

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period

Ending April 30, 2019

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of April 30, 2019

Accrual Basis

	<u>Apr 30, 19</u>	<u>Apr 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	137	536	(399)	(74%)	289
1003-00 · Cash - Operations BOTW #6712	364,750	688,153	(323,403)	(47%)	619,232
1007-00 · Cash - Payroll BOTW #7421	3,110	6,865	(3,755)	(55%)	6,195
1008-00 · Marketing Reserve - Plumas	50,231	50,156	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,617	100,416	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	143,631	89,686	53,945	60%	88,355
10950 · Cash in Drawer	1,040	155	885	571%	597
<b>Total Checking/Savings</b>	<u>693,098</u>	<u>965,549</u>	<u>(272,451)</u>	<u>(28%)</u>	<u>894,867</u>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	25,525	17,319	8,206	47%	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	393,492	0	393,492	100%	0
<b>Total Accounts Receivable</b>	<u>419,017</u>	<u>27,788</u>	<u>391,229</u>	<u>1,408%</u>	<u>24,331</u>
<b>Other Current Assets</b>					
1200-99 · AR Other	10	2,589	(2,579)	(100%)	(41)
12000 · Undeposited Funds	0	892	(892)	(100%)	0
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	25,565	21,790	3,775	17%	3,417
1201-03 · Member AR - Other	14,545	0	14,545	100%	0
1201-00 · Member Accounts Receivable - Other	0	29,665	(29,665)	(100%)	2,870
<b>Total 1201-00 · Member Accounts Receivable</b>	<u>40,110</u>	<u>51,455</u>	<u>(11,345)</u>	<u>(22%)</u>	<u>6,287</u>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(4,358)	1,583	36%	(2,500)
12100 · Inventory Asset	21,086	28,848	(7,762)	(27%)	28,203
1299 · Receivable from NLTMC	11,968	7,936	4,032	51%	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
<b>Total Other Current Assets</b>	<u>72,009</u>	<u>88,012</u>	<u>(16,003)</u>	<u>(18%)</u>	<u>61,553</u>
<b>Total Current Assets</b>	<u>1,184,124</u>	<u>1,081,349</u>	<u>102,775</u>	<u>10%</u>	<u>980,751</u>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	9,964	(1,528)	(15%)	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,368)	(67)	(1%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,877)	(18,182)	(1,695)	(9%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
<b>Total Fixed Assets</b>	<u>1,644</u>	<u>4,934</u>	<u>(3,290)</u>	<u>(67%)</u>	<u>3,041</u>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	11,914	0	11,914	100%	9,151
1430-00 · Prepaid 1st Class Postage	500	1,000	(500)	(50%)	1,000
1400-00 · Prepaid Expenses - Other	6,367	11,031	(4,664)	(42%)	17,116
<b>Total 1400-00 · Prepaid Expenses</b>	<u>18,781</u>	<u>12,031</u>	<u>6,750</u>	<u>56%</u>	<u>27,267</u>

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of April 30, 2019

Accrual Basis

	<u>Apr 30, 19</u>	<u>Apr 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
Total Other Assets	18,781	12,031	6,750	56%	27,267
<b>TOTAL ASSETS</b>	<b><u>1,204,548</u></b>	<b><u>1,098,314</u></b>	<b><u>106,234</u></b>	<b><u>10%</u></b>	<b><u>1,011,060</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	79,214	153,827	(74,613)	(49%)	42,156
<b>Total Accounts Payable</b>	<u>79,214</u>	<u>153,827</u>	<u>(74,613)</u>	<u>(49%)</u>	<u>42,156</u>
<b>Credit Cards</b>					
2080-00 · Bank of the West - Master Cards					
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	15
2080-04 · MC_5968_Ronald	0	422	(422)	(100%)	126
2080-10 · MC_9495_AI	0	798	(798)	(100%)	180
2080-11 · MC_3978_Amber	0	2,665	(2,665)	(100%)	3,070
2080-13 · MC_6903_Cindy	0	2,699	(2,699)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	58	(58)	(100%)	83
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<u>0</u>	<u>6,657</u>	<u>(6,657)</u>	<u>(100%)</u>	<u>5,904</u>
<b>Total Credit Cards</b>	<u>0</u>	<u>6,657</u>	<u>(6,657)</u>	<u>(100%)</u>	<u>5,904</u>
<b>Other Current Liabilities</b>					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	11,600	38,973	(27,373)	(70%)	36,870
2101-00 · Incentive Payable	72,616	81,447	(8,831)	(11%)	43,384
2102-00 · Commissions Payable	3,534	7,135	(3,601)	(50%)	4,698
2120-00 · Empl. Federal Tax Payable	4,916	3,118	1,798	58%	3,072
2175-00 · 401 (k) Plan	2,613	1,559	1,054	68%	1,157
2180-00 · Estimated PTO Liability	43,126	74,725	(31,599)	(42%)	49,004
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<u>138,405</u>	<u>206,957</u>	<u>(68,552)</u>	<u>(33%)</u>	<u>138,185</u>
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	36	0	36	100%	853
25500 · *Sales Tax Payable	657	1,396	(739)	(53%)	1,941
2190-00 · Sales and Use Tax Payable - Other	3	0	3	100%	0
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<u>696</u>	<u>1,396</u>	<u>(700)</u>	<u>(50%)</u>	<u>2,794</u>
2250-00 · Accrued Expenses	339	1,600	(1,261)	(79%)	49,521
2400-42 · Marketing Co-op					67,000
2400-60 · Deferred Revenue- Member Dues	80,886	64,912	15,974	25%	56,979
2500-00 · Deferred Revenue - TMBC	855	909	(54)	(6%)	535
2651-00 · Deferred Rev - Conference	733	1,833	(1,100)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	1,561	2,576	165%	4,202
2900-00 · Due To/From County of Placer	0	8,881	(8,881)	(100%)	229,432
<b>Total Other Current Liabilities</b>	<u>576,356</u>	<u>288,049</u>	<u>288,307</u>	<u>100%</u>	<u>548,648</u>
<b>Total Current Liabilities</b>	<u>655,570</u>	<u>448,533</u>	<u>207,037</u>	<u>46%</u>	<u>596,708</u>
<b>Total Liabilities</b>	<u>655,570</u>	<u>448,533</u>	<u>207,037</u>	<u>46%</u>	<u>596,708</u>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248

North Lake Tahoe Resort Association

**Balance Sheet**

As of April 30, 2019

Accrual Basis

	<u>Apr 30, 19</u>	<u>Apr 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	134,623	251,639	(117,016)	(47%)	(5,239)
Total Equity	<u>548,975</u>	<u>649,781</u>	<u>(100,806)</u>	<u>(16%)</u>	<u>414,352</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>1,204,548</u></b>	<b><u>1,098,314</u></b>	<b><u>106,234</u></b>	<b><u>10%</u></b>	<b><u>1,011,060</u></b>

