

Committee Members:

Chair: Dan Tester, Granite Peak Management | **Treasurer: Jim Phelan**, Tahoe City Marina
,Homewood Mountain Resort | 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=TDFSQythRGtlNVM0ZmVZOTJabE5wQT09>

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. **Ratifying the Approval of August Finance Committee Action items:**
- a) Approval of Finance Committee Meeting Minutes from 7/27/22 **Page 1**
 - 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**
5. **Approval of Finance Committee Meeting Minutes from September 29, 2022** **Page 34**
- 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**
- 4:10 p.m.** 7. CEO Expense Report

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



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
- I. 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



north lake tahoe

Chamber | CVB | Resort Association

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
 - \$101,000 from Cash Flow Reserve
 - \$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.
 - 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.
 - 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.
 - 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.
 - 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.
 - 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)
 - TBID Revenue of \$10,000 was on budget.
 - 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.
 - Total expense was \$0.
- Operating Results YTD – Membership
 - Membership dues revenue of \$6,000 was \$1,000 good to budget.
 - 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.

- o Tuesday Morning Breakfast Club deferred revenue provided \$1,290 in cash.
- o Prior years' cumulative net results totaled \$17,493.
- o 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

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

July 31, 2022

North Lake Tahoe Resort Association

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	158	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 - NLTC	965	5,932	(4,967)
Accounts Receivable - Other	61,518	2,138	59,380
Inventory Asset	18,017	27,501	(9,485)
Gift Cards Outstanding	18	18	0
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	323,157	(51,736)
Credit Cards Payable	0	15	(15)
Accounts Payable - Other	23,835	22,140	1,695
Salaries & Wages Payable	8,558	20,359	(11,801)
Incentives Payable	50,168	44,055	6,113
PTO Payable	35,798	62,280	(26,482)
401k Payable	1,391	3,543	(2,152)
Employer Tax Payable	4,089	9,097	(5,008)
Accrued Expenses	124,667	112,850	11,817
Deferred Revenue - Membership Dues	35,525	45,987	(10,462)
Deferred Revenue - TMBC	1,290	1,290	0
Due To/From County	1,195,474	1,480,803	(285,329)
Suspense (may include rounding)	90	0	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	0	50,018	(50,018)
Cash Flow Reserve	0	100,839	(100,839)
Designated Marketing Reserve	0	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 Tourism 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	0	116,203
Net Income	242,871	(154,728)	397,599
Total Equity	5,195,051	345,767	4,849,284
Liabilities & Shareholder Equity	\$ 6,950,320	\$ 2,475,682	\$ 4,474,638

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
482,624	482,624	0	TBID Revenue	482,624	482,624	0	6,000,000
6,058	0	6,058	Membership Dues Revenue	6,058	0	6,058	0
14,588	15,000	(412)	Retail Revenue	14,588	15,000	(412)	60,000
288	0	288	Non-Retail Revenue	288	0	288	0
			Revenue - Interest & Investments				
503,558	497,624	5,934	Total Revenues	503,558	497,624	5,934	6,060,000
7,204	2,375	4,829	Cost of Goods Sold	7,204	2,375	4,829	28,500
236	0	236	Freight & Shipping Costs	236	0	236	0
13	0	13	POS Inventory Adjustments	13	0	13	0
263	0	263	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
495,843	495,249	594	Gross Profit	495,843	495,249	594	6,031,500
65,269	115,644	(50,375)	Salaries & Wages	65,269	115,644	(50,375)	1,387,729
5,240	11,523	(6,283)	P/R - Tax Expense	5,240	11,523	(6,283)	138,273
8,314	21,414	(13,101)	P/R - Health Insurance Expense	8,314	21,414	(13,101)	256,972
0	4,086	(4,086)	P/R - Workmans Comp	0	4,086	(4,086)	49,028
2,163	4,279	(2,116)	401(k)	2,163	4,279	(2,116)	51,349
435	407	28	Other Benefits & Expenses	435	407	28	4,880
13,712	13,931	(219)	Rent	13,712	13,931	(219)	167,171
663	1,625	(962)	Utilities	663	1,625	(962)	19,497
87	1,331	(1,244)	Repairs & Maintenance	87	1,331	(1,244)	15,967
930	1,644	(714)	Telephone & Internet	930	1,644	(714)	19,724
890	1,386	(496)	Supplies - Office	890	1,386	(496)	14,586
1,238	12,700	(11,462)	Supplies - Computer	1,238	12,700	(11,462)	12,700
0	559	(559)	Mail	0	559	(559)	6,714
10,491	8,771	1,720	Taxes, Licenses, Fees	10,491	8,771	1,720	105,250
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
306	1,250	(944)	Insurance/Bonding	306	1,250	(944)	15,000
272	567	(294)	Associate Relations	272	567	(294)	6,800
2,100	692	1,408	Training/Seminars	2,100	692	1,408	8,300
0	342	(342)	Travel	0	342	(342)	4,100
114	417	(302)	Automobile Expenses	114	417	(302)	5,000
47	633	(587)	Meals & Meetings	47	633	(587)	7,600
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	718	(227)	Equipment Rental/Leasing	491	718	(227)	6,363
153	153	0	Depreciation	153	153	0	1,833
500	20,000	(19,500)	Event Sponsorships	500	20,000	(19,500)	565,000
0	0	0	Special Event Partnership Funding	0	0	0	50,000
114,392	114,392	(0)	NLTMC Contributions	114,392	114,392	(0)	1,440,000
0	8,917	(8,917)	Non-NLTMC Marketing	0	8,917	(8,917)	217,000
17,987	0	17,987	In-Market/Tourism	17,987	0	17,987	0
0	832	(832)	Chamber Activities	0	832	(832)	9,981
0	0	0	Chamber Activities - Membership Meetings	0	0	0	6,000
0	250	(250)	Chamber Activities - TMBC	0	250	(250)	3,000
0	0	0	Chamber Activities - Community Awards Dinner	0	0	0	10,000
0	155,078	(155,078)	Additional Opportunities	0	155,078	(155,078)	2,052,937
0	0	0	Allocated Administrative Overhead	0	0	0	0
252,971	520,147	(267,175)	Total Operating Expenses	252,971	520,147	(267,175)	6,898,054
242,871	(24,898)	267,769	Net Operating Income	242,871	(24,898)	267,769	(866,554)
			Other Expense/<Income>				
\$ 242,871	\$ (24,898)	\$ 267,769	Net Income	\$ 242,871	\$ (24,898)	\$ 267,769	\$ (866,554)

July 2022 July 2022
Actual Budget Variance (\$)

