10,031
Mail - USPS	275	0	275	275	0	275
Taxes, Licenses, Fees	670	1,250	(580)	4,538	3,750	788
Dues & Subscriptions	522	1,108	(586)	1,154	3,325	(2,171)
Insurance/Bonding	0	1,250	(1,250)	306	3,750	(3,444)
Associate Relations	0	350	(350)	649	1,050	(401)
Training/Seminars	2,100	692	1,408	4,200	2,075	2,125
Travel	0	283	(283)	0	850	(850)
Automobile Expenses	0	83	(83)	265	250	15
Meals & Meetings	0	333	(333)	47	1,000	(953)
Board Functions	2,972	4,000	(1,028)	6,212	12,000	(5,788)
Professional Fees	18,894	5,750	13,144	27,897	17,250	10,647
Professional Fees - Attourney	0	2,500	(2,500)	300	7,500	(7,200)
Professional Fees - Accountant	1,000	0	1,000	5,550	0	5,550
Equipment Support & Maintenance	0	2,917	(2,917)	8,266	8,750	(484)
Equipment Rental/Leasing	0	241	(241)	491	598	(107)
Depreciation	0	153	(153)	153	458	(306)
In-Market/Tourism	0	0	0	12,636	0	12,636
Allocated Administrative Overhead	(94,005)	0	(94,005)	(223,341)	0	(223,341)
Total Operating Expenses	0	79,782	<u>(79,782)</u>	565	242,719	(242,154)
Net Operating Income	0	(79,782)	79,782	(565)	(242,719)	242,154
Other Expense/ <income></income>						
Net Income	0	(79,782)	79,782	(565)	(242,719)	242,154

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

September 30, 2022

North Lake Tahoe Marketing Cooperative Balance Sheet Prev Year Comparison As of September 30, 2022

	Sep 30, 22	Sep 30, 21	\$ Change	% Change
ASSETS Current Assets Checking/Savings				
1000-00 · Cash	133,521.72	333,689.86	-200,168.14	-60.0%
Total Checking/Savings	133,521.72	333,689.86	-200,168.14	-60.0%
Accounts Receivable 1200-00 · Accounts Receivable	195,330.34	0.00	195,330.34	100.0%
Total Accounts Receivable	195,330.34	0.00	195,330.34	100.0%
Other Current Assets 1350-00 · Security Deposits	100.00	100,00	0.00	0.0%
Total Other Current Assets	100.00	100.00	0.00	0.0%
Total Current Assets	328,952.06	333,789.86	-4,837.80	-1.5%
Other Assets 1400-00 · Prepaid Expenses	22,843.58	79,714.48	-56,870.90	-71.3%
Total Other Assets	22,843,58	79,714.48	-56,870.90	-71.3%
TOTAL ASSETS	351,795.64	413,504.34	-61,708.70	-14.9%
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable				
2000-00 · Accounts Payable	1,941.21	46,034.76	-44,093.55	-95.8%
Total Accounts Payable	1,941.21	46,034.76	-44,093.55	-95.8%
Total Current Liabilities	1,941.21	46,034.76	-44,093.55	-95.8%
Total Liabilities	1,941.21	46,034.76	-44,093.55	-95.8%
Equity 32000 · Unrestricted Net Assets Net Income	103,639.32 246,215.11	192,668.73 174,800.85	-89,029.41 71,414,26	-46.2% 40.9%
Total Equity	349,854.43	367,469.58	-17,615.15	-4.8%
TOTAL LIABILITIES & EQUITY	351,795.64	413,504.34	-61,708.70	-14.9%

North Lake Tahoe Marketing Cooperative A/R Aging Summary As of September 30, 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	91,666,00	0.00	0.00	0.00	0.00	91,666.00
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
NLTRA*	100,113.00	0.00	81,085,00	0.00	-81,085.00	100,113.00
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	191,779.00	0.00	81,085.00	0.00	-77,533.66	195,330.34

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
IVCB Visitors Bureau	0.00	10,381.96	0.00	0.00	0.00	10,381.96
Sterling Valley Systems, Inc.	0.00	-8,440.75	0.00	0.00	0.00	-8,440.75
TOTAL	0.00	1,941.21	0.00	0.00	0.00	1,941.21