# North Lake Tahoe Resort Association

## Profit & Loss

July 2018 through April 2019

Accrual Basis

	Jul '18 - Apr 19	Jul '17 - Apr 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	3,075,321	3,145,237	-69,916	-2%
4200-00 · Membership Dues Revenue	114,081	109,436	4,645	4%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	6,096	9,167	-3,071	-34%
<b>4250-00 · Revenues-Membership Activities</b>				
4250-01 · Community Awards				
4250-04 · Silent Auction	12,876	18,522	-5,646	-31%
4250-05 · Sponsorships	17,165	12,440	4,725	38%
4250-01 · Community Awards - Other	14,646	18,190	-3,544	-20%
<b>Total 4250-01 · Community Awards</b>	44,687	49,152	-4,465	-9%
4250-02 · Chamber Events	2,847	339	2,507	739%
4250-03 · Summer/Winter Rec Luncheon	2,622	3,409	-787	-23%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	2,500	1,000	1,500	150%
4251-00 · Tues AM Breakfast Club - Other	4,887	4,241	647	15%
<b>Total 4251-00 · Tues AM Breakfast Club</b>	7,387	5,241	2,147	41%
4250-00 · Revenues-Membership Activities - Other	3,453	1,274	2,179	171%
<b>Total 4250-00 · Revenues-Membership Activities</b>	60,996	59,415	1,581	3%
4252-00 · Sponsorships	600	1,000	-400	-40%
4253-00 · Revenue- Other	6	0	6	100%
4350-00 · Special Events (Marketing)	0	77,628	-77,628	-100%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,417	2,917	5,500	189%
4600-00 · Commissions - Other	43,832	48,436	-4,604	-10%
<b>Total 4600-00 · Commissions</b>	52,249	51,353	897	2%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,989	8,686	-5,697	-66%
46000 · Merchandise Sales - Other	85,132	69,471	15,661	23%
<b>Total 46000 · Merchandise Sales</b>	88,121	78,157	9,964	13%
4720-00 · Miscellaneous	0	415	-415	-100%
<b>Total Income</b>	3,397,471	3,531,883	-134,412	-4%
<b>Gross Profit</b>	3,397,471	3,531,883	-134,412	-4%
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	14,798	12,849	1,949	15%
5020-00 · P/R - Tax Expense	66,996	78,660	-11,664	-15%
5030-00 · P/R - Health Insurance Expense	104,817	75,558	29,259	39%
5040-00 · P/R - Workmans Comp	6,109	10,789	-4,680	-43%
5060-00 · 401 (k)	29,415	29,586	-171	-1%
5070-00 · Other Benefits and Expenses	3,554	4,103	-549	-13%
5000-00 · Salaries & Wages - Other	855,062	913,505	-58,442	-6%
<b>Total 5000-00 · Salaries &amp; Wages</b>	1,080,751	1,125,050	-44,298	-4%
5100-00 · Rent				
5110-00 · Utilities	10,120	9,395	725	8%
5140-00 · Repairs & Maintenance	13,443	6,758	6,685	99%
5150-00 · Office - Cleaning	5,340	6,730	-1,390	-21%
5100-00 · Rent - Other	127,892	124,686	3,206	3%
<b>Total 5100-00 · Rent</b>	156,795	147,569	9,226	6%
5310-00 · Telephone				
5320-00 · Telephone	22,457	23,465	-1,008	-4%
5350-00 · Internet	25	25	0	0%

# North Lake Tahoe Resort Association

## Profit & Loss

Accrual Basis

July 2018 through April 2019

	Jul '18 - Apr 19	Jul '17 - Apr 18	\$ Change	% Change
<b>Total 5310-00 · Telephone</b>	22,482	23,490	-1,008	-4%
<b>5420-00 · Mail - USPS</b>				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	-3,562	2,804	-6,366	-227%
<b>Total 5420-00 · Mail - USPS</b>	-3,479	2,925	-6,403	-219%
<b>5510-00 · Insurance/Bonding</b>	6,296	7,250	-954	-13%
<b>5520-00 · Supplies</b>				
5525-00 · Supplies- Computer <\$1000	6,141	1,265	4,876	386%
5520-00 · Supplies - Other	11,701	12,103	-402	-3%
<b>Total 5520-00 · Supplies</b>	17,842	13,368	4,474	34%
<b>5610-00 · Depreciation</b>	1,397	2,180	-783	-36%
<b>5700-00 · Equipment Support &amp; Maintenance</b>	3,406	11,475	-8,069	-70%
<b>5710-00 · Taxes, Licenses &amp; Fees</b>	8,919	10,237	-1,319	-13%
<b>5740-00 · Equipment Rental/Leasing</b>	12,902	13,098	-196	-2%
<b>5800-00 · Training Seminars</b>	7,939	4,561	3,378	74%
<b>5815 · Training Video Series</b>	0	1,058	-1,058	-100%
<b>5830-00 · Commission Due to Third Party</b>	0	765	-765	-100%
<b>5850-00 · Artist of Month - Commissions</b>	2,579	3,906	-1,327	-34%
<b>5900-00 · Professional Fees</b>				
5910-00 · Professional Fees - Attorneys	1,000	9,760	-8,760	-90%
5920-00 · Professional Fees - Accountant	24,250	23,400	850	4%
5921-00 · Professional Fees - Other	6,610	50,400	-43,790	-87%
<b>Total 5900-00 · Professional Fees</b>	31,860	83,560	-51,700	-62%
<b>5940-00 · Research &amp; Planning Membership</b>	0	3,000	-3,000	-100%
<b>5941-00 · Research &amp; Planning</b>	28,820	2,266	26,554	1,172%
<b>6020-00 · Programs</b>				
6016-00 · Special Event Partnership	27,750	0	27,750	100%
6018-00 · Business Assoc. Grants	0	10,000	-10,000	-100%
<b>Total 6020-00 · Programs</b>	27,750	10,000	17,750	178%
<b>6420-00 · Events</b>				
<b>6420-01 · Sponsorships</b>				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-01 · 4th of July Fireworks	20,000	20,000	0	0%
6421-04 · Broken Arrow Skyrace	27,500	15,000	12,500	83%
6421-05 · No Barriers	8,400	0	8,400	100%
6421-06 · Spartan	254,353	254,000	353	0%
6421-07 · Tahoe Lacrosse Tournament	5,000	5,000	0	0%
6421-09 · Wanderlust	30,476	34,043	-3,567	-11%
6421-10 · WinterWonderGrass - Tahoe	19,447	16,808	2,639	16%
6421-16 · Mountain Travel Symposium	5,625	0	5,625	100%
<b>Total 6420-01 · Sponsorships</b>	405,080	459,623	-54,543	-12%
6421-00 · New Event Development	27,991	6,936	21,055	304%
<b>6422-00 · Event Media</b>				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
<b>Total 6422-00 · Event Media</b>	0	74	-74	-100%
6424-00 · Event Operation Expenses	2,056	98	1,958	1,997%
<b>Total 6420-00 · Events</b>	435,127	466,731	-31,604	-7%
<b>6423-00 · Membership Activities</b>				
6434-00 · Community Awards Dinner	25,943	23,832	2,111	9%
6435-00 · Shop Local Event	0	295	-295	-100%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,469	3,081	388	13%
6437-00 · Tuesday Morning Breakfast Club	4,714	4,963	-250	-5%
6441-00 · Membership - Miscellaneous Exp	60	10	50	497%
6442-00 · Public Relations/Website	12,558	2,855	9,703	340%