YTD - July 2022 YTD - July 2022
Actual Budget Variance (\$) Annual

North Lake Tahoe Resort Association

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

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

North Lake Tahoe Resort Association

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	71,428	71,428	0	888,000
<u>71,428</u>	<u>71,428</u>	<u>0</u>	Revenue - Interest & Investments	<u>71,428</u>	<u>71,428</u>	<u>0</u>	<u>888,000</u>
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	(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	(83)	Meals & Meetings	0	83	(83)	1,000
0	18	(18)	Equipment Rental/Leasing	0	18	(18)	156
0	417	(417)	Non-NLTMC Marketing	0	417	(417)	5,000
0	3,192	(3,192)	Business Association Grant Funding	0	3,192	(3,192)	38,300
0	68,348	(68,348)	Additional Opportunities	0	68,348	(68,348)	820,171
730	8,367	(7,637)	Allocated Administrative Overhead	730	8,367	(7,637)	104,048
<u>2,900</u>	<u>86,676</u>	<u>(83,776)</u>	Total Operating Expenses	<u>2,900</u>	<u>86,676</u>	<u>(83,776)</u>	<u>1,036,000</u>
<u>68,528</u>	<u>(15,248)</u>	<u>83,776</u>	Net Operating Income	<u>68,528</u>	<u>(15,248)</u>	<u>83,776</u>	<u>(148,000)</u>
			Other Expense/<Income>				
<u>\$68,528</u>	<u>\$ (15,248)</u>	<u>\$83,776</u>	Net Income	<u>\$ 68,528</u>	<u>\$(15,248)</u>	<u>\$83,776</u>	<u>\$ (148,000)</u>

North Lake Tahoe Resort Association

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	4,829	Cost of Goods Sold	7,204	2,375	4,829	28,500
236	0	236	Freight & Shipping Costs	236	0	236	0
13	0	13	POS Inventory Adjustments	13	0	13	0
263	0	263	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	(2,026)	P/R - Health Insurance Expense	(13)	2,013	(2,026)	24,155
0	487	(487)	P/R - Workmans Comp	0	487	(487)	5,845
397	337	60	401(k)	397	337	60	4,041
0	40	(40)	Other Benefits & Expenses	0	40	(40)	480
6,650	6,848	(198)	Rent	6,650	6,848	(198)	82,171
0	465	(465)	Utilities	0	465	(465)	5,580
0	137	(137)	Telephone & Internet	0	137	(137)	1,645
0	458	(458)	Supplies - Office	0	458	(458)	5,500
294	0	294	Supplies - Computer	294	0	294	0
0	17	(17)	Mail	0	17	(17)	200
0	25	(25)	Taxes, Licenses, Fees	0	25	(25)	300
314	125	189	Credit Card Fees	314	125	189	1,500
0	17	(17)	Dues & Subscriptions	0	17	(17)	200
118	42	76	Associate Relations	118	42	76	500
0	83	(83)	Automobile Expenses	0	83	(83)	1,000
0	8	(8)	Meals & Meetings	0	8	(8)	100
0	71	(71)	Equipment Rental/Leasing	0	71	(71)	626
0	417	(417)	Non-NLTMC Marketing	0	417	(417)	5,000
0	15,101	(15,101)	Additional Opportunities	0	15,101	(15,101)	181,211
8,393	4,127	4,266	Allocated Administrative Overhead	8,393	4,127	4,266	51,321
33,311	45,077	(11,766)	Total Operating Expenses	33,311	45,077	(11,766)	542,500
9,082	2,779	6,302	Net Operating Income	9,082	2,779	6,302	(73,000)
			Other Expense/<Income>				
\$9,082	\$ 2,779	\$ 6,302	Net Income	\$ 9,082	\$ 2,779	\$ 6,302	\$ (73,000)

North Lake Tahoe Resort Association

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

North Lake Tahoe Resort Association

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	0	Revenues	36,679	36,679	0	456,000
<u>36,679</u>	<u>36,679</u>	<u>0</u>	Revenue - Interest & Investments	<u>36,679</u>	<u>36,679</u>	<u>0</u>	<u>456,000</u>
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 Expense	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	0	28,299	(28,299)	339,593
789	4,297	(3,508)	Allocated Administrative Overhead	789	4,297	(3,508)	53,430
<u>3,131</u>	<u>45,792</u>	<u>(42,661)</u>	Total Operating Expenses	<u>3,131</u>	<u>45,792</u>	<u>(42,661)</u>	<u>532,000</u>
<u>33,548</u>	<u>(9,113)</u>	<u>42,661</u>	Net Operating Income	<u>33,548</u>	<u>(9,113)</u>	<u>42,661</u>	<u>(76,000)</u>
			Other Expense/<Income>				
<u>\$33,548</u>	<u>\$ (9,113)</u>	<u>\$42,661</u>	Net Income	<u>\$ 33,548</u>	<u>\$ (9,113)</u>	<u>\$42,661</u>	<u>\$ (76,000)</u>

North Lake Tahoe Resort Association

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

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
15,927	15,927	0	Revenues	15,927	15,927	0	198,000
<u>15,927</u>	<u>15,927</u>	<u>0</u>	Revenue - Interest & Investments	<u>15,927</u>	<u>15,927</u>	<u>0</u>	<u>198,000</u>
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	(1,036)	P/R - Health Insurance Expense	0	1,036	(1,036)	12,436
0	214	(214)	P/R - Workmans Comp	0	214	(214)	2,564
69	244	(175)	401(k)	69	244	(175)	2,926
0	17	(17)	Other Benefits & Expenses	0	17	(17)	200
458	290	168	Rent	458	290	168	3,482
0	55	(55)	Utilities	0	55	(55)	661
0	57	(57)	Telephone & Internet	0	57	(57)	685
0	42	(42)	Supplies - Office	0	42	(42)	500
134	1,050	(916)	Supplies - Computer	134	1,050	(916)	1,050
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	29	(29)	Equipment Rental/Leasing	0	29	(29)	261
500	0	500	Event Sponsorships	500	0	500	0
0	417	(417)	Non-NLTMC Marketing	0	417	(417)	5,000
0	7,990	(7,990)	Additional Opportunities	0	7,990	(7,990)	95,879
920	1,866	(946)	Allocated Administrative Overhead	920	1,866	(946)	23,200
<u>3,651</u>	<u>20,153</u>	<u>(16,502)</u>	Total Operating Expenses	<u>3,651</u>	<u>20,153</u>	<u>(16,502)</u>	<u>231,000</u>
<u>12,276</u>	<u>(4,226)</u>	<u>16,502</u>	Net Operating Income	<u>12,276</u>	<u>(4,226)</u>	<u>16,502</u>	<u>(33,000)</u>
Other Expense/<Income>							
<u>\$12,276</u>	<u>\$(4,226)</u>	<u>\$16,502</u>	Net Income	<u>\$ 12,276</u>	<u>\$ (4,226)</u>	<u>\$16,502</u>	<u>\$ (33,000)</u>