Accrual Basis

North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

September 2022

		Sep 22	Sep 21	\$ Change	% Change
		91 166 00	57 666.00	33.500.00	58.1%
Total Boone	•	,	·		
Total Income					
Expense 191,770.00	•				
Description	•		· · · · · · · · · · · · · · · · · · ·	 	
\$00.00		101,772.00	20,000.01	100,0 10.10	. 75.15.15
Total 5007-00 - Creative Production - Other 330.00 197.50 202.50 158.8%	5000-00 · CONSUMER MARKETING 5002-01 · Native Display 5005-00 · Paid Social 5005-01 · Digital Display / Retargeting 5007-00 · Creative Production 5007-01 · Creative Production 5007-02 · Website Production	0.00 0.00 20,403.01 7,050.00	8,076.09 10,515.04 6,455.93 120.00	-8,076.09 -10,515.04 13,947.08 6,930.00	-100.0% -100.0% 216.0% 5,775.0%
S010-00 - Account Strategy & Management 9,500.00 7,000.00 1,500.00 21.4% 518-00 - Media Commission 12.57 13.7% 518-00 - Media Commission 12.57 12.57 13.7% 518-00 - Media Commission 12.57 12.58 72.88 -100.07% 10.00% 10					
S018-00 Media Commission 182.57 83.46 97.12 113.7% 10518-10 105181-10 10	Total 5007-00 · Creative Production	29,200.51	8,947.83	20,252.68	226.3%
\$110-00 - LEISURE SALES \$107-00 - Creative Production \$107-00 - Creative Production \$107-00 - Training / State Calles \$107-00 - Creative Production \$112-00 - Training / State Calles \$107-00 - Creative Production \$112-00 - Training / State Calles \$18.75	5018-00 · Media Commission 5018-01 · Digital Ad Serving	182.57 0.00	85.45 72.88	97.12 -72.88	113.7% -100.0%
\$197.40 - Creative Production 360.00 0.00 360.00 100.0% 611200 - Training / Salas Calls 0.00 118.88 -119.88 -100.0% 6146-00 - TIA Annual Dues 218.75 119.88 -119.88 -110.0% 6146-00 - TIA Annual Dues 218.75 119.88 -119.88 -110.0% 6146-00 - TIA Annual Dues 218.75 119.88 -119.88 -100.0% 6146-00 - TIA Annual Dues 218.75 119.88 458.87 382.8% 5200-01 - ISTRATED, REPORTING, Mgmit, Etc. 0.00 5,000.00 -5,000.00 -100.0% 6202-00 - PUBLIC RELATIONS 2.982.85 300.00 2.532.95 731.4% 6202-00 - Medial Missionial Social Media Boost 2.982.85 300.00 2.532.95 731.4% 6202-00 - Medial Missionial Social Media Boost 2.980 0.00 5.986.40 -252.50	Total 5000-00 · CONSUMER MARKETING	37,883.08	36,627.47	1,255.61	3.4%
	5107-00 · Creative Production 5112-00 · Training / Sales Calls	0.00	119.88	-119.88	-100.0%
	Total 5110-00 · LEISURE SALES	578.75	119,88	458.87	382,8%
B000-00 - CONFERENCE SALES 360.00	5200-01 - Strategy, Reporting, Mgmt, Etc. 5202-00 - PR Program/ Content Dev - Blogs 5204-00 - Media Mission(s) 5206-00 - Digital Buy/ Social Media Boost 5207-00 - Content Campalgns/Tools-My Emma 5209-00 - Domestic Travel Media FAMS 5210-00 - Content Dev - Newsletters 5211-00 - Social Media Strategy & Mgmt 5221-00 - Photography & Video Asset Dev	2,992.95 0.00 2,850.00 0.00 3,690.00 1,700.00 6,000.00 480.00	360.00 558.84 800.00 240.00 0.00 480.00 6,000.00	2,632.95 -558.84 2,050.00 -240.00 3,690.00 1,220.00 0.00 480.00	731.4% -100.0% 256.3% -100.0% 100.0% 254.2% 0.0%
\$6004-00 - Email 360.00	Total 5200-00 · PUBLIC RELATIONS	23,712.95	13,438,84	10,274.11	76,5%
7000-00 · COMMITTED & ADMIN EXPENSES 5123-00 · HSVC - High Sierra Visitors 208.33 166.67 41.66 25.0% 7002-00 · CRM Subscription 0.0.00 7,608.75 -7.608.75 -100.0% 7004-00 · Research 15,850.00 3,492.12 12,357.88 353.9% 7010-00 · Photo Management & Storage 0.0.00 620.75 6-20.75 -100.0% 8700-00 · Automobile Expense* 0.0.00 8.93 8.93 -8.93 -100.0% Total 7600-00 · COMMITTED & ADMIN EXPENSES 16,058.33 11,897.22 4,161.11 35.0% 8000-00 · WEBSITE CONTENT & MAINTENANCE 8002-00 · Content Manager Contractor 4,250.00 4,250.00 0.00 0.00 0.0% 8004-00 · Website Strategy & Maintenance 7,500.00 7,500.00 0.00 0.0% 8005-00 · Website SEO Strategy/Maint 2,500.00 7,500.00 -5,000.00 -66.7% Total 8000-00 · WEBSITE CONTENT & MAINTENA 14,250.00 19,250.00 -5,000.00 -26.0% Total 8000-00 · WEBSITE CONTENT & MAINTENA 14,250.00 19,250.00 -5,000.00 -66.7% Total 8000-00 · WEBSITE CONTENT & MAINTENA 14,250.00 19,250.00 -5,000.00 -26.0%	6004-00 - Email 6008-00 - CVENT 6007-00 - Creative Production 6016-00 - MCC Search Engine Marketing 6018-00 - MCC Media Commission 6019-00 - Conference Direct Partnership 6128-00 - HelmsBriscoe Strategic Partner	711.87 0.00 22.78 17.97 0.00 0.00	1,461.87 330.00 0.00 2,456.73 1,749.99 583.33	-750.00 -330.00 22.78 -2,438.76 -1,749.99 -583.33	-51.3% -100.0% 100.0% -99.3% -100.0% -100.0%
5123-00 · HSVC - High Sierra Visitors 208.33 166.67 41.66 25.0% 7002-00 · CRM Subscription 0.00 7,608.75 -7,608.75 -100.0% 7004-00 · Research 15,850.00 3,492.12 12,357.88 353.9% 7010-00 · Photo Management & Storage 0.00 620.75 -620.75 -100.0% 8700-00 · Automobile Expense* 0.00 8.93 -8.93 -100.0% Total 7600-00 · COMMITTED & ADMIN EXPENSES 16,058.33 11,897.22 4,161.11 35.0% 8000-00 · WEBSITE CONTENT & MAINTENANCE 4,250.00 0.00 0.00 0.0% 8002-00 · Content Manager Contractor 4,250.00 4,250.00 0.00 0.0% 8004-00 · Website Strategy & Maintenance 7,500.00 7,500.00 -5,000.00 -66.7% Total 8000-00 · WebSITE CONTENT & MAINTENA 14,250.00 19,250.00 -5,000.00 -66.7% Total Expense 93,720.73 88,018.86 5,701.87 6.5%	Total 6000-00 · CONFERENCE SALES	1,237.62	6,685.45	-5,447.83	-81.5%
8000-00 · WEBSITE CONTENT & MAINTENANCE 4,250.00 4,250.00 0.00 0.0% 8002-00 · Content Manager Contractor 4,250.00 7,500.00 0.00 0.0% 8004-00 · Website Strategy & Maintenance 7,500.00 7,500.00 0.00 0.0% 8005-00 · Website SEO Strategy/Maint 2,500.00 7,500.00 -5,000.00 -66.7% Total 8000-00 · WEBSITE CONTENT & MAINTENA 14,250.00 19,250.00 -5,000.00 -5,000.00 Total Expense 93,720.73 88,018.86 5,701.87 6,5%	5123-00 - HSVC - High Sierra Visitors 7002-00 - CRM Subscription 7004-00 - Research 7010-00 - Photo Management & Storage	0.00 15,850.00 0.00	7,608.75 3,492.12 620.75	-7,608.75 12,357.88 -620.75	-100.0% 353,9% -100.0%
8002-00 - Content Manager Contractor 4,250.00 4,250.00 0.00 0.0% 8004-00 - Website Strategy & Maintenance 7,500.00 7,500.00 0.00 0.0% 8005-00 - Website SEO Strategy/Maint 2,500.00 7,500.00 -5,000.00 -66.7% Total 8000-00 - WEBSITE CONTENT & MAINTENA 14,250.00 19,250.00 -5,000.00 -26.0% Total Expense 93,720.73 88,018.66 5,701.87 6.5%	Total 7000-00 - COMMITTED & ADMIN EXPENSES	16,058.33	11,897.22	4,161.11	35.0%
Total Expense 93,720.73 88,018.86 5,701.87 6.5%	8002-00 · Content Manager Contractor 8004-00 · Website Strategy & Maintenance	7,500.00	7,500,00	0.00	0.0%
	Total 8000-80 · WEBSITE CONTENT & MAINTENA	14,250.00	19,250.00	-5,000.00	-26,0%
Net Income 98,058.27 2,916.68 95,141.59 3,262.0%	Total Expense	93,720.73	88,018.86	5,701.87	6,5%
	Net Income	98,058.27	2,916.68	95,141.59	3,262.0%