# North Lake Tahoe Resort Association

## Profit & Loss

Accrual Basis

July 2018 through April 2019

	Jul '18 - Apr 19	Jul '17 - Apr 18	\$ Change	% Change
6444-00 · Trades	1,430	2,240	-810	-36%
6423-00 · Membership Activities - Other	13,052	405	12,647	3,123%
<b>Total 6423-00 · Membership Activities</b>	<b>61,225</b>	<b>37,681</b>	<b>23,544</b>	<b>63%</b>
6490-00 · Classified Ads	0	50	-50	-100%
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	1,216,523	1,192,106	24,417	2%
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	23,085	11,225	11,860	106%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Shop Local	7,883	9,340	-1,457	-16%
6743-03 · Touch Lake Tahoe	12,500	10,506	1,994	19%
6743-05 · Peak Your Adventure	1,000	0	1,000	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>21,383</b>	<b>19,846</b>	<b>1,537</b>	<b>8%</b>
7500-00 · Trade Shows/Travel	372	0	372	100%
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	1,073	1,647	-574	-35%
52500 · Purchase Discounts	-40	-2,278	2,237	98%
59900 · POS Inventory Adjustments	-56	504	-559	-111%
8100-00 · Cost of Goods Sold - Other	46,917	40,347	6,570	16%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>47,894</b>	<b>40,219</b>	<b>7,675</b>	<b>19%</b>
8200-00 · Associate Relations	2,627	1,799	828	46%
8300-00 · Board Functions	8,053	7,512	541	7%
8500-00 · Credit Card Fees	6,496	4,904	1,592	33%
8600-00 · Additional Opportunites	8,500	0	8,500	100%
8700-00 · Automobile Expenses	4,425	3,834	592	15%
8750-00 · Meals/Meetings	3,746	3,451	294	9%
8810-00 · Dues & Subscriptions	7,307	6,527	780	12%
8910-00 · Travel	3,654	2,132	1,522	71%
8920-00 · Bad Debt	5,123	15,890	-10,767	-68%
<b>Total Expense</b>	<b>3,263,078</b>	<b>3,280,474</b>	<b>-17,396</b>	<b>-1%</b>
<b>Net Ordinary Income</b>	<b>134,393</b>	<b>251,409</b>	<b>-117,016</b>	<b>-47%</b>
<b>Other Income/Expense</b>				
Other Income				
4700-00 · Revenues- Interest & Investment	230	230	0	0%
<b>Total Other Income</b>	<b>230</b>	<b>230</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>230</b>	<b>230</b>	<b>0</b>	<b>0%</b>
<b>Net Income</b>	<b>134,623</b>	<b>251,639</b>	<b>-117,016</b>	<b>-47%</b>

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

Accrual Basis

All Departments

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	321,760	306,194	15,566	3,075,321	3,164,317	(88,996)	3,806,727
4200-00 · Membership Dues Revenue	11,996	10,750	1,246	114,081	106,600	7,481	128,000
4205-00 · Conference Dues	367	825	(458)	6,096	8,250	(2,154)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	12,876	19,000	(6,125)	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	17,165	13,000	4,165	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	14,646	18,000	(3,354)	14,646	18,000	(3,354)	18,000
<b>Total 4250-01 · Community Awards</b>	<b>44,687</b>	<b>50,000</b>	<b>(5,314)</b>	<b>44,687</b>	<b>50,000</b>	<b>(5,314)</b>	<b>50,000</b>
4250-02 · Chamber Events	145	208	(63)	2,847	2,084	763	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	2,500	2,450	50	3,050
4251-00 · Tues AM Breakfast Club - Other	625	580	45	4,887	5,800	(913)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>625</b>	<b>880</b>	<b>(255)</b>	<b>7,387</b>	<b>8,250</b>	<b>(863)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	(45)			3,453	0	3,453	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>45,412</b>	<b>51,088</b>	<b>(5,677)</b>	<b>60,996</b>	<b>64,334</b>	<b>(3,338)</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	16,666	(8,249)	20,000
4600-00 · Commissions - Other	12,747	2,500	10,247	43,832	25,000	18,832	30,000
<b>Total 4600-00 · Commissions</b>	<b>12,747</b>	<b>4,167</b>	<b>8,580</b>	<b>52,249</b>	<b>41,666</b>	<b>10,583</b>	<b>50,000</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	30	500	(470)	2,989	8,500	(5,511)	9,500
46000 · Merchandise Sales - Other	9,038	8,900	138	85,132	72,500	12,632	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>9,068</b>	<b>9,400</b>	<b>(332)</b>	<b>88,121</b>	<b>81,000</b>	<b>7,121</b>	<b>104,500</b>
<b>Total Income</b>	<b>401,348</b>	<b>382,424</b>	<b>18,924</b>	<b>3,397,471</b>	<b>3,466,167</b>	<b>(68,696)</b>	<b>4,169,637</b>
<b>Gross Profit</b>	<b>401,348</b>	<b>382,424</b>	<b>18,924</b>	<b>3,397,471</b>	<b>3,466,167</b>	<b>(68,696)</b>	<b>4,169,637</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,593	633	960	14,798	6,334	8,464	7,600
5020-00 · P/R - Tax Expense	5,423	6,960	(1,537)	66,996	72,115	(5,119)	86,761
5030-00 · P/R - Health Insurance Expense	10,467	11,058	(591)	104,817	110,574	(5,757)	132,690
5040-00 · P/R - Workmans Comp	671	956	(285)	6,109	9,858	(3,749)	11,845
5060-00 · 401 (k)	3,051	3,539	(488)	29,415	35,858	(6,443)	43,048
5070-00 · Other Benefits and Expenses	197	586	(389)	3,554	5,857	(2,303)	7,029
5000-00 · Salaries & Wages - Other	77,313	87,783	(10,470)	855,062	889,673	(34,611)	1,068,067
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>98,717</b>	<b>111,515</b>	<b>(12,798)</b>	<b>1,080,751</b>	<b>1,130,269</b>	<b>(49,518)</b>	<b>1,357,040</b>
5100-00 · Rent							
5110-00 · Utilities	961	1,028	(67)	10,120	10,335	(215)	12,191
5140-00 · Repairs & Maintenance	936	3,902	(2,966)	13,443	39,017	(25,574)	46,850
5150-00 · Office - Cleaning	550	800	(250)	5,340	8,721	(3,381)	10,444
5100-00 · Rent - Other	12,780	12,957	(177)	127,892	129,554	(1,662)	155,468
<b>Total 5100-00 · Rent</b>	<b>15,227</b>	<b>18,687</b>	<b>(3,460)</b>	<b>156,795</b>	<b>187,627</b>	<b>(30,832)</b>	<b>224,953</b>
5310-00 · Telephone							
5320-00 · Telephone	2,300	2,129	171	22,457	21,290	1,167	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	4,613	(4,613)	5,535
<b>Total 5310-00 · Telephone</b>	<b>2,300</b>	<b>2,590</b>	<b>(290)</b>	<b>22,482</b>	<b>25,903</b>	<b>(3,421)</b>	<b>31,083</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	(5,587)	475	(6,062)	(3,562)	4,403	(7,965)	5,203
<b>Total 5420-00 · Mail - USPS</b>	<b>(5,587)</b>	<b>475</b>	<b>(6,062)</b>	<b>(3,479)</b>	<b>4,403</b>	<b>(7,882)</b>	<b>5,203</b>
5510-00 · Insurance/Bonding	724	485	239	6,296	5,168	1,128	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	2,201	125	2,076	6,141	7,350	(1,209)	7,600
5520-00 · Supplies - Other	735	1,650	(915)	11,701	18,193	(6,492)	21,493
<b>Total 5520-00 · Supplies</b>	<b>2,936</b>	<b>1,775</b>	<b>1,161</b>	<b>17,842</b>	<b>25,543</b>	<b>(7,701)</b>	<b>29,093</b>
5610-00 · Depreciation	118	177	(59)	1,397	1,775	(378)	2,129
5700-00 · Equipment Support & Maintenance	720	1,118	(398)	3,406	11,176	(7,770)	13,412
5710-00 · Taxes, Licenses & Fees	736	1,050	(314)	8,919	10,801	(1,882)	12,951
5740-00 · Equipment Rental/Leasing	1,800	1,478	322	12,902	14,770	(1,868)	17,726
5800-00 · Training Seminars	0	417	(417)	7,939	15,616	(7,677)	16,450
5850-00 · Artist of Month - Commissions	167	458	(292)	2,579	4,584	(2,005)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	1,000	7,500	(6,500)	9,000
5920-00 · Professional Fees - Accountant	3,250			24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	0	1,917	(1,917)	6,610	21,791	(15,181)	26,000