North Lake Tahoe Resort Association

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	24,131	24,131	0	300,000
<u>24,131</u>	<u>24,131</u>	<u>0</u>	Revenue - Interest & Investments	<u>24,131</u>	<u>24,131</u>	<u>0</u>	<u>300,000</u>
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
<u>3,230</u>	<u>28,146</u>	<u>(24,916)</u>	Total Operating Expenses	<u>3,230</u>	<u>28,146</u>	<u>(24,916)</u>	<u>350,000</u>
<u>20,902</u>	<u>(4,015)</u>	<u>24,916</u>	Net Operating Income	<u>20,902</u>	<u>(4,015)</u>	<u>24,916</u>	<u>(50,000)</u>
			Other Expense/<Income>				
<u>\$20,902</u>	<u>\$(4,015)</u>	<u>\$24,916</u>	Net Income	<u>\$20,902</u>	<u>\$ (4,015)</u>	<u>\$24,916</u>	<u>\$ (50,000)</u>

North Lake Tahoe Resort Association

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	9,652	9,652	0	120,000
<u>9,652</u>	<u>9,652</u>	<u>0</u>	Revenue - Interest & Investments	<u>9,652</u>	<u>9,652</u>	<u>0</u>	<u>120,000</u>
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
<u>7,167</u>	<u>7,333</u>	<u>(167)</u>	Taxes, Licenses, Fees	<u>7,167</u>	<u>7,333</u>	<u>(167)</u>	<u>88,000</u>
<u>7,167</u>	<u>7,333</u>	<u>(167)</u>	Total Operating Expenses	<u>7,167</u>	<u>7,333</u>	<u>(167)</u>	<u>88,000</u>
<u>2,486</u>	<u>2,319</u>	<u>167</u>	Net Operating Income	<u>2,486</u>	<u>2,319</u>	<u>167</u>	<u>32,000</u>
			Other Expense/<Income>				
<u>\$2,486</u>	<u>\$2,319</u>	<u>\$ 167</u>	Net Income	<u>\$ 2,486</u>	<u>\$ 2,319</u>	<u>\$ 167</u>	<u>\$32,000</u>

North Lake Tahoe Resort Association

Income Statement - Budget vs Actual Contingency/Reserve

July 2022 Actual	July 2022 Budget	Variance (\$)		YTD - July 2022 Actual	YTD - July 2022 Budget	Variance (\$)	Annual
9,652	9,652	0	Revenues	9,652	9,652	0	120,000
			Revenue - Interest & Investments				
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
9,652	9,652	0	Net Operating Income	9,652	9,652	0	120,000
			Other Expense/<Income>				
\$9,652	\$9,652	\$ -	Net Income	\$ 9,652	\$ 9,652	\$ -	\$ 120,000

North Lake Tahoe Resort Association

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		(11) 401(k)	(11)	0	(11)	0
7	0		7 Allocated Administrative Overhead	7	0	7	0
<u>27</u>	<u>0</u>		27 Total Operating Expenses	<u>27</u>	<u>0</u>	<u>27</u>	<u>0</u>
<u>(27)</u>	<u>0</u>		(27) Net Operating Income	<u>(27)</u>	<u>0</u>	<u>(27)</u>	<u>0</u>
			Other Expense/<Income>				
<u>\$ (27)</u>	<u>\$ -</u>		\$ (27) Net Income	<u>\$ (27)</u>	<u>\$ -</u>	<u>\$ (27)</u>	<u>\$-</u>

North Lake Tahoe Resort Association

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
<u>6,058</u>	<u>4,583</u>	<u>1,475</u>	Revenue - Interest & Investments	<u>6,058</u>	<u>4,583</u>	<u>1,475</u>	<u>55,000</u>
			Total Revenues				
6,058	4,583	1,475	Gross Profit	6,058	4,583	1,475	55,000
<u>6,058</u>	<u>4,583</u>	<u>1,475</u>	Net Operating Income	<u>6,058</u>	<u>4,583</u>	<u>1,475</u>	<u>55,000</u>
			Other Expense/<Income>				
<u>\$6,058</u>	<u>\$4,583</u>	<u>\$ 1,475</u>	Net Income	<u>\$ 6,058</u>	<u>\$ 4,583</u>	<u>\$ 1,475</u>	<u>\$55,000</u>

North Lake Tahoe Resort Association

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	(2,689)	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	(847)	401(k)	690	1,537	(847)	18,447
438	137	301	Other Benefits & Expenses	438	137	301	1,640
2,948	2,779	169	Rent	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>							
\$429.20	\$ -	\$429.20	Net Income	\$ 429.20	\$ -	\$429.20	\$ -

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
Employee Expense Report

Month/Yr July 2022
Employee Tony Karwowski

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
07.18.22	A	The Dam Café	120	Dam Café- Lunch w Kim Brown & Tony Karwowski	46.68		
07.19.22	B	NTEC	93739-001294	NTEC-	505.00		
	C						
	D						
	E						
	F						
	G						
	H						
	I						
	J.1						
	K.1						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		0.00	8700-00-70
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						-	

Signed By: _____
Date: _____

Approved By: _____
Date: _____

ACCOUNTING					
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE	DATE SCANNED	



BANK OF THE WEST
BNP PARIBAS

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-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>.

ACCOUNT SUMMARY

ANTHONY KARWOWSKI XXXX-XXXX-0183-4849	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$551.68		\$0.00		\$0.00		\$551.68

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
07-20	07-18	55432862200200901331727	TST* The Dam Cafe Tahoe City CA Tax ID: 454168768 Mer Ref: 00023577007838522 Mer Zip: 96145	46.68
07-19	07-18	82711162199000008777507	NORTH TAHOE* (1 OF 2 PA KINGS BEACH CA Tax ID: 941143428 Mer Zip: 96143 Product Code: 001294 Desc: North Tahoe Event Cent Qty: 1 Unit: Unl Disc: N Ext Item Amt: 505.00	505.00

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

Thank you for your order. Below is a receipt for your recent visit to The Dam Cafe.
[trouble viewing this email?](#)



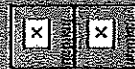
The Dam Cafe
55 W Lake Blvd
Tahoe City, CA 96145
530-581-0278

Take Out

Tony 530-448-3908

Server: Jennifer C
Check #120
Ordered: 7/18/22 11:33 AM

How was your visit?



TASTY TURKEY	\$14.95
SLICED SOURDOUGH	
TASTY TURKEY	\$14.95
SLICED SOURDOUGH	
NO RED ONION	
2 BARBEQUE	\$6.50
Subtotal	\$36.40
Tax	\$3.00
Tip	\$7.28
Total	\$46.68

Input Type C (EMV Chip Read)
MASTERCARD xxxxxxxx4849

Transaction Type Sale
Authorization Approved
Approval Code 006640
Payment ID kgLTdgkksmqj
Application ID A0000000041010
Application Label MASTERCARD
Terminal ID 7ffeabb799b32cea
Card Reader BBPOS

ANTHONY KARWOWSKI

Thank You!