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

J Basis		September 2022			
	Sep ?2	Budget	Jul - Sep 22	YTD Budget	Azınuai Budget
Income 4600-00 - LTIVCBVB Funding	91,166.60	91,166,00	273,498,00	273,493,00	1,094,000
4001-00 - NETRA Funding	100,113,60	100,113,00	295,590,00	295,560.00	1,440,000
4004-00 - IVCBVB Enlertainment 4005-00 - Prior Year Net Income	500,00 0.00	500,00 0.00	1,500,00 0.60	1,500,00 0.00	6,000. Q.
Total Income	191,779,00	191,779,00	570,558,90	570,564,00	2,540,000
ses Profit	191,779.00	191,779.00	570,588.00	570,558.00	2,540,000
Expense 5008-60 - CONSUMER MARKETING					
5001-01 - Podcast 5002-60 - Consumer Print	0.00 0.00	5,558.00	0.00 0.00	5,558.00	25,000.00 10,125.00
5002-01 - Native Display 5604-60 - Trip Advisor 5005-00 - Paid Social	0.00 0.00 0.00	7,183.00 9,816.00 24,185.00	0.00 0,60 16,826.98	32,190.60 9,816.60 31,935.00	100,372,00 61,947,00 139,248,00
5605-01 • Digital Display / Retargeting 5607-00 • Creative Production	0.60	17,103.00	12,184,61	25,250,00	110,620,00
5007-01 - Greative Production 5007-02 - Website Production	20,403,61 7,650,60	7,500.00 2,500.00	24,608.01 7,690.00	37,500.00 7,500.00	149,500,00 34,000,00
5007-03 - Photo Video Creative 5007-00 - Creative Production - Other	1,417.50 330,00	2,617.50 0,00	12,151,50 330,50	7,652.50 0.00	32,670.00 0.00
Total 5007-00 • Creative Production	29,200.51	12,617.50	44,979.51	52,652.50	216,170.60
5010-60 - Account Strategy & Management 5013-60 - Outdoor	8,500.00 0.00	8,500.00	25,500.00 0,50	25,500.00	102,000.00 160,600.60
5016 · Video Streaming 5017-50 · Rich Media	0.00 0,00	23,230.00 0,00	0.00 0.00	23,230.00 0.00	126,661,00 30,600,09
5018-00 - Media Gommission 5018-01 - Digital Ad Serving	182.57 0,00	17,059,00 220,60	565.46 69.28	23,380.00 660.00	119,357,00 2,655,00
5020-00 - Search Engine Marketing 5022-00 - Email 5024-00 - Fusion 7	0.00 0.00 0.00	16,792.60 5,000.00 0.00	15,375,42 0.00 0.00	23,997,00 5,000,00 0,00	119,470.00 20,000,00 0.00
5025-60 · Expedia 5023-00 · Television	0.00	000	16,500,00 0,00	000 000	15,000,00 17,000,00
5030-00 · Trave/Zoo	0.00	22,220,00	6.00	22,220,00	50,000,00
Total \$600-00 - CONSUMER MARKETING 5110-00 - LEISURE SALES	37,633.08	169,456.50	132,301,26	241,584,50	1,365,82
5107-03 - Creative Production 5111-00 - FAMs - Domestic	369.00 0.00	0.00	360.00 0.00	500.00 1,500.00	2,000.00 6,000,00
5112-00 - Training / Sales Calls 5112-00 - Additional Opportunities	0.00 0.00	0.00 0.00	0.00	2,500.00 2,500.00	10,000,00 10,000,00
5115-00 - Travel Agent Incentive Program 5120-00 - Domestic - Trade Shows	0.00 0.00	0.00 0.00	0.00	060 000	0.00 4,150,00
5131-00 - FAMS -Intl - Travel Trade 5133-00 - Sid-Tops	0.00 0.00	0.00 0.00	0.00 0.00	1,500.00 0,60	6,000,00 3,350,00
5134-00 - Intl Marketing - Add tional Opp 5137-03 - Co-op Opportunities	9.90 9.90	0.00 0.00	0.00 0,00	0.00	0.00 20,000.00
5143-0) - Mountain Travel Symposium 5144-00 - PW - POWWOW	0.00	0.00	0.00	6.00 6.00	5,000.00 13,000.00
5145-02 - TIA Annual Dues 5147-00 - AUS / Gate 7 5154-02 - Canada	218.75 0.00 0.00	0.00 0.00 0.60	656.25 0,00 0.00	6.00 35,000,00 30,000,00	2,700.00 35,000.00 30,000.00
\$155-60 - California Star Program	0.00	0.00	0.00	900	3,000.00
5157-00 - international Efforts	0.00	0.00	0.00	5,000.00	20,000,00
Total 5110-00 - LEISURE SALES 5200-00 - PUBLIC RELATIONS	578.75	0.00	1,016.25	78,500.00	170,20
5203-01 - Strategy, Reporting, Mgml, Etc. 5202-00 - PR Program/ Content Dev - Blogs	0,50 2,992,95	6,000,00 1,500,00	6,000,00 5,475.90	18,000,00 4,500,00	72,600.00 18,000.00
5204-00 - Media Mission(s) 6206-00 - Digital Buy/ Social Media Boost	0.00 2,650.00	2,000,00 950,00	3,738.84 2,850.00	2,000,00 2,650,00	16,600,00 11,400,00
5207-00 - Content Campaigns/Tools-My Emma 5208-00 - International Travel Media FAMS	0,00 0,00	265,00 0,00	265.00 0.00	795.00 0.00	3,180,00 12,000,00
5209-00 - Domestic Travel Media FAUS 5210-00 - Content Dev - Newsletters	3,690,00 1,703,00	0.00 1,700.00	4,650,00 3,400,00	0,00 5,100.00	24,000,00 20,400,00 72,000,00
5211-00 - Social Media Strategy & Mgmt 5212-00 - Social Giverways & Contests	6,000,00 0.00	6,000,00 0,00	18,000.00 0.00	18,000,00 750,00	3,000,00
5214-60 - Social Tareover 5216-60 - PR Content Development + Distri	0.60 0.00	1,200,00	0.00 0.00	0.00 1,200,00	0.00 4,600,00
5218-00 · Crisis Communication / Treining 5221-00 · Photography & Video Asset Dry 5222-00 · Media Tracking / Membership	0.00 480.00 0.00	1,000.00 4,000.00	0.00 1,63,160	19,000.60 12,000.00	19,000.00 49,000.00
5222-00 - PR Meals / Entertainment 5200-00 - PR Meals / Entertainment 5200-00 - PUBLIC RELATIONS - Other	0.00 0.00 6,000.00	0.00	0.60 0.60 12,000.60	833.00 250,00	3,532.00 1,000.00
Total 5200-00 - PUBLIC RELATIONS	23,712.95	24,615,00	58,291,54		328,31
600-00 · CONFERENCE SALES 6003-00 · Geo-Fence Targeting					
6003-00 · Geo-Fence Targeting 6003-00 · Paid Media	0.00 360.00 0.00	1,500.00 0.00 2,292.00	0.00 360.00 5,128,67	1,500.00 0.00 6,668.00	3,663,00 4,860,00 41,560,00
6036-03 - CVENT 6037-03 - CVENT 607-03 - Creative Production	711.87 0.00	2,59200 0,00 5,000,00	5,124,67 2,135.61 0,00	10,700.00 10,500.00	41,500,00 14,160,00 12,000,00
6014-01 · MCC Group Incentive Program 6015-00 · MCC National Memberships	0.00 0.00	500.00 0.00	000	1,500,00 1,000,00	6,000,00 1,000,00
6018-00 - MCC Search Engine Marketing 6018-00 - MCC Redia Commission	22.78 17.97	303.00	130.99 31.20	2.292.00	7,662.43
6018-01 • MCC Digital Art Serving 6018-60 • Conference Direct Partnership	9.00 9.00	42.00 583,00	5.21 0.01	126.00 1,749.00	500.00 6,996.00
6128-00 · Helms Briscoe Strategic Partner 6152-02 · Chent Events / Opportunities	0.03 0.00	583.00 0.00	583.33 0,00	1,749.00 2,500.00	6,998.00 10,000.00
6153-00 · Chicago Sales Rep Support Total 6000-00 · CONFERENCE SALES	125.03	000	331.33	2,500.00	10,000,00
6100-60 - TRADE SHOWS	1,237,62	10,603.00	8,708.35	42,991.00	124,61
6102-60 - Miscellaneous 6111-00 - Site Inspections	0.00 0.00	000	23.57 0.00	1,500,00	6,000.00
6116-00 - CalS AE Seasonal Spectacular 6127-60 - CalS AE Annual	0,00 0,00	0.00 0.00	6,60 0,00	0.60	4,000.00 1,500.00
6143-60 - Connect Harketplace 6151-03 - Destination CA	00.0 00.0	0.00 0.00	6,503.00 0,00	5,000,00 5,000,00	5,600,60 5,600,00
6(54-0) - Helms Briscoe ABC 6155-00 - Connect Trade Shows	0.00 0.00	0.60 500,00	0.00 1,186,40	0,00 10,000,00	6,500.00 10,000.00
6155-60 - Convect California 6156-02 - Connect Chicago	0.60 0,60	0.00	0.00 0.00	0.00 0.00	0.00 5,500.00
6156-05 · Connect Northwest 6157-00 · HPN Partner Conference 6160-00 · AllThingstZeetings Sdcon Valley	0.00 0.00	0.00	0.00 0.00	6.00 5,000.03	0.00 5,000.00
6160-01 - All Inings Meetings Secon valey 6160-01 - All Things Meetings East Bay 6165-60 - Bay Area Cifent Appreciation	0.00 0.00 0.00	5,003.00 0.00 0.00	0.00 0.00 0.00	5,000.00 0.00 5,000.00	5,600,00 0,00 5,600,60
6165-00 - Say Area Gloric Application 6168-00 - Say Area Gloric Sales Top Got 6168-00 - Say Area Gloric Top Got	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 2,000,00
6171-00 - Outdoor Retailer 6181-00 - Conference Direct PNW	0.00	000 000	0.00 0.00	0.00 0.00	0.00 8,000,00
6182-00 - Destination Celebration 6183-00 - Smart Meetings NorCal	0.00 0.00	1,000.00 0.00	925.00 0.00	1,000.00 5,000.00	2,000,00 5,000,00
Total 6103-00 - TRADE SHOWS	0.00	6,500,00	8,614.97	47,500,00	75,00
7000-00 - COMMITTED & ADMIN EXPENSES 5008-00 - Cooperative Programs	0,00	0,00	0.00	2,500.00	10,000,00
sousto - Cooperative Programs 5009-00 - Fulfilment / Mail 5021-00 - RASC-Reno Air Service Corp	0.00 0.00	20300 0,00	317.99 25,000.60	2,500,00 600,00 25,000,00	10,000,00 2,400,00 100,000,00
5123-00 - HSVC - High Sierra Visitors 5123-00 - HSVC - High Sierra Visitors 5124-00 - Reno Tahoe Territory Membership	208.33 0,00	166.67 0,00	25,000,00 541,63 0,00	500.01 1,000.00	2,000,04 1,000,00
7002-00 - CRM Subscription 7003-00 - N/CBVB Entertainment Fund	0.00 0.00	633.33 500.00	2,500.00 45.60	2,499.99 1,500.00	11,499.96 6,000.00
			1.71.77		
7004-00 - Research 7006-00 - Film Festival 7006-00 - Special Events	15,850.00 0.00	3,620.00 0.00	20,306.15 15,000.00	42,520.00 15,000.00	76,900.00 15,000.00