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

Accrual Basis

All Departments

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Total 5900-00 · Professional Fees</b>	3,250	2,667	583	31,860	54,291	(22,431)	60,000
<b>5941-00 · Research &amp; Planning</b>	10,100	0	10,100	28,820	18,000	10,820	18,000
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	6,750	0	6,750	27,750	25,000	2,750	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	6,750	0	6,750	27,750	35,000	(7,250)	80,000
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	7,500	0	7,500	27,500	20,000	7,500	20,000
6421-05 · No Barriers	0	8,000	(8,000)	8,400	8,000	400	12,400
6421-06 · Spartan	353			254,353	254,500	(147)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	17,500	(17,500)	0	17,500	(17,500)	35,550
6421-09 · Wanderlust	476	0	476	30,476	30,000	476	37,700
6421-10 · WinterWonderGrass - Tahoe	0	19,400	(19,400)	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	625	0	625	5,625	5,000	625	5,000
<b>Total 6420-01 · Sponsorships</b>	8,955	44,900	(35,945)	405,080	416,775	(11,695)	447,225
6421-00 · New Event Development	491	2,750	(2,259)	27,991	52,500	(24,509)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	6,666	(4,610)	8,000
<b>Total 6420-00 · Events</b>	9,445	48,317	(38,872)	435,127	475,941	(40,814)	513,225
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	24,827	27,500	(2,673)	25,943	27,500	(1,557)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	594	650	(56)	4,714	5,850	(1,137)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	(3,632)	344	(3,976)	12,558	4,940	7,618	5,628
6444-00 · Trades	1,430			1,430	0	1,430	0
6423-00 · Membership Activities - Other	5,250			13,052	0	13,052	0
<b>Total 6423-00 · Membership Activities</b>	28,469	28,494	(25)	61,225	40,790	20,435	45,278
<b>6730-00 · Marketing Cooperative/Media</b>	121,652	121,652	0	1,216,523	1,216,519	4	1,459,823
<b>6740-00 · Media/Collateral/Production</b>	0			1,278	0	1,278	0
<b>6742-00 · Non-NLT Co-Op Marketing Program</b>	3,106	4,316	(1,210)	23,085	43,168	(20,083)	51,800
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	535	2,500	(1,965)	7,883	20,000	(12,117)	20,000
6743-03 · Touch Lake Tahoe	4,500	0	4,500	12,500	10,000	2,500	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	5,035	2,500	2,535	21,383	30,000	(8,617)	80,000
<b>7500-00 · Trade Shows/Travel</b>	0			372			
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	131			1,073	0	1,073	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	(84)			(56)	0	(56)	0
8100-00 · Cost of Goods Sold - Other	5,637	4,673	964	46,917	38,062	8,855	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	5,684	4,673	1,011	47,894	38,062	9,832	49,875
<b>8200-00 · Associate Relations</b>	443	616	(173)	2,627	6,168	(3,541)	7,400
<b>8300-00 · Board Functions</b>	1,874	150	1,724	8,053	4,200	3,853	4,500
<b>8500-00 · Credit Card Fees</b>	1,675	1,329	346	6,496	5,430	1,066	6,658
<b>8600-00 · Additional Opportunites</b>	8,437	3,134	5,303	8,500	31,332	(22,832)	37,600
<b>8700-00 · Automobile Expenses</b>	312	498	(186)	4,425	5,167	(742)	6,183
<b>8750-00 · Meals/Meetings</b>	499	637	(138)	3,746	6,366	(2,620)	7,640
<b>8810-00 · Dues &amp; Subscriptions</b>	1,029	852	177	7,307	8,516	(1,209)	10,220
<b>8910-00 · Travel</b>	0	1,000	(1,000)	3,654	6,600	(2,946)	6,600
<b>8920-00 · Bad Debt</b>	0			5,123	0	5,123	0
<b>Total Expense</b>	325,615	361,060	(35,445)	3,263,078	3,463,185	(200,107)	4,166,480
<b>Net Ordinary Income</b>	75,733	21,364	54,369	134,393	2,982	131,411	3,157
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	23			230			
<b>Total Other Income</b>	23			230			
Other Expense							
8990-00 · Allocated	0	0	(0)	0	(0)	0	0
<b>Total Other Expense</b>	0	0	(0)	0	(0)	0	0
<b>Net Other Income</b>	23	(0)	23	230	0	230	0
<b>Net Income</b>	<b>75,756</b>	<b>21,364</b>	<b>54,392</b>	<b>134,623</b>	<b>2,982</b>	<b>131,641</b>	<b>3,157</b>