Come again soon!

Download the Toast TakeOut app

Food you love without the wait.



© Toast, Inc. 2022. All Rights Reserved.

[Privacy Statement](#) | [Terms of Service](#)

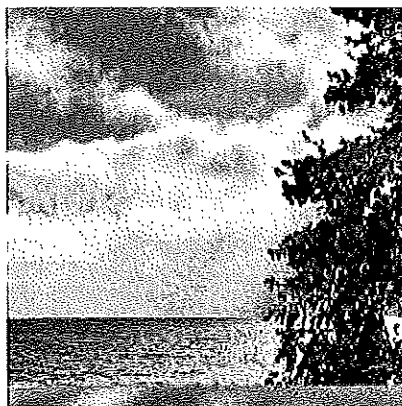
Payment confirmation:

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

Invoice #93739-001294

Total \$505.00

[VIEW INVOICE](#)



Cathy Becker & Charlotte Croley

Wedding Mavens

Cathy@NorthTahoeEvents.com

Charlotte@NorthTahoeEvents.com

North Tahoe Event Center

8318 North Lake Blvd

Kings Beach, CA 96143

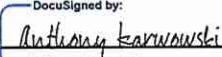
Charlotte (530) 546-7249

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 #	PURPOSE	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
	B	Epic Pass	2084510010127	Season ski pass, recreation benefit.		\$400.00	5070-00/Alloc
	C						
	D						
	E						
	F						
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		\$42.12	8700-00-70
TOTAL - CREDIT CARD EXPENSES					\$1,500.00		
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						\$442.12	

Signed By: 
Date: 7/13/2022

Approved By: _____
Date: _____

ACCOUNTING					
DATE RECEIVED	DATE ENTERED	Accounting Manager APPROVAL	Accounting Manager APPROVAL DATE	DATE SCANNED	
			7/13/2022		

**NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
MILEAGE REIMBURSEMENT**

EMPLOYEE NAME: Karwowski, Tony
REPORT MONTH: Jun-22

REF	DATE	START	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
					YES	NO	
A	6/1/2022	TC	KB	18	x		BOD Meeting
B	27-Jun	TC	KB	18	x		Interviews
C	6/28/2022	TC	KB	18	x		BOS meeting
D	6/30/2022	TC	KB	18	x		Interviews
E							
TOTAL MILES SUBMITTED:				72.00			
MILEAGE RATE PER MILE				\$ 0.585			
TOTAL MILEAGE REIMBURSEMENT DUE				\$ 42.12			

**BANK OF THE WEST**
BNP PARIBASBANKCARD 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 PAYMENTANTHONY 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

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	8271116216800000710610	NORTH TAHO* (1 OF 1 PA KINGS BEACH CA Tax ID: 941143428 Mer Zip: 96143 Product Code: 001261 Desc: North Tahoe Event Cent Qty: 1 Unit: Uni Disc: N Ext Item Amt: 1500.00	1,500.00

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

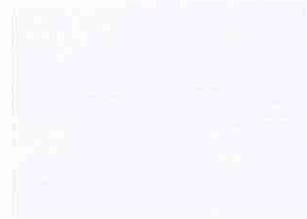
From:
Cathy Becker
North Tahoe Event Center
Venue
(530) 546-7249
[\[email protected\] \(/cdn-cgi/l/email-protection\)](#)

Bill To: Anna Atwood
[\[email protected\] \(/cdn-cgi/l/email-protection\)](#)
Project: 6.27.22 North Tahoe Resort Association
Type: 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)



ORDER CONFIRMATION

Confirmation Number: 2084510010127

Date of Purchase: January 27, 2022

Purchased By:
Anthony Karwowski

Customer ID: 8514051



AD Tahoe Local Pass 21/22

\$495.00

Pass #: 20567462805

Start Date/Arrival: 4/1/2021

Guest Name: Anthony Karwowski

Quantity: 1



north lake tahoe

Chamber | CVB | Resort Association

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 he 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 a 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
- I. 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

	YTD		Variance
	Aug 2022 2022	Aug 2021 2021	
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	(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	\$7,089,650	\$2,452,248	(\$4,637,402)
Liabilities			
Current Liabilities			
Accounts Payable	172,301	69,892	102,410
Accounts Payable - Other	23,835	22,140	1,695
Salaries & Wages Payable	8,558	41,223	(32,665)
Incentives Payable	61,865	44,055	17,810
PTO Payable	35,798	62,280	(26,482)
401k Payable	1,391	1,218	173
Employer Tax Payable	22,561	3,379	19,182
Accrued Expenses	82,917	200,350	(117,433)
Deferred Revenue - Membership Dues	35,525	20,827	14,698
Deferred Revenue - Chamber Activities	(6,000)	0	(6,000)
Deferred Revenue - TMBC	1,290	1,290	0
Due To/From County	1,195,474	1,480,803	(285,329)
<i>Suspense (may include rounding)</i>	<i>(14,660)</i>	<i>0</i>	<i>(14,660)</i>
Total Current Liabilities	1,620,855	1,947,457	326,602
Sales Tax Payable	2,936	2,877	59
Use Tax Payable	25	1,418	(1,393)
Total Tax Payable	2,961	4,295	1,334
Long-Term Debt			
Total Liabilities	1,623,816	1,951,752	327,936
Marketing Reserve	0	50,018	(50,018)
Cash Flow Reserve	0	100,839	(100,839)
Designated Marketing Reserve	0	331,856	(331,856)
Unrestricted Net Assets	17,493	17,781	(288)
TBID Reserve	4,934,687	0	4,934,687
Net Income	513,652	0	513,652
Total Equity	5,465,832	500,494	(4,965,338)
Liabilities & Shareholder Equity	\$7,089,648	\$2,452,246	(\$4,637,402)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:SUMMARY Summary of All Units

1 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	6,000	0	6,000	6,000	0	6,000
Revenues	486,106	486,106	0	968,730	968,729	0
TBID Revenue	0	0	0	6,058	0	6,058
Retail Revenue	11,993	12,000	(7)	26,581	27,000	(419)
Retail Revenue - Merchandise Sales	521	0	521	809	0	809
Revenue - Interest & Investments						
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
Freight & Shipping Costs	0	0	0	236	0	236
POS Inventory Adjustments	0	0	0	13	0	13
Artist of the Month - Consignment Expense	225	0	225	524	0	524
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
Salaries & Wages	56,795	115,644	(58,849)	122,064	231,288	(109,224)
P/R - Tax Expense	5,391	11,523	(6,131)	10,631	23,045	(12,415)
P/R - Health Insurance Expense	4,319	21,414	(17,095)	12,633	42,829	(30,196)
P/R - Workmans Comp	0	4,086	(4,086)	0	8,171	(8,171)
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	(26)
Utilities	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 - 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	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 - 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	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	186,590	526,102	148,443	377,659
Other Expense/<Income>						
Net 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