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10/26/22 Accrual Basis

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

September 2022

	Sep 22	Budget	Jul + Sep 22	YTD Budget	Annual Budget
7603-60 - Opportunistic Funds 7603-60 - Tahoe Caru Usage 7804-60 - Photo Management 8. Storage 7804-60 - Photo Management 8. Storage 7808-60 - Collateral Production / Printin 6809-00 - Staff Industry Travel	0.00 0.00 0.00 0.00 0.00 0.00	000 000 658.25 000 0.00 0.00	0.00 0.00 0.00 0.00 0.00 0.00	0.00 0.00 2.054.75 0.00 10.750.00 2.500.00	50,000.00 2,124.00 8,233.00 25,000.03 11,000.00 10,000.00
8703-63 - Automobile Expense*	0.00	460.60	0.00	1,200,00	4,600,00
Total 700-00 - COMMITTED & ADMIN EXPENSES 800-00 - WEISITE CONTENT & MAINTENANCE 800-00 - Content Manager Contractor 800-00 - Website Houting Maintenance 800-00 - Website Strategy & Maintenance 800-00 - Website SEO Sursey/Maint	16,058.33 4,250.00 0,00 7,50.00 2,500.00	6,578.25 4,250,00 0,00 7,500,00 2,500,69	72,151.52 12,750.00 538.00 22,500.00 7,500.00	12,750.00 534.00 22,500.00 7,500.00	51,000.00 2,161,00 60,000.00 33,000.00
Total \$000-00 - WEBSITE CONTENT & MAINTENANCE	14,250,00	14,250.09	43,289.00	43,284.00	173,161.00
Total Expense	93,720.73	232,232,75	324,372.59	689,761,00	2,627,032.43
Net Income	\$8,658,27	-40,453,76	246,215.11	-119,173.00	-87,032,43

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

August 31, 2022

North Lake Tahoe Marketing Cooperative Balance Sheet Prev Year Comparison As of August 31, 2022

	Aug 31, 22	Aug 31, 21	\$ Change	% Change
ASSETS Current Assets Checking/Savings				
1000-00 · Cash	327,270.38	279,491.31	47,779.07	17.1%
Total Checking/Savings	327,270.38	279,491.31	47,779.07	17.1%
Accounts Receivable 1200-00 · Accounts Receivable	290,694.34	117,332.00	173,362.34	147.8%
Total Accounts Receivable	290,694.34	117,332.00	173,362.34	147.8%
Other Current Assets 1350-00 · Security Deposits	100.00	100.00	0.00	0.0%
Total Other Current Assets	100.00	100.00	0.00	0.0%
Total Current Assets	618,064.72	396,923.31	221,141.41	55.7%
Other Assets 1400-00 · Prepaid Expenses	23,927.81	78,913.20	-54,985.39	-69.7%
Total Other Assets	23,927.81	78,913.20	-54,985.39	-69.7%
TOTAL ASSETS	641,992.53	475,836.51	166,156.02	34.9%
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable				
2000-00 · Accounts Payable	390,196.37	111,283.61	278,912.76	250.6%
Total Accounts Payable	390,196.37	111,283.61	278,912.76	250.6%
Total Current Liabilities	390,196.37	111,283.61	278,912.76	250.6%
Total Liabilities	390,196.37	111,283.61	278,912.76	250.6%
Equity 32000 · Unrestricted Net Assets Net Income	103,639.32 148,156.84	192,668.73 171,884.17	-89,029.41 -23,727.33	-46.2% -13.8%
Total Equity	251,796.16	364,552.90	-112,756.74	-30.9%
TOTAL LIABILITIES & EQUITY	641,992.53	475,836.51	166,156.02	34.9%

North Lake Tahoe Marketing Cooperative A/R Aging Summary As of August 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	91,666.00	0.00	0.00	0.00	0.00	91,666.00
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
NLTRA*	0.00	81,085.00	0.00	114,392.00	0.00	195,477.00
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	91,666.00	81,085.00	0.00	114,392.00	3,551.34	290,694.34

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Augustineldeas	0.00	43,154.71	0.00	0.00	0.00	43,154,71
IVCB Visitors Bureau	10,381.96	0.00	110,190.94	0.00	0.00	120,572.90
MAHK Advertising	43,929.49	0.00	0.00	0.00	0.00	43,929.49
NLTRA	0.00	265.00	158,833.52	0.00	0.00	159,098,52
Sterling Valley Systems, Inc.	8,440.75	0.00	0.00	0.00	0.00	8,440.75
Tahoe Film Fest	0.00	15,000.00	0.00	0.00	0.00	15,000.00
TOTAL	62,752.20	58,419.71	269,024.46	0.00	0.00	390,196.37