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

Accrual Basis

**11 - Marketing**

	<u>Apr 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '18 - Apr 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	258,618	239,719	18,899	2,421,934	2,486,577	(64,642)	2,996,906
<b>Total Income</b>	<u>258,618</u>	<u>239,719</u>	<u>18,899</u>	<u>2,421,934</u>	<u>2,486,577</u>	<u>(64,642)</u>	<u>2,996,906</u>
<b>Gross Profit</b>	258,618	239,719	18,899	2,421,934	2,486,577	(64,642)	2,996,906
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	13,750	13,750	0	16,500
5020-00 · P/R - Tax Expense	1,122	1,877	(755)	18,802	18,935	(133)	22,712
5030-00 · P/R - Health Insurance Expense	4,054	4,080	(26)	44,696	40,800	3,896	48,960
5040-00 · P/R - Workmans Comp	85	188	(103)	1,014	1,892	(878)	2,268
5060-00 · 401 (k)	699	1,073	(374)	9,448	10,820	(1,372)	12,978
5070-00 · Other Benefits and Expenses	72	167	(95)	1,553	1,674	(121)	2,008
5000-00 · Salaries & Wages - Other	18,008	26,815	(8,807)	249,963	270,495	(20,532)	324,453
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>25,415</u>	<u>35,575</u>	<u>(10,160)</u>	<u>339,225</u>	<u>358,366</u>	<u>(19,141)</u>	<u>429,879</u>
5100-00 · Rent							
5110-00 · Utilities	201	135	66	1,601	1,350	251	1,620
5140-00 · Repairs & Maintenance	78	1,167	(1,089)	2,367	11,670	(9,303)	14,033
5150-00 · Office - Cleaning	206	175	31	1,866	2,350	(484)	2,700
5100-00 · Rent - Other	2,386	1,984	402	21,852	19,837	2,015	23,805
<b>Total 5100-00 · Rent</b>	<u>2,871</u>	<u>3,461</u>	<u>(590)</u>	<u>27,685</u>	<u>35,207</u>	<u>(7,522)</u>	<u>42,158</u>
5310-00 · Telephone							
5320-00 · Telephone	731	670	61	5,500	6,700	(1,200)	8,040
<b>Total 5310-00 · Telephone</b>	<u>731</u>	<u>670</u>	<u>61</u>	<u>5,500</u>	<u>6,700</u>	<u>(1,200)</u>	<u>8,040</u>
5420-00 · Mail - USPS	0	150	(150)	262	750	(488)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,690	(1,044)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	195	0	195	866	3,600	(2,734)	3,600
5520-00 · Supplies - Other	60	417	(357)	1,283	4,166	(2,883)	5,000
<b>Total 5520-00 · Supplies</b>	<u>255</u>	<u>417</u>	<u>(162)</u>	<u>2,149</u>	<u>7,766</u>	<u>(5,617)</u>	<u>8,600</u>
5610-00 · Depreciation	0	20	(20)	0	200	(200)	240
5700-00 · Equipment Support & Maintenance	120	292	(172)	240	2,916	(2,676)	3,500
5740-00 · Equipment Rental/Leasing	331	315	16	3,072	3,150	(78)	3,780
5800-00 · Training Seminars	0	0	0	3,285	4,500	(1,215)	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,250	(1,250)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	4,166	(4,166)	5,000
<b>Total 5900-00 · Professional Fees</b>	<u>0</u>	<u>542</u>	<u>(542)</u>	<u>0</u>	<u>5,416</u>	<u>(5,416)</u>	<u>6,500</u>
5941-00 · Research & Planning	0	0	0	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	6,750	0	6,750	27,750	25,000	2,750	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	<u>6,750</u>	<u>0</u>	<u>6,750</u>	<u>27,750</u>	<u>35,000</u>	<u>(7,250)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	7,500	0	7,500	27,500	20,000	7,500	20,000
6421-05 · No Barriers	0	8,000	(8,000)	8,400	8,000	400	12,400
6421-06 · Spartan	353			254,353	254,500	(147)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	17,500	(17,500)	0	17,500	(17,500)	35,550
6421-09 · Wanderlust	476	0	476	30,476	30,000	476	37,700
6421-10 · WinterWonderGrass - Tahoe	0	19,400	(19,400)	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	625	0	625	5,625	5,000	625	5,000
<b>Total 6420-01 · Sponsorships</b>	<u>8,955</u>	<u>44,900</u>	<u>(35,945)</u>	<u>405,080</u>	<u>416,775</u>	<u>(11,695)</u>	<u>447,225</u>
6421-00 · New Event Development	491	2,750	(2,259)	27,991	52,500	(24,509)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	6,666	(4,610)	8,000
<b>Total 6420-00 · Events</b>	<u>9,445</u>	<u>48,317</u>	<u>(38,872)</u>	<u>435,127</u>	<u>475,941</u>	<u>(40,814)</u>	<u>513,225</u>
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	1,113,840	1,113,836	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	2,569	833	1,736	20,149	8,334	11,815	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	535	2,500	(1,965)	7,883	20,000	(12,117)	20,000
6743-03 · Touch Lake Tahoe	4,500	0	4,500	12,500	10,000	2,500	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<u>5,035</u>	<u>2,500</u>	<u>2,535</u>	<u>21,383</u>	<u>30,000</u>	<u>(8,617)</u>	<u>80,000</u>
8200-00 · Associate Relations	0	133	(133)	30	1,334	(1,304)	1,600
8500-00 · Credit Card Fees	45			135	0	135	0
8600-00 · Additional Opportunitites	2,812	2,667	145	2,875	26,666	(23,791)	32,000

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

Accrual Basis

11 - Marketing

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	117	125	(8)	1,408	1,250	158	1,500
8750-00 · Meals/Meetings	0	300	(300)	519	3,000	(2,481)	3,600
8810-00 · Dues & Subscriptions	188	292	(104)	2,001	2,916	(915)	3,500
8910-00 · Travel	0	0	0	3,654	5,500	(1,846)	5,500
<b>Total Expense</b>	<b>168,069</b>	<b>208,162</b>	<b>(40,093)</b>	<b>2,029,656</b>	<b>2,148,438</b>	<b>(118,782)</b>	<b>2,595,654</b>
<b>Net Ordinary Income</b>	<b>90,549</b>	<b>31,557</b>	<b>58,992</b>	<b>392,278</b>	<b>338,139</b>	<b>54,139</b>	<b>401,252</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	23			213			
<b>Total Other Income</b>	<b>23</b>			<b>213</b>			
<b>Other Expense</b>							
8990-00 · Allocated	41,013	31,557	9,456	320,304	338,139	(17,835)	401,252
<b>Total Other Expense</b>	<b>41,013</b>	<b>31,557</b>	<b>9,456</b>	<b>320,304</b>	<b>338,139</b>	<b>(17,835)</b>	<b>401,252</b>
<b>Net Other Income</b>	<b>(40,990)</b>	<b>(31,557)</b>	<b>(9,434)</b>	<b>(320,091)</b>	<b>(338,139)</b>	<b>18,048</b>	<b>(401,252)</b>
<b>Net Income</b>	<b>49,559</b>	<b>0</b>	<b>49,559</b>	<b>72,187</b>	<b>0</b>	<b>72,187</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	29,101	29,101	0	294,107	294,097	10	352,299
4205-00 · Conference Dues	367	825	(458)	6,096	8,250	(2,154)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	16,666	(8,249)	20,000
4600-00 · Commissions - Other	12,747	2,500	10,247	43,832	25,000	18,832	30,000
<b>Total 4600-00 · Commissions</b>	<b>12,747</b>	<b>4,167</b>	<b>8,580</b>	<b>52,249</b>	<b>41,666</b>	<b>10,583</b>	<b>50,000</b>
<b>Total Income</b>	<b>42,214</b>	<b>34,093</b>	<b>8,121</b>	<b>352,452</b>	<b>344,013</b>	<b>8,439</b>	<b>412,199</b>
<b>Gross Profit</b>	<b>42,214</b>	<b>34,093</b>	<b>8,121</b>	<b>352,452</b>	<b>344,013</b>	<b>8,439</b>	<b>412,199</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,593	633	960	14,798	6,334	8,464	7,600
5020-00 · P/R - Tax Expense	886	1,165	(279)	11,350	11,647	(297)	13,977
5030-00 · P/R - Health Insurance Expense	1,777	1,633	144	17,836	16,324	1,512	19,590
5040-00 · P/R - Workmans Comp	73	172	(99)	659	1,721	(1,062)	2,065
5060-00 · 401 (k)	488	555	(67)	5,650	5,547	103	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	420	836	(416)	1,004
5000-00 · Salaries & Wages - Other	12,204	13,236	(1,032)	120,403	132,355	(11,952)	158,827
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>17,062</b>	<b>17,478</b>	<b>(416)</b>	<b>171,116</b>	<b>174,764</b>	<b>(3,648)</b>	<b>209,720</b>
5100-00 · Rent							
5110-00 · Utilities	98	70	28	778	700	78	840
5140-00 · Repairs & Maintenance	38	43	(5)	637	431	206	517
5150-00 · Office - Cleaning	100	102	(2)	925	1,019	(94)	1,223
5100-00 · Rent - Other	1,123	953	170	10,545	9,527	1,018	11,433
<b>Total 5100-00 · Rent</b>	<b>1,360</b>	<b>1,168</b>	<b>192</b>	<b>12,884</b>	<b>11,677</b>	<b>1,207</b>	<b>14,013</b>
5310-00 · Telephone							
5320-00 · Telephone	348	206	142	2,314	2,060	254	2,472
<b>Total 5310-00 · Telephone</b>	<b>348</b>	<b>206</b>	<b>142</b>	<b>2,314</b>	<b>2,060</b>	<b>254</b>	<b>2,472</b>
5420-00 · Mail - USPS	0	42	(42)	98	416	(318)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	1,147	(934)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30			301	0	301	0
5520-00 · Supplies - Other	29	52	(23)	578	514	64	618
<b>Total 5520-00 · Supplies</b>	<b>59</b>	<b>52</b>	<b>7</b>	<b>879</b>	<b>514</b>	<b>365</b>	<b>618</b>
5610-00 · Depreciation	0	8	(8)	0	78	(78)	94
5700-00 · Equipment Support & Maintenance	120	140	(20)	240	1,405	(1,165)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	80	(80)	96
5740-00 · Equipment Rental/Leasing	147	155	(8)	1,351	1,546	(195)	1,856
5800-00 · Training Seminars	0			38	0	38	0
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	102,683	102,683	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	250	(250)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	834	(834)	1,000
8920-00 · Bad Debt	0			733			
<b>Total Expense</b>	<b>29,365</b>	<b>29,748</b>	<b>(383)</b>	<b>292,550</b>	<b>297,454</b>	<b>(4,904)</b>	<b>356,950</b>
<b>Net Ordinary Income</b>	<b>12,850</b>	<b>4,345</b>	<b>8,505</b>	<b>59,902</b>	<b>46,559</b>	<b>13,343</b>	<b>55,249</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	5,647	4,345	1,302	44,103	46,559	(2,456)	55,249
<b>Total Other Expense</b>	<b>5,647</b>	<b>4,345</b>	<b>1,302</b>	<b>44,103</b>	<b>46,559</b>	<b>(2,456)</b>	<b>55,249</b>
<b>Net Other Income</b>	<b>(5,647)</b>	<b>(4,345)</b>	<b>(1,302)</b>	<b>(44,103)</b>	<b>(46,559)</b>	<b>2,456</b>	<b>(55,249)</b>
<b>Net Income</b>	<b>7,202</b>	<b>0</b>	<b>7,202</b>	<b>15,799</b>	<b>0</b>	<b>15,799</b>	<b>0</b>