2 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	255,206	255,205	0	508,583	508,583	0
Revenue - Interest & Investments						
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	50	(50)	0	286	(286)
Supplies - Computer	0	0	0	134	5,000	(4,866)
Mail	0	126	(126)	0	252	(252)
Taxes, Licenses, Fees	0	63	(63)	0	125	(125)
Dues & Subscriptions	0	125	(125)	650	250	400
Associate Relations	0	83	(83)	28	167	(139)
Travel	0	58	(58)	0	117	(117)
Automobile Expenses	0	83	(83)	0	167	(167)
Meals & Meetings	0	42	(42)	0	83	(83)
Equipment Rental/Leasing	0	115	(115)	0	356	(356)
Event Sponsorships	0	20,000	(20,000)	0	40,000	(40,000)
NLTMC Contributions	81,085	81,085	0	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>						
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

3 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	71,944	71,944	0	143,372	143,372	0
Revenue - Interest & Investments						
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-NLTC Marketing	0	417	(417)	0	833	(833)
Allocated Administrative Overhead	732	8,367	(7,635)	1,463	16,734	(15,272)
Total Operating Expenses	2,674	14,428	(11,754)	5,574	29,565	(23,991)
Net Operating Income	69,270	57,516	11,754	137,798	113,807	23,991
Other Expense/<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

4 of 13
10/26/2022
10:40 AM

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

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:04 BSA

5 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	26,736	26,736	0	53,280	53,280	0
Revenue - Interest & Investments						
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	(4,174)
Total Operating Expenses	4,462	21,656	(17,195)	7,876	44,053	(36,177)
Net Operating Income	22,274	5,079	17,195	45,405	9,227	36,177
Other Expense/<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

6 of 13
10/26/2022
10:40 AM

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

7 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	16,042	16,041	0	31,968	31,968	0
Revenue - Interest & Investments						
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-NL TMC 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>						
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

8 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	24,305	24,305	0	48,436	48,436	0
Revenue - Interest & Investments						
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>						
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

9 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenues	9,722	9,722	0	19,375	19,375	0
Revenue - Interest & Investments						
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>						
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

10 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	9,722	9,722	0	19,375	19,375	0
Revenue - Interest & Investments						
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>						
Net Income	9,722	9,722	0	19,375	19,375	0

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:10 TOT- H&T

11 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
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	<u>7</u>	<u>0</u>	<u>7</u>	<u>33</u>	<u>0</u>	<u>33</u>
Net Operating Income	<u>(7)</u>	<u>0</u>	<u>(7)</u>	<u>(33)</u>	<u>0</u>	<u>(33)</u>
Other Expense/<Income>						
Net Income	<u>(7)</u>	<u>0</u>	<u>(7)</u>	<u>(33)</u>	<u>0</u>	<u>(33)</u>

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:11 Chamber

12 of 13
10/26/2022
10:40 AM

	Aug 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	6,000	0	6,000	6,000	0	6,000
TBID Revenue	0	0	0	6,058	0	6,058
Revenue - Interest & Investments						
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>						
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

13 of 13
10/26/2022
10:40 AM

	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	(64,746)	(129,336)	0	(129,336)
Total Operating Expenses	0	79,656	(79,655)	566	162,937	(162,372)
Net Operating Income	0	(79,656)	79,655	(566)	(162,937)	162,372
Other Expense/<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	Variance
	2022	2021	
Current Assets			
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	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	2,072,067	0	(2,072,067)
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	19,005	26,867	7,862
Gift Cards Outstanding	18	18	0
Prepaid Expenses	8,304	6,500	(1,804)
Prepaid Postage	100	100	0
Prepaid Insurance	2,754	2,689	(65)
Deposits	1,672	1,150	(522)
Total Current Assets	7,191,083	2,444,457	(4,746,626)
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	\$7,196,888	\$2,452,248	(\$4,744,640)
Liabilities			
Current Liabilities			
Accounts Payable	295,422	69,892	225,531
Accounts Payable - Other	23,835	22,140	1,695
Salaries & Wages Payable	8,558	41,223	(32,665)
Incentives Payable	76,039	44,055	31,984
PTO Payable	35,798	62,280	(26,482)
401k Payable	1,391	1,218	173
Employer Tax Payable	59,259	3,379	55,880
Accrued Expenses	77,917	200,350	(122,433)
Deferred Revenue - Membership Dues	35,525	20,827	14,698
Deferred Revenue - Chamber Activities	(12,000)	0	(12,000)
Deferred Revenue - TMBC	1,290	1,290	0
Due To/From County	1,195,474	1,480,803	(285,329)
<i>Suspense (may include rounding)</i>	<i>(16,092)</i>	<i>0</i>	<i>(16,092)</i>
Total Current Liabilities	1,782,416	1,947,457	165,041
Sales Tax Payable	2,936	2,877	59
Use Tax Payable	25	1,418	(1,393)
Total Tax Payable	2,961	4,295	1,334
Long-Term Debt			
Total Liabilities	1,785,377	1,951,752	166,375
Marketing Reserve	0	50,018	(50,018)
Cash Flow Reserve	0	100,839	(100,839)
Designated Marketing Reserve	0	331,856	(331,856)
Unrestricted Net Assets	17,493	17,781	(288)
TBID Reserve	4,934,687	0	4,934,687
Net Income	459,329	0	459,329
Total Equity	5,411,509	500,494	(4,911,014)
Liabilities & Shareholder Equity	\$7,196,886	\$2,452,246	(\$4,744,640)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:SUMMARY Summary of All Units

1 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	6,000	0	6,000	12,000	0	12,000
Revenues	204,759	204,759	0	1,173,489	1,173,489	0
TBID Revenue	0	0	0	6,058	0	6,058
Retail Revenue	9,039	6,000	3,039	35,620	33,000	2,620
Retail Revenue - Merchandise Sales	292	0	292	1,101	0	1,101
Revenue - Interest & Investments						
Total Revenues	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
Freight & Shipping Costs	0	0	0	236	0	236
POS Inventory Adjustments	0	0	0	13	0	13
Artist of the Month - Consignment Expense	0	0	0	524	0	524
Total Cost of Goods Sold	4,470	2,375	2,095	18,517	7,125	11,392
Gross Profit	215,620	208,384	7,236	1,209,751	1,199,364	10,388
Salaries & Wages	102,397	115,644	(13,247)	224,461	346,932	(122,471)
P/R - Tax Expense	9,188	11,523	(2,335)	19,819	34,568	(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)
401(k)	2,366	4,279	(1,913)	6,033	12,837	(6,805)
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
Utilities	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	301	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	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	(14,608)
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)
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)
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	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>						
Net 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