North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

August 2022

	Aug 22	Aug 21	\$ Change	% Change
Income 4000-00 · LTIVCBVB Funding	91,166.00	57,666.00	33,500.00	58.1%
4001-40 · NLTRA Funding	81,085,00	55,013.61	26,071.39	47.4%
4004-00 - IVCBVB Entertainment	500,00	0,00	500.00	100,0%
Total Income	172,751.00	112,679.61	60,071.39	53.3%
Gross Profit	172,751,00	112,679.61	60,071.39	53.3%
Expense	172,751.00	112,010.01	00,071.00	00.073
5000-00 · CONSUMER MARKETING	2.00	***	***	400.014
5002-01 • Native Display 5005-00 • Pald Social	0,60 13,106,30	833,33 6,564,17	-833,33 6,542,13	-100,0% 99,7%
5005-01 • Digital Display / Retargeting 5007-00 • Greative Production	4,448,55	3,006,52	1,442,03	48,0%
5007-01 · Creative Production 5007-02 · Website Production	4,205.00 840.00	5,582,38 0,00	-1,377,38 840,00	-24,7% 100,0%
5007-03 · PhotoNideo Creative	9,316.50	2,484,40	6,832,10	275.0%
5007-00 · Creative Production - Other	0.00	127,50	-127,50	-100.0%
Total 5007-00 • Creative Production	14,361.50	8,194.28	6,167.22	75.3%
5010-00 · Account Strategy & Management 5010-02 · Website Strategy & Analysis	8,500.00 0.00	7,000.00 2,500.00	1,500.00 -2,500.00	21.4% -100.0%
5018-00 • Media Commission 5018-01 • Digital Ad Serving	382.89 22.39	132.52 0.00	250.37 22.39	188.9% 100.0%
8020-00 · Search Engine Marketing	6,431.33	0.00	6,431.33	100.0%
5024-00 • Fusion 7 5025-00 • Expedia	0.90 16,800.00	3,000.00 0.00	-3,000.00 16,800.00	-100.0% 100.0%
Total 5000-00 - CONSUMER MARKETING	64,052.96	31,230,82	32,822,14	105,1%
5110-00 · LEISURE SALES				
5113-00 - Additional Opportunities 5145-00 - TIA Annual Dues	0.00 218.75	167.94 0,96	-167.94 218,75	-190,0% 190,0%
Total 5110-00 · LEISURE SALES	218.75	167.94	50.81	30.3%
520G-00 · PUBLIC RELATIONS				
5202-00 • PR Program/ Content Dev - Blogs 5204-00 • Media Mission(s)	2,482,95 3,758,84	00.0 00.0	2,482,95 3,758,84	190.9% 190.0%
5206-00 • Digital Buy/ Social Media Boost	0.00	800,00	-800.00	-100.0%
5207-00 • Content Campaigns/Tools-My Emma 5209-00 • Domestic Travel Media FAMS	0,00 960,00	240.00 0.00	-240.00 960.00	-100.0% 100.0%
5210-00 · Content Day - Newsfelters	1,700,00	00.0	1,700.00	100.0%
5211-00 - Social Media Strategy & Mgmt 5216-00 - PR Content Development + Distri	6,000.00 0,00	6,000.00 1,320.00	0.00 -1,320.00	0.0% -190.0%
5221-00 - Photography & Video Asset Dev 5222-00 - Media Tracking / Membership	1,411,80 0.00	0,00 -5,03	1,411.80 5,03	100.0% 100.0%
5280-00 • PR Meals / Entertainment	0.00	178,00	-178,00	-100.0%
5200-00 - PUBLIC RELATIONS - Other	6,000.00	0.00	6,000.00	100.0%
Total 5200-00 - PUBLIC RELATIONS	22,313,59	8,532,97	13,780,62	161.5%
6000-60 · CONFERENCE SALES 6005-00 · Pald Media	3,118.29	0.00	3,118.29	100.0%
6006-00 • CVENT 6016-00 • MCC Search Engine Marketing	711.87 22.78	711.87 0.00	0.00 22.78	0.0% 180.0%
6018-00 · MCC Media Commission	13,23	201.88	-188.65	-93.5%
6018-01 • MCC Digital Ad Serving 6128-00 • HelmsBriscoe Strategic Partner	2,63 0,00	0.00 583,33	2.63 -583.33	100.0% -100.0%
6153-00 · Chicago Sales Rep Support	125,00	83.33	41.67	50.0%
Total 6000-00 · CONFERENCE SALES	3,993.80	1,580.41	2.413.39	152.7%
6100-00 · TRADE SHOWS	23.57	8.00	22.57	100.02/
6102-00 • Miscellaneous 6155-00 • Connect Trade Shows	23.57 1,166.40	0.00 0.00	23.57 1,166.40	100.0% 100.0%
6162-00 · Destination Celebration	925.00	0.00	925.00	100.0%
Total 6100-00 • TRADE SHOWS 7000-00 • COMMITTED & ADMIN EXPENSES	2,114.97	0.00	2,114.97	100.0%
5009-00 - Fulfillment / Mail	317.99	0.00	317,99	100.0%
5021-00 - RASC-Reno Air Service Corp 5123-00 - HSVC - High Sierra Visitors	25,000.00 166.63	25,000.90 166,67	0,00 -0,04	0.0% 0.0%
7003-00 - NOVO - right Sterra Visitors	45.00	0.00	45.00	100,0%
7004-00 • Research 7007-00 • Destimetrics / DMX	1,751.39 8,440,75	1,111.08 0.00	640,31 8,440,75	57.6% 100.0%
7010-00 · Photo Management & Storage	00,0	620,75	-620.75	-100.0%
7020-00 • Collateral Production / Printin Total 7000-00 • COMMITTED & ADMIN EXPENSES	35,721.76	723,94	-723,94 8,099,32	-100.0%
8000-00 · WEBSITE CONTENT & MAINTENANCE	33,121.10	21,322,44	0,023/32	29.3%
8002-00 · Content Manager Contractor	4,250.00	0.00	4,250.00	100,0%
8003-00 • Website Hosting Maintenance 8004-00 • Website Strategy & Maintenance	5.00 7,500.00	7,500.00 0.00	-7,495.00 7,500.00	-99,9% 100,0%
8005-00 · Website SEO Strategy/Maint	2,500.00	0.00	2,500.00	100.0%
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	14,255,00	7,500.00	6,755.00	90.1%
Total Expense	142,670.83	76,634,58	66,036,25	86.2%
Net Income	30,080,17	36,045,03	-5,964,86	-16,6%