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

**42 - Visitor Center**

Accrual Basis

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	33,323	36,656	(3,333)	352,088	376,402	(24,315)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	30	500	(470)	2,989	8,500	(5,511)	9,500
46000 · Merchandise Sales - Other	9,038	8,900	138	85,132	72,500	12,632	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>9,068</b>	<b>9,400</b>	<b>(332)</b>	<b>88,121</b>	<b>81,000</b>	<b>7,121</b>	<b>104,500</b>
<b>Total Income</b>	<b>42,391</b>	<b>46,056</b>	<b>(3,665)</b>	<b>440,209</b>	<b>457,402</b>	<b>(17,193)</b>	<b>553,344</b>
<b>Gross Profit</b>	<b>42,391</b>	<b>46,056</b>	<b>(3,665)</b>	<b>440,209</b>	<b>457,402</b>	<b>(17,193)</b>	<b>553,344</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	889	1,208	(319)	12,488	14,431	(1,943)	17,550
5030-00 · P/R - Health Insurance Expense	1,554	1,806	(252)	15,042	18,060	(3,018)	21,672
5040-00 · P/R - Workmans Comp	326	403	(77)	2,705	4,312	(1,607)	5,193
5060-00 · 401 (k)	474	537	(63)	5,174	5,750	(576)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	744	1,021	(277)	1,225
5000-00 · Salaries & Wages - Other	11,480	13,425	(1,945)	140,096	143,753	(3,657)	173,103
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>14,768</b>	<b>17,481</b>	<b>(2,713)</b>	<b>176,248</b>	<b>187,327</b>	<b>(11,079)</b>	<b>225,667</b>
5100-00 · Rent							
5110-00 · Utilities	444	650	(206)	5,783	6,550	(767)	7,650
5140-00 · Repairs & Maintenance	216	2,292	(2,076)	5,355	22,916	(17,561)	27,500
5150-00 · Office - Cleaning	20	237	(217)	364	2,373	(2,009)	2,847
5100-00 · Rent - Other	6,375	7,025	(650)	65,761	70,247	(4,486)	84,297
<b>Total 5100-00 · Rent</b>	<b>7,055</b>	<b>10,204</b>	<b>(3,149)</b>	<b>77,264</b>	<b>102,086</b>	<b>(24,822)</b>	<b>122,294</b>
5310-00 · Telephone							
5320-00 · Telephone	267			4,976	0	4,976	0
5310-00 · Telephone - Other	0	461	(461)	0	4,613	(4,613)	5,535
<b>Total 5310-00 · Telephone</b>	<b>267</b>	<b>461</b>	<b>(194)</b>	<b>4,976</b>	<b>4,613</b>	<b>363</b>	<b>5,535</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			54	0	54	0
5420-00 · Mail - USPS - Other	0	145	(145)	358	1,454	(1,096)	1,744
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>145</b>	<b>(145)</b>	<b>411</b>	<b>1,454</b>	<b>(1,043)</b>	<b>1,744</b>
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,461	(329)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	966	125	841	1,308	1,250	58	1,500
5520-00 · Supplies - Other	142	473	(331)	4,800	6,429	(1,629)	7,375
<b>Total 5520-00 · Supplies</b>	<b>1,108</b>	<b>598</b>	<b>510</b>	<b>6,108</b>	<b>7,679</b>	<b>(1,571)</b>	<b>8,875</b>
5610-00 · Depreciation	118	87	31	1,180	875	305	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	280	3,000	(2,720)	3,600
5710-00 · Taxes, Licenses & Fees	0			0	155	(155)	155
5740-00 · Equipment Rental/Leasing	767	429	338	3,137	4,292	(1,155)	5,150
5800-00 · Training Seminars	0	0	0	120	5,000	(4,880)	5,000
5850-00 · Artist of Month - Commissions	167	458	(292)	2,579	4,584	(2,005)	5,500
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	536	3,483	(2,947)	2,936	34,834	(31,898)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	131			1,073	0	1,073	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	(84)			(56)	0	(56)	0
8100-00 · Cost of Goods Sold - Other	5,637	4,673	964	46,209	38,062	8,147	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>5,684</b>	<b>4,673</b>	<b>1,011</b>	<b>47,186</b>	<b>38,062</b>	<b>9,124</b>	<b>49,875</b>
8200-00 · Associate Relations	0	58	(58)	75	584	(509)	700
8500-00 · Credit Card Fees	158	329	(171)	2,507	2,835	(328)	3,658
8700-00 · Automobile Expenses	111	45	66	753	640	113	750
8750-00 · Meals/Meetings	33	67	(34)	141	666	(525)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	1,666	(1,618)	2,000
8910-00 · Travel	0	1,000	(1,000)	0	1,100	(1,100)	1,100
<b>Total Expense</b>	<b>30,771</b>	<b>40,131</b>	<b>(9,360)</b>	<b>328,359</b>	<b>402,913</b>	<b>(74,554)</b>	<b>487,005</b>
<b>Net Ordinary Income</b>	<b>11,620</b>	<b>5,925</b>	<b>5,695</b>	<b>111,850</b>	<b>54,489</b>	<b>57,361</b>	<b>66,339</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	7,701	5,925	1,776	60,141	63,489	(3,349)	75,339
<b>Total Other Expense</b>	<b>7,701</b>	<b>5,925</b>	<b>1,776</b>	<b>60,141</b>	<b>63,489</b>	<b>(3,349)</b>	<b>75,339</b>
<b>Net Other Income</b>	<b>(7,701)</b>	<b>(5,925)</b>	<b>(1,776)</b>	<b>(60,141)</b>	<b>(63,489)</b>	<b>3,349</b>	<b>(75,339)</b>
<b>Net Income</b>	<b>3,919</b>	<b>0</b>	<b>3,919</b>	<b>51,710</b>	<b>(9,000)</b>	<b>60,710</b>	<b>(9,000)</b>