3 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	107,498	107,499	0	616,081	616,082	0
Revenue - Interest & Investments						
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	(80,000)	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>						
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

4 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	30,304	30,304	0	173,676	173,676	0
Revenue - Interest & Investments						
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>						
Net Income	27,299	15,867	11,432	165,097	129,675	35,423

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:03 VSVC

5 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
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	0	292	1,101	0	1,101
Revenue - Interest & Investments						
Total Revenues	24,279	20,947	3,331	122,386	118,665	3,722
Cost of Goods Sold	4,470	2,375	2,095	17,744	7,125	10,619
Freight & Shipping Costs	0	0	0	236	0	236
POS Inventory Adjustments	0	0	0	13	0	13
Artist of the Month - Consignment Expense	0	0	0	524	0	524
Total Cost of Goods Sold	4,470	2,375	2,095	18,517	7,125	11,392
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	717	5,112	3,776	1,336
P/R - Health Insurance Expense	12	2,013	(2,001)	85	6,039	(5,954)
P/R - Workmans Comp	0	487	(487)	0	1,461	(1,461)
401(k)	506	337	169	1,304	1,010	294
Other Benefits & Expenses	7	40	(33)	15	120	(105)
Rent	6,650	6,848	(198)	19,950	20,543	(593)
Utilities	0	465	(465)	286	1,395	(1,109)
Telephone & Internet	100	137	(37)	100	411	(311)
Supplies	301	0	301	377	0	377
Supplies - Office	0	458	(458)	9	1,375	(1,366)
Supplies - Computer	0	0	0	294	0	294
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	0	17	(17)	0	50	(50)
Associate Relations	0	42	(42)	118	125	(7)
Automobile Expenses	0	83	(83)	0	250	(250)
Meals & Meetings	0	8	(8)	0	25	(25)
Equipment Rental/Leasing	139	71	68	139	175	(36)
Non-NLTMC Marketing	0	417	(417)	0	1,250	(1,250)
Allocated Administrative Overhead	12,215	4,127	8,088	29,021	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>						
Net Income	(23,979)	(11,404)	(12,575)	(5,061)	21,648	(26,709)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:04 BSA

6 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	11,262	11,262	0	64,542	64,542	0
Revenue - Interest & Investments						
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	(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	(77)	0	190	(190)
Non-NLTMC Marketing	0	417	(417)	0	1,250	(1,250)
Chamber Activities	0	832	(832)	1,200	2,495	(1,295)
Chamber Activities - TMBC	0	250	(250)	0	750	(750)
Allocated Administrative Overhead	1,252	2,948	(1,696)	2,973	8,844	(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>						
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

7 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	15,562	15,562	0	89,185	89,185	0
Revenue - Interest & Investments						
Total Revenues	15,562	15,562	0	89,185	89,185	0
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>						
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

8 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	6,757	6,757	0	38,725	38,725	0
Revenue - Interest & Investments						
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	0	500	0	500
Non-NL TMC Marketing	0	417	(417)	0	1,250	(1,250)
Allocated Administrative Overhead	1,339	1,866	(527)	3,180	5,597	(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>						
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

9 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	10,238	10,238	0	58,674	58,674	0
Revenue - Interest & Investments						
Total Revenues	10,238	10,238	0	58,674	58,674	0
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)
Total Operating Expenses	4,700	28,146	(23,446)	11,167	84,438	(73,271)
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

10 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	4,095	4,095	0	23,470	23,470	0
Revenue - Interest & Investments						
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>						
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

11 of 14
10/26/2022
11:10 AM

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

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:10 TOT- H&T

12 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
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	<u>10</u>	<u>0</u>	<u>10</u>	<u>43</u>	<u>0</u>	<u>43</u>
Net Operating Income	<u>(10)</u>	<u>0</u>	<u>(10)</u>	<u>(43)</u>	<u>0</u>	<u>(43)</u>
Other Expense/<Income>						
Net Income	<u>(10)</u>	<u>0</u>	<u>(10)</u>	<u>(43)</u>	<u>0</u>	<u>(43)</u>

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:11 Chamber

13 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 2022		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenues	6,000	0	6,000	12,000	0	12,000
TBID Revenue	0	0	0	6,058	0	6,058
Revenue - Interest & Investments						
Total Revenues	6,000	0	6,000	18,058	0	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>						
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

14 of 14
10/26/2022
11:10 AM

	Sep 2022			Fiscal 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	(79,782)	565	242,719	(242,154)
Net Operating Income	0	(79,782)	79,782	(565)	(242,719)	242,154
Other Expense/<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

1:12 PM

10/26/22

Accrual Basis

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

	<u>Sep 30, 22</u>	<u>Sep 30, 21</u>	<u>\$ Change</u>	<u>% Change</u>
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	<u>351,795.64</u>	<u>413,504.34</u>	<u>-61,708.70</u>	<u>-14.9%</u>
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	103,639.32	192,668.73	-89,029.41	-46.2%
Net Income	246,215.11	174,800.85	71,414.26	40.9%
Total Equity	349,854.43	367,469.58	-17,615.15	-4.8%
TOTAL LIABILITIES & EQUITY	<u>351,795.64</u>	<u>413,504.34</u>	<u>-61,708.70</u>	<u>-14.9%</u>

1:13 PM

10/26/22

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Augustine Ideas*	0.00	0.00	0.00	0.00	999.00	999.00
Beach Retreat & Lodge	0.00	0.00	0.00	0.00	0.00	0.00
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	<u>191,779.00</u>	<u>0.00</u>	<u>81,085.00</u>	<u>0.00</u>	<u>-77,533.66</u>	<u>195,330.34</u>

1:34 PM

10/26/22

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
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	<u>0.00</u>	<u>1,941.21</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,941.21</u>