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

August 2022

	Aug 22	Sudget	Jul - Aug 22	YTO Budget	Hagbed IssanA
\$ncome			/ / /		PARIOSI DOUGET
400-00 - LTIVCBVB Funding 4001-00 - MLTRA Funding	91,166.00	91,166,00	182,332.00	182,332,00	1,094,000.00
4004-00 - NCRVB Entertainment	81,065,00 500,00	81,655.60 500.00	195,477,00 1,000.00	195,477.00 1,000.00	1,440,000,00 6,000.00
4005-03 • Prior Year Nat Income	000	0.00	0.00	5.03	6.00
Total Income Gross Profit	172,751,00 172,751,00	172,751.00	378,609,00	378,609.00	2,540,000,00
Expense	172,751,00	172,751.00	378,609.50	378,609.00	2,540,000.00
5003-03 - CONSUMER MARKETING 5001-01 - Podcast	0.00	0.00	0.00	0.00	25,000.00
5002-00 - Consumer Print 5002-01 - Native Display	0.00 0.00	11,110.00	0.00	25,010.00	10,125.60 100,372.00
5004-00 - Trip Advisor 5005-00 - Paid Social	0:00 13,106:20	9,00 3,550.00	0,00 16,826.98	0,00 7,750.00	61,947.60 139,248.00
5005-01 - Digital Display / Retargeting 5007-00 - Creative Production	4,443,55	3,350,00	12,184.61	6,150,00	110,620.00
5007-01 - Creative Production 5007-02 - Website Production	4,205.00 840.00	15,000,00 2,500,00	4,205.00 849,00	30,000,00 5,000,00	149,500,60 34,600,60
5007-03 • Photo Mideo Creative 5007-00 • Creative Production - Other	9,316.50 0.00	2,617.50 0.00	10,734.00 0,00	5,235.00 0.00	32,670 GQ 0,00
Total 5007-00 - Creative Production	14,361.50	20,117.50	15,779.00	40,235.00	216,170.00
5010-00 - Account Strategy & Management 5013-00 - Outdoor	8,500.00 0.00	8,500.00	17,000.00 0.00	17,000.00	102,000,00 100,000,60
5016 · Video Streaming 5017-00 · Rich Media	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	126,661,00 30,000,00
5018-00 - Media Commission 5018-01 - Digital Ad Serving	382.89 22,39	2,751.00 220.00	332.59 69,28	6,312.00 440.00	119,357,00 2,655,00
5020-00 • Search Engine Warketing 5022-00 • Email 5024-00 • Fusion 7	6,431.33 0,50	2,960.00 0.00	15,375.42 0,00	7,205.00 0.00	119,470,00 20,000,00
5025-00 - Espedia 5025-00 - Tefevision	0.00 16,600,00 0.00	0.00 0.00	0.00 16,600,00	0.00	0.00 15,000,00
5930-69 • YrayetZoo	0.03	0.00	0.00 9,00	0.00 6,00	17,000.00 50,000.00
Total 5000-00 - CONSUMER MARKETING	64,052.96	52,528,50	94,418.18	112,102,00	1,365,825,00
5110-00 - LEISURE SALES 5107-00 - Creative Production 5111-00 - FAMs - Domasto	0.00 0.00	900	0.00	500.00	2,000.00
5112-00 - Fraining / Sales Calls 5112-00 - Additional Opportunities	0.00 0.00 0.00	0.00 0.00 0.00	00.0 00.0	1,500.00 2,500.00	6,000,00 10,000,00 10,000,00
5115-00 - Travel Agent Incentive Program 5120-00 - Domestic - Trade Shows	0.00 0.00 0.00	0.00 0.00 0.00	8.00 8.00 8.00	2,500.00 0.00 0.00	10,000.00 0.00 4,150.00
5131-00 · FAMS Inti - Travel Trade 5133-00 · Ski-Tops	0.00 0.00	0.00 0.00	0.00 0.00	1,500.00 0,00	6,000,00 3,350,00
5134-00 - Intl Marketing - Additional Opp 5137-00 - Co-op Opportunities	0.00 0.00	0.00	0.00	0.00 0.00	0.00 20,000.00
5143-00 - Mountain Travel Symposium 5144-00 - IPW - POW WOW	0.00 0.00	0.00 0.00	0.00 0.00	0.00	5,000.00 13,000.00
5143-00 - TIA. Annual Dues 5147-00 - AUS Gate 7 5154-00 - Canada	218.75 0.00	0.00 0.00	437.50 0.00	0.00 35,000,00	2,700,00 35,000,00
5155-00 - California Star Program	0.00 0.00	0.00 0.00	0.00	30,000,00 0,00	30,000,00 3,000,00
5157-00 - International Efforts	0,00	0.00	0,00	5,600.00	20,000,00
Total 5110-00 - LEISURE SALES 5200-60 - PUBLIC RELATIONS	218.75	0.00	437.50	78,500.60	170,200.00
5200-01 - Strategy, Reporting, Mgmt, Etc. 5202-00 - PR Program/ Content Dev - Blogs	0.00 2,482.95	6,000,00 1,500,00	6,000.00 2,482.95	12,600,00 3,000,00	72,000,00 18,000,00
5204-00 - Media Mission(s) 5206-00 - Digital Buy/ Social Media Boost	3,758,84 0.00	0.00 950.00	3,758,84 0.00	0.03 1,900.00	15,000,00 15,000,00 11,400,00
5207-00 · Content Campaigns/Fools-Ny Emma 5208-00 · International Travel Media FAMS	0,60 0.00	265.00 0.00	265,00 0.00	530.00 0.00	3,180,00 12,600,00
5209-00 - Domestic Travel Media FANS 5210-00 - Content Dev - Newsletters	960,00 1,700,00	0.00 1,700.00	950,00 1,700.00	0.00 3,400.00	24,630,00 20,400,00