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

Accrual Basis

51 - TMPI

	Apr 19	Budget	\$ Over Bu...	Jul '18 - A...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	718	718	(0)	7,192	7,241	(49)	8,677
<b>Total Income</b>	718	718	(0)	7,192	7,241	(49)	8,677
<b>Gross Profit</b>	718	718	(0)	7,192	7,241	(49)	8,677
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	334	(486)	401
5030-00 · P/R - Health Insurance Expense	3	4	(0)	55	35	20	42
5040-00 · P/R - Workmans Comp	3	4	(1)	52	40	12	48
5060-00 · 401 (k)	20	23	(3)	251	227	24	272
5070-00 · Other Benefits and Expenses	0			3	0	3	0
5000-00 · Salaries & Wages - Other	509	567	(57)	6,857	5,665	1,192	6,798
<b>Total 5000-00 · Salaries &amp; Wages</b>	536	630	(94)	7,067	6,301	766	7,561
5100-00 · Rent							
5110-00 · Utilities	0			36			
5140-00 · Repairs & Maintenance	0			6			
5150-00 · Office - Cleaning	0			42			
5100-00 · Rent - Other	0			502	0	502	0
<b>Total 5100-00 · Rent</b>	0			586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	0			230			
<b>Total 5310-00 · Telephone</b>	0			230	0	230	0
5420-00 · Mail - USPS	0			19	0	19	0
5510-00 · Insurance/Bonding	0			64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0			71			
5520-00 · Supplies - Other	0			17	0	17	0
<b>Total 5520-00 · Supplies</b>	0			88	0	88	0
5740-00 · Equipment Rental/Leasing	0			217	0	217	0
8700-00 · Automobile Expenses	0			26	0	26	0
8750-00 · Meals/Meetings	0			3	0	3	0
<b>Total Expense</b>	536	630	(94)	8,299	6,301	1,998	7,561
<b>Net Ordinary Income</b>	182	88	94	(1,106)	941	(2,047)	1,116
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	114	88	26	891	941	(50)	1,116
<b>Total Other Expense</b>	114	88	26	891	941	(50)	1,116
<b>Net Other Income</b>	(114)	(88)	(26)	(891)	(941)	50	(1,116)
<b>Net Income</b>	<b>68</b>	<b>0</b>	<b>68</b>	<b>(1,997)</b>	<b>0</b>	<b>(1,997)</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,996	10,750	1,246	114,081	106,600	7,481	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	12,876	19,000	(6,125)	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	17,165	13,000	4,165	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	14,646	18,000	(3,354)	14,646	18,000	(3,354)	18,000
<b>Total 4250-01 · Community Awards</b>	<b>44,687</b>	<b>50,000</b>	<b>(5,314)</b>	<b>44,687</b>	<b>50,000</b>	<b>(5,314)</b>	<b>50,000</b>
4250-02 · Chamber Events	145	208	(63)	2,847	2,084	763	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	2,500	2,450	50	3,050
4251-00 · Tues AM Breakfast Club - Other	625	580	45	4,887	5,800	(913)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>625</b>	<b>880</b>	<b>(255)</b>	<b>7,387</b>	<b>8,250</b>	<b>(863)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	(45)			3,453	0	3,453	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>45,412</b>	<b>51,088</b>	<b>(5,677)</b>	<b>60,996</b>	<b>64,334</b>	<b>(3,338)</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
<b>Total Income</b>	<b>57,407</b>	<b>61,838</b>	<b>(4,431)</b>	<b>175,683</b>	<b>170,934</b>	<b>4,749</b>	<b>198,510</b>
<b>Gross Profit</b>	<b>57,407</b>	<b>61,838</b>	<b>(4,431)</b>	<b>175,683</b>	<b>170,934</b>	<b>4,749</b>	<b>198,510</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(13,750)	(13,750)	0	(16,500)
5020-00 · P/R - Tax Expense	514	547	(33)	4,486	5,472	(986)	6,566
5030-00 · P/R - Health Insurance Expense	1,003	888	115	9,705	8,880	825	10,656
5040-00 · P/R - Workmans Comp	41	7	34	316	73	243	87
5060-00 · 401 (k)	298	262	36	2,370	2,621	(251)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	182	660	(478)	792
5000-00 · Salaries & Wages - Other	8,091	6,553	1,538	69,852	65,530	4,322	78,636
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>8,580</b>	<b>6,948</b>	<b>1,632</b>	<b>73,160</b>	<b>69,486</b>	<b>3,674</b>	<b>83,382</b>
5100-00 · Rent							
5110-00 · Utilities	47	50	(3)	308	505	(197)	605
5140-00 · Repairs & Maintenance	18	25	(7)	478	250	228	300
5150-00 · Office - Cleaning	48	78	(30)	320	898	(578)	1,177
5100-00 · Rent - Other	617	819	(202)	4,167	8,188	(4,021)	9,826
<b>Total 5100-00 · Rent</b>	<b>729</b>	<b>972</b>	<b>(243)</b>	<b>5,274</b>	<b>9,841</b>	<b>(4,567)</b>	<b>11,908</b>
5310-00 · Telephone							
5320-00 · Telephone	157	253	(96)	1,454	2,530	(1,076)	3,036
<b>Total 5310-00 · Telephone</b>	<b>157</b>	<b>253</b>	<b>(96)</b>	<b>1,454</b>	<b>2,530</b>	<b>(1,076)</b>	<b>3,036</b>
5420-00 · Mail - USPS	0	50	(50)	88	900	(812)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	665	(423)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	163			849	500	349	500
5520-00 · Supplies - Other	14	83	(69)	620	834	(214)	1,000
<b>Total 5520-00 · Supplies</b>	<b>177</b>	<b>83</b>	<b>94</b>	<b>1,469</b>	<b>1,334</b>	<b>135</b>	<b>1,500</b>
5610-00 · Depreciation	0	8	(8)	0	80	(80)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	560	(560)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	150	(150)	200
5740-00 · Equipment Rental/Leasing	183	250	(67)	1,777	2,490	(713)	2,990
5800-00 · Training Seminars	0	0	0	3,721	1,950	1,771	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	1,125	(1,125)	1,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,125</b>	<b>(1,125)</b>	<b>1,500</b>
6420-00 · Events							
6422-00 · Event Media	0			(300)			
<b>Total 6420-00 · Events</b>	<b>0</b>			<b>(300)</b>			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	24,827	27,500	(2,673)	25,943	27,500	(1,557)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	594	650	(56)	4,714	5,850	(1,137)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	(3,632)	344	(3,976)	12,858	4,940	7,918	5,628
6444-00 · Trades	1,430			1,430	0	1,430	0
6423-00 · Membership Activities - Other	5,250			13,052	0	13,052	0
<b>Total 6423-00 · Membership Activities</b>	<b>28,469</b>	<b>28,494</b>	<b>(25)</b>	<b>61,525</b>	<b>40,790</b>	<b>20,735</b>	<b>45,278</b>
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	666	(666)	800
8500-00 · Credit Card Fees	1,469	1,000	469	3,541	2,595	946	3,000