North Lake Tahoe Marketing Cooperative
Profit & Loss Prev Year Comparison

September 2022

	Sep 22	Sep 21	\$ Change	% Change
Income				
4000-00 - LTIVCBVB Funding	91,166.00	57,666.00	33,500.00	58.1%
4001-00 - NLTRA Funding	100,113.00	33,269.54	66,843.46	200.9%
4004-00 - IVCBVB Entertainment	500.00	0.00	500.00	100.0%
Total Income	191,779.00	90,935.54	100,843.46	110.9%
Gross Profit	191,779.00	90,935.54	100,843.46	110.9%
Expense				
5000-00 - CONSUMER MARKETING				
5002-01 - Native Display	0.00	833.33	-833.33	-100.0%
5005-00 - Paid Social	0.00	8,076.09	-8,076.09	-100.0%
5005-01 - Digital Display / Retargeting	0.00	10,515.04	-10,515.04	-100.0%
5007-00 - Creative Production				
5007-01 - Creative Production	20,403.01	6,455.93	13,947.08	216.0%
5007-02 - Website Production	7,050.00	120.00	6,930.00	5,775.0%
5007-03 - Photo/Video Creative	1,417.50	2,244.40	-826.90	-36.8%
5007-00 - Creative Production - Other	330.00	127.50	202.50	158.8%
Total 5007-00 - Creative Production	29,200.51	8,947.83	20,252.68	226.3%
5010-00 - Account Strategy & Management	8,500.00	7,000.00	1,500.00	21.4%
5018-00 - Media Commission	182.57	85.45	97.12	113.7%
5018-01 - Digital Ad Serving	0.00	72.88	-72.88	-100.0%
5020-00 - Search Engine Marketing	0.00	1,096.85	-1,096.85	-100.0%
Total 5000-00 - CONSUMER MARKETING	37,883.08	36,627.47	1,255.61	3.4%
5110-00 - LEISURE SALES				
5107-00 - Creative Production	360.00	0.00	360.00	100.0%
5112-00 - Training / Sales Calls	0.00	119.88	-119.88	-100.0%
5145-00 - TIA Annual Dues	218.75	0.00	218.75	100.0%
Total 5110-00 - LEISURE SALES	578.75	119.88	458.87	382.8%
5200-00 - PUBLIC RELATIONS				
5200-01 - Strategy, Reporting, Mgmt, Etc.	0.00	5,000.00	-5,000.00	-100.0%
5202-00 - PR Program/ Content Dev - Blogs	2,982.95	360.00	2,632.95	731.4%
5204-00 - Media Mission(s)	0.00	558.84	-558.84	-100.0%
5206-00 - Digital Buy/ Social Media Boost	2,850.00	800.00	2,050.00	256.3%
5207-00 - Content Campaigns/Tools-My Emma	0.00	240.00	-240.00	-100.0%
5209-00 - Domestic Travel Media FAMS	3,690.00	0.00	3,690.00	100.0%
5210-00 - Content Dev - Newsletters	1,700.00	480.00	1,220.00	254.2%
5211-00 - Social Media Strategy & Mgmt	6,000.00	6,000.00	0.00	0.0%
5221-00 - Photography & Video Asset Dev	480.00	0.00	480.00	100.0%
5200-00 - PUBLIC RELATIONS - Other	6,000.00	0.00	6,000.00	100.0%
Total 5200-00 - PUBLIC RELATIONS	23,712.95	13,438.84	10,274.11	76.5%
6000-00 - CONFERENCE SALES				
6004-00 - Email	360.00	0.00	360.00	100.0%
6006-00 - CVENT	711.87	1,461.87	-750.00	-51.3%
6007-00 - Creative Production	0.00	330.00	-330.00	-100.0%
6016-00 - MCC Search Engine Marketing	22.78	0.00	22.78	100.0%
6018-00 - MCC Media Commission	17.97	2,456.73	-2,438.76	-99.3%
6019-00 - Conference Direct Partnership	0.00	1,749.99	-1,749.99	-100.0%
6128-00 - HelmsBriscoe Strategic Partner	0.00	583.33	-583.33	-100.0%
6153-00 - Chicago Sales Rep Support	125.00	103.53	21.47	20.7%
Total 6000-00 - CONFERENCE SALES	1,237.62	6,685.45	-5,447.83	-81.5%
7000-00 - COMMITTED & ADMIN EXPENSES				
5123-00 - HSVC - High Sierra Visitors	208.33	166.67	41.66	25.0%
7002-00 - CRM Subscription	0.00	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 7000-00 - 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	0.0%
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 & MAINTENANCE...	14,250.00	19,250.00	-5,000.00	-26.0%
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%

1:10 PM

10/28/22

North Lake Tahoe Marketing Cooperative
Profit & Loss Budget Performance

Accrual Basis

September 2022

Table with columns: Description, Sep 22, Budget, Jul - Sep 22, YTD Budget, Annual Budget. Rows include Income (4000-4005), Gross Profit, Expense (5000-5030), Total Income, and various sub-categories like CONSUMER MARKETING, LEISURE SALES, PUBLIC RELATIONS, CONFERENCE SALES, and TRADE SHOWS.

North Lake Tahoe Marketing Cooperative
 Profit & Loss Budget Performance

September 2022

	Sep 22	Budget	Jul - Sep 22	YTD Budget	Annual Budget
7003-00 - Opportunistic Funds	0.00	0.00	0.00	0.00	50,000.00
7003-00 - Tahoe Cam Usage	0.00	0.00	0.00	0.00	2,124.00
7010-00 - Photo Management & Storage	0.00	652.25	0.00	2,051.75	8,223.00
7012-00 - Sponsorships	0.00	0.00	0.00	0.00	25,000.00
7020-00 - Collateral Production / Print	0.00	0.00	0.00	10,230.00	11,000.00
8200-00 - Staff Industry Travel	0.00	0.00	0.00	2,500.00	10,000.00
8700-00 - Automobile Expense	0.00	400.00	0.00	1,200.00	4,500.00
Total 7000-00 - COMMITTED & ADMIN EXPENSES	16,058.33	6,578.25	72,151.52	115,569.50	389,720.00
8000-00 - WEBSITE CONTENT & MAINTENANCE					
8002-00 - Content Manager Contractor	4,250.00	4,250.00	12,750.00	12,750.00	51,000.00
8003-00 - Website Hosting Maintenance	0.00	0.00	538.00	534.00	2,181.00
8004-00 - Website Strategy & Maintenance	7,500.00	7,500.00	22,500.00	22,500.00	60,000.00
8005-00 - Website SEO Strategy/M&nt	2,500.00	2,500.00	7,500.00	7,500.00	30,000.00
Total 8000-00 - WEBSITE CONTENT & MAINTENANCE	14,250.00	14,250.00	43,288.00	43,284.00	173,161.00
Total Expense	30,308.33	20,828.25	324,372.68	689,761.00	2,627,032.43
Net Income	58,658.27	-40,453.75	246,215.11	-119,173.00	-87,032.43

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

August 31, 2022

1:27 PM

10/26/22

Accrual Basis

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

	<u>Aug 31, 22</u>	<u>Aug 31, 21</u>	<u>\$ Change</u>	<u>% Change</u>
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	<u>641,992.53</u>	<u>475,836.51</u>	<u>166,156.02</u>	<u>34.9%</u>
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	103,639.32	192,668.73	-89,029.41	-46.2%
Net Income	148,156.84	171,884.17	-23,727.33	-13.8%
Total Equity	251,796.16	364,552.90	-112,756.74	-30.9%
TOTAL LIABILITIES & EQUITY	<u>641,992.53</u>	<u>475,836.51</u>	<u>166,156.02</u>	<u>34.9%</u>

1:14 PM

10/26/22

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Augustine Ideas*	0.00	0.00	0.00	0.00	999.00	999.00
Beach Retreat & Lodge	0.00	0.00	0.00	0.00	0.00	0.00
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	<u>91,666.00</u>	<u>81,085.00</u>	<u>0.00</u>	<u>114,392.00</u>	<u>3,551.34</u>	<u>290,694.34</u>