5211-00 - Social Media Strategy & Mgmt 5212-00 - Social Giverways & Contests 5214-00 - Social Takeover	6,000,00 0,00 0,00	6,000.00 750.00	12,600,00 0,00	12,000,00 750,00	72,600.00 3,600.00
5216-00 - PR Content Development + Distri 5218-00 - Crisis Communication / Training	0.00 0.00 0.00	0.00 0.00 17,000.00	0.03 0.00 0.03	0.00 0.00 18,000.00	0.00 4,600.00 19,000.00
5221-00 - Photography & Video Asset Dev 5222-00 - Media Tracking / Membership	1,411,60 0,00	4,000,00	1,411.60 0.00	8,000,00 683,00	49,000.00 3,532.00
5280-00 - PR Meals / Entertainment 5200-00 - PUBLIC RELATIONS - Other	6,600,00 6,600,00	Q.OO	0.00 6,000.00	250,00	1,000.00
Total 5200-00 - PUBLIC RELATIONS	22,313.59	38,165.00	34,578.59	60,713.00	328,312,00
6000-60 - GONFERENCE SALES 6003-00 - Geo-Fence Targeting	0.60	0.00	0.00	0.00	3,000.00
6004-00 • Ema3 6005-00 • Paid Media	0.60 3,118.29	0.00 2,292.00	0,00 5,128.67	0.00 4,576.00	4,600.00 41,500.00
6006-00 - CVENT 6007-00 - Creative Production	711.87 0.00	0.00 5,000.00	1,423,74 0.00	10,700,00 5,500,00	14,160.00 12,000.00
6014-00 - NGC Group Incentive Program 6015-00 - NGC Stational Memberships	0.00	500.00 0,00	0.00 0.00	1,000,00 1,600,60	6,000.00 1,000.00
6016-00 - MCG Search Engine Marketing 6018-00 - MCG Media Commission 6018-01 - MCG Digital Ad Serving	22.78 13.23 2.63	303,00 42,00	108.21 13.23	1,996.00	7,662.43
6019-00 - Conference Direct Partnership 6128-00 - Helms Briscoe Strategic Partner	0,00 0,00	583.00 583.00	5.21 0.01 583.33	84.00 1,166.00 1,166.00	500.00 6,996,00 6,996.00
6152-00 - Client Events / Opportunities 6153-00 - Chicago Sales Rep Support	0,60 125,00	0.00 0.00	0,00 208.33	2,500,00 2,500,00	10,000.00 10,000.00
Total 6000-00 - CONFERENCE SALES	3,993.60	9,303,00	7,470.73	32,168.00	124,814.43
6103-00 - TRADE SHOWS 6102-00 - Miscellineous	23.57		23.57		
6111-00 - Site Inspections 6116-00 - CalSAE Seasonal Spectacular	0.00 0.00	0.00	0.00 0.00	1,500,00 0,00	6,600.00 4,600.00
6127-00 - CalSAE Annual 6143-00 - Conrect Marketplace	00,0 00,0	0.00 0.00	0.00 6,500.00	0.00 5,000.00	1,500,00 5,600,00
6151-00 - Destination CA 6151-00 - HelmsBriscoe ABC 6155-00 - Connect Trade Shows	0.00	500.00 0.00	0.00 0.60	5,600,00 0,00	5,000,00 6,500.00
6156-00 - Connect Calfornia 6156-02 - Connect Chicago	1,166,40 0.60 0.00	2,000.00 0.00 0.00	1,166,40 0.00 0.00	9,500,00 0,00	10,000,00 0.00
6155-05 - Connect Northwest 6157-00 - HPN Partner Conference	0.00	0.00 0.00	0.00 0.00	0.00 0.00 5,600	5,600,00 0.00 5,000,00
6160-00 - APThings Meetings Silcon Valley 6160-01 - APThings Meetings East Bay	0.00	0.00 0.00	0.00	0.00	5,000.00 0.00
6165-00 - Bay Area Offent Appreciation 6166-00 - Sports Commission	0.00	5,000.00 0.00	0.00 0.00	5,000,00 0.00	5,000,00 0.00
6163-00 - Sactarmento Rosevide TopGolf 6171-00 - Outdoor Retailer 6181-00 - Conference Direct PRV/	0.00 0.00 0.00	0.00 0.00	0.00 0.00	0.00	2,000,00 0.00
6182-00 - Destination Celebration	9.00 925.00	0.00 0.00	0.00 925.00	0.00	8,000,60 2,000,60
6183-00 - Smart Meetings NorCal Total 6100-00 - TRADE SHOWS	2,114.97		0.00 8,614,97	5,000,00	5,000,00 75,000,00
7000-00 - COMMITTED & ADMIN EXPENSES					
5003-00 - Cooperative Programs 5003-00 - Fulfilment / Nail 5021-00 - RASC-Reno Air Service Corp	0,00 317,99 25,000,00	0.00 200.00	0,00 317,99	2,500.00 400.00	10,000,60 2,400,60
5021-00 - HANG-Heno Ar Service Corp 5123-00 - HSVC - High Slerra Visitors 5124-00 - Reno Tehritory Membership	25,000,00 166,63 0,00	0.00 156,67 0.00	25,000,00 333.30	25,000.00 333.34	100,000.00 2,000.04
7003-00 - KRIM Subscription 7003-00 - CRIM Subscription 7003-00 - NOBVB Entertainment Fund	0.00 0.00 45.00	833.33 500.00	0,00 2,500,00 45,00	1,000,00 1,666,66 1,000,00	1,000.00 11,499.96 6,000.00
7034-00 - Research 7005-00 - Film Festival	1,751,39 0.00	27,650.00 15,000.00	4,455.15 15,090.00	38,700.00 15,000.00	76,900.00 15,000.00
7006-00 - Special Events 7007-00 - Destinetrics / DMX	0.00 8,440.75	0.00 0.00	0.00 8,440.75	0,00 8,440,75	20,000.00 33,763.00
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10/26/22 Accrual Basis