1:17 PM

10/26/22

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
AugustineIdeas	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	<u><u>62,752.20</u></u>	<u><u>58,419.71</u></u>	<u><u>269,024.46</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>390,196.37</u></u>

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%
4001-00 · HLTRA 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				
5000-00 · CONSUMER MARKETING				
5002-01 · Native Display	0.00	833.33	-833.33	-100.0%
5005-00 · Paid Social	13,106.30	6,564.17	6,542.13	99.7%
5005-01 · Digital Display / Retargeting	4,448.55	3,006.52	1,442.03	48.0%
5007-00 · Creative Production				
5007-01 · Creative Production	4,205.00	5,582.38	-1,377.38	-24.7%
5007-02 · Website Production	840.00	0.00	840.00	100.0%
5007-03 · Photo/Video 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	8,500.00	7,000.00	1,500.00	21.4%
5010-02 · Website Strategy & Analysis	0.00	2,500.00	-2,500.00	-100.0%
5018-00 · Media Commission	382.89	132.52	250.37	188.9%
5018-01 · Digital Ad Serving	22.39	0.00	22.39	100.0%
5020-00 · Search Engine Marketing	6,431.33	0.00	6,431.33	100.0%
5024-00 · Fusion 7	0.00	3,000.00	-3,000.00	-100.0%
5025-00 · Expedia	16,800.00	0.00	16,800.00	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	0.00	167.94	-167.94	-100.0%
5145-00 · TIA Annual Dues	218.75	0.00	218.75	100.0%
Total 5110-00 · LEISURE SALES	218.75	167.94	50.81	30.3%
5200-00 · PUBLIC RELATIONS				
5202-00 · PR Program/ Content Dev - Blogs	2,482.95	0.00	2,482.95	100.0%
5204-00 · Media Mission(s)	3,758.84	0.00	3,758.84	100.0%
5206-00 · Digital Buy/ Social Media Boost	0.00	800.00	-800.00	-100.0%
5207-00 · Content Campaigns/Tools-My Emma	0.00	240.00	-240.00	-100.0%
5208-00 · Domestic Travel Media FAMS	960.00	0.00	960.00	100.0%
5210-00 · Content Dev - Newsletters	1,700.00	0.00	1,700.00	100.0%
5211-00 · Social Media Strategy & Mgmt	6,000.00	6,000.00	0.00	0.0%
5216-00 · PR Content Development + Distri	0.00	1,320.00	-1,320.00	-100.0%
5221-00 · Photography & Video Asset Dev	1,411.80	0.00	1,411.80	100.0%
5222-00 · Media Tracking / Membership	0.00	-5.03	5.03	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%
6000-00 · CONFERENCE SALES				
6005-00 · Paid Media	3,118.29	0.00	3,118.29	100.0%
6006-00 · CVENT	711.87	711.87	0.00	0.0%
6016-00 · MCC Search Engine Marketing	22.78	0.00	22.78	100.0%
6018-00 · MCC Media Commission	13.23	201.88	-188.65	-93.5%
6018-01 · MCC Digital Ad Serving	2.63	0.00	2.63	100.0%
6128-00 · Helms/Briscoe Strategic Partner	0.00	583.33	-583.33	-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				
6102-00 · Miscellaneous	23.57	0.00	23.57	100.0%
6155-00 · Connect Trade Shows	1,166.40	0.00	1,166.40	100.0%
6182-00 · Destination Celebration	925.00	0.00	925.00	100.0%
Total 6100-00 · TRADE SHOWS	2,114.97	0.00	2,114.97	100.0%
7000-00 · COMMITTED & ADMIN EXPENSES				
5009-00 · Fulfillment / Mail	317.99	0.00	317.99	100.0%
5021-00 · RASC-Reno Air Service Corp	25,000.00	25,000.00	0.00	0.0%
5123-00 · HSVC - High Sierra Visitors	166.63	166.67	-0.04	0.0%
7003-00 · IVCBVB Entertainment Fund	45.00	0.00	45.00	100.0%
7004-00 · Research	1,751.39	1,111.08	640.31	57.6%
7007-00 · Destimetrics / DMX	8,440.75	0.00	8,440.75	100.0%
7010-00 · Photo Management & Storage	0.00	620.75	-620.75	-100.0%
7020-00 · Collateral Production / Printin	0.00	723.94	-723.94	-100.0%
Total 7000-00 · COMMITTED & ADMIN EXPENSES	35,721.76	27,622.44	8,099.32	29.3%
8000-00 · WEBSITE CONTENT & MAINTENANCE				
8002-00 · Content Manager Contractor	4,250.00	0.00	4,250.00	100.0%
8003-00 · Website Hosting Maintenance	5.00	7,500.00	-7,495.00	-99.8%
8004-00 · Website Strategy & Maintenance	7,500.00	0.00	7,500.00	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%

1:10 PM

10/26/22

Accrual Basis

North Lake Tahoe Marketing Cooperative
Profit & Loss Budget Performance

August 2022

Table with 6 columns: Description, Aug 22, Budget, Jul - Aug 22, YTD Budget, Annual Budget. Rows include Income, Expense (Consumer Marketing, Leisure Sales, Public Relations, Trade Shows, Committed & Admin Expenses), and various sub-categories like Creative Production, Account Strategy, and Marketing Programs.

North Lake Tahoe Marketing Cooperative
 Profit & Loss Budget Performance

August 2022

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
7008-00 - Opportunistic Funds	0.00	0.00	0.00	0.00	50,000.00
7009-00 - Tahoe Cam Usage	0.00	0.00	0.00	0.00	2,124.00
7016-00 - Photo Management & Storage	0.00	742.25	0.00	1,400.50	8,733.00
7012-00 - Sponsorships	0.00	0.00	0.00	0.00	25,000.00
7030-00 - Collateral Production / Printin	0.00	10,000.00	0.00	10,250.00	11,000.00
8500-00 - Staff Industry Travel	0.00	0.00	0.00	2,800.00	10,000.00
8700-00 - Automobile Expense*	0.00	400.00	0.00	500.00	4,500.00
Total 7000-00 - COMMITTED & ADMIN EXPENSES	35,721.76	55,692.25	56,093.19	108,991.25	389,720.00
8000-00 - WEBSITE CONTENT & MAINTENANCE					
8001-00 - 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	538.00	534.00	2,161.00
8004-00 - Website Strategy & Maintenance	2,500.00	2,500.00	15,000.00	15,000.00	90,000.00
8005-00 - 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	29,038.00	29,034.00	173,161.00
Total Expense	142,670.83	177,438.75	230,652.16	487,528.25	2,627,032.43
Net Income	39,680.17	-4,887.75	148,156.84	-78,719.25	-87,032.43