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

August 2022

	Aug 22	Budgel	Jul + Aug 22	YTO Budgel	Annual Budgel
7008-00 - Opportunistic Funds	00.0	0.00	0.60	0,60	50,000.00
7003-00 - Tahoe Cam Usage	6.03	0,00	0,00	0.00	2,124,00
7010-00 - Photo Management & Storage	0,00	742.25	0.60	1,400.50	8,233,00
7012-00 + Sponsorships	0.03	0.00	0.00	0.00	25,000.00
7020-00 - Collateral Production / Printin	6,00	10,600,60	0.00	10,250,60	11,000,00
8600-00 - Staff Industry Travel	9.03	0.00	0.00	2,500.60	10,000.00
8760-CO - Automobile Expense*	0,00	400.00	0.00	500,60	4,500,00
Total 7000-00 - COMMITTED & ADMINI EXPENSES	35,721.76	55,692.25	56,093.19	108,991,25	389,723.60
6003-00 - WERSITE CONTENT & MAINTENANCE					
8007-00 - Content Manager Contractor	4,250.00	4.250,00	8,500,00	8,500.00	51,000,00
8003-00 - Website Hosting Maintenance	5.00	0.00	539.60	534.00	2,161,00
8004-00 - Website Strategy & Maintenance	7.500.00	7,500,00	15,000,00	15,600,60	90,000,00
6005-00 - Website SEO Strategy, Maint	2,500,00	2,500.00	5,000,00	5,000,00	30,000,00
Total 8000-00 - WEBSITE CONTENT & MAINTENANCE	14,255,00	14,250.00	29,039.03	29,034.00	173,161.00
Total Expense	142,670.83	177,438.75	230,652,16	457,528.25	2,627,032,43
Net Income	39,090,17	-1,687.75	149,156.84	-78,719.25	-87,032.43
1					