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

Accrual Basis

60 - Membership

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	20	78	(58)	380	777	(397)	933
8750-00 · Meals/Meetings	49	150	(101)	820	1,500	(680)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	350	180	420
8920-00 · Bad Debt	0			4,390	0	4,390	0
<b>Total Expense</b>	<b>39,833</b>	<b>38,499</b>	<b>1,334</b>	<b>158,778</b>	<b>137,789</b>	<b>20,989</b>	<b>161,240</b>
<b>Net Ordinary Income</b>	<b>17,575</b>	<b>23,339</b>	<b>(5,764)</b>	<b>16,905</b>	<b>33,145</b>	<b>(16,240)</b>	<b>37,270</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	2,567	1,975	592	20,047	21,163	(1,116)	25,113
<b>Total Other Expense</b>	<b>2,567</b>	<b>1,975</b>	<b>592</b>	<b>20,047</b>	<b>21,163</b>	<b>(1,116)</b>	<b>25,113</b>
<b>Net Other Income</b>	<b>(2,567)</b>	<b>(1,975)</b>	<b>(592)</b>	<b>(20,047)</b>	<b>(21,163)</b>	<b>1,116</b>	<b>(25,113)</b>
<b>Net Income</b>	<b>15,008</b>	<b>21,364</b>	<b>(6,356)</b>	<b>(3,142)</b>	<b>11,982</b>	<b>(15,124)</b>	<b>12,157</b>



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

### 70 - Administration

Accrual Basis

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,012	2,130	(118)	20,022	21,296	(1,274)	25,555
5030-00 · P/R - Health Insurance Expense	2,076	2,648	(572)	17,626	26,475	(8,849)	31,770
5040-00 · P/R - Workmans Comp	144	182	(38)	1,364	1,820	(456)	2,184
5060-00 · 401 (k)	1,072	1,089	(17)	6,523	10,893	(4,371)	13,072
5070-00 · Other Benefits and Expenses	30	167	(137)	652	1,866	(1,014)	2,000
5000-00 · Salaries & Wages - Other	27,022	27,188	(166)	267,893	271,875	(3,982)	326,250
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>32,355</b>	<b>33,403</b>	<b>(1,048)</b>	<b>314,079</b>	<b>334,025</b>	<b>(19,946)</b>	<b>400,831</b>
5100-00 · Rent							
5110-00 · Utilities	171	123	48	1,613	1,230	383	1,476
5140-00 · Repairs & Maintenance	585	375	210	4,600	3,750	850	4,500
5150-00 · Office - Cleaning	176	208	(32)	1,824	2,081	(257)	2,497
5100-00 · Rent - Other	2,280	2,176	104	25,064	21,755	3,309	26,107
<b>Total 5100-00 · Rent</b>	<b>3,212</b>	<b>2,882</b>	<b>330</b>	<b>33,102</b>	<b>28,816</b>	<b>4,286</b>	<b>34,580</b>
5310-00 · Telephone							
5320-00 · Telephone	798	1,000	(202)	7,984	10,000	(2,016)	12,000
5350-00 · Internet	0			25			
<b>Total 5310-00 · Telephone</b>	<b>798</b>	<b>1,000</b>	<b>(202)</b>	<b>8,009</b>	<b>10,000</b>	<b>(1,991)</b>	<b>12,000</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	(5,587)	88	(5,675)	(4,387)	883	(5,270)	1,059
<b>Total 5420-00 · Mail - USPS</b>	<b>(5,587)</b>	<b>88</b>	<b>(5,675)</b>	<b>(4,357)</b>	<b>883</b>	<b>(5,240)</b>	<b>1,059</b>
5510-00 · Insurance/Bonding	724			3,998	205	3,793	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	847			2,746	2,000	746	2,000
5520-00 · Supplies - Other	490	625	(135)	4,403	6,250	(1,847)	7,500
<b>Total 5520-00 · Supplies</b>	<b>1,337</b>	<b>625</b>	<b>712</b>	<b>7,150</b>	<b>8,250</b>	<b>(1,100)</b>	<b>9,500</b>
5610-00 · Depreciation	0	54	(54)	218	542	(324)	650
5700-00 · Equipment Support & Maintenance	480	330	150	2,646	3,295	(649)	3,955
5710-00 · Taxes, Licenses & Fees	736	1,042	(306)	8,919	10,416	(1,497)	12,500
5740-00 · Equipment Rental/Leasing	371	329	42	3,347	3,292	55	3,950
5800-00 · Training Seminars	0	417	(417)	774	4,166	(3,392)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	1,000	6,250	(5,250)	7,500
5920-00 · Professional Fees - Accountant	3,250			24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	0	1,500	(1,500)	6,610	16,500	(9,890)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>3,250</b>	<b>2,125</b>	<b>1,125</b>	<b>31,860</b>	<b>47,750</b>	<b>(15,890)</b>	<b>52,000</b>
5941-00 · Research & Planning	10,100			10,100			
6420-00 · Events							
6422-00 · Event Media	0			300			
<b>Total 6420-00 · Events</b>	<b>0</b>			<b>300</b>			
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
<b>Total 6423-00 · Membership Activities</b>	<b>0</b>			<b>(300)</b>	<b>0</b>	<b>(300)</b>	<b>0</b>
7500-00 · Trade Shows/Travel	0			372			
8200-00 · Associate Relations	443	333	110	2,522	3,334	(812)	4,000
8300-00 · Board Functions	1,874	150	1,724	8,053	4,200	3,853	4,500
8500-00 · Credit Card Fees	3			313	0	313	0
8600-00 · Additional Opportunites	5,625	467	5,158	5,625	4,666	959	5,600
8700-00 · Automobile Expenses	64	250	(186)	1,859	2,500	(641)	3,000
8750-00 · Meals/Meetings	417	120	297	2,263	1,200	1,063	1,440
8810-00 · Dues & Subscriptions	841	275	566	4,728	2,750	1,978	3,300
<b>Total Expense</b>	<b>57,042</b>	<b>43,890</b>	<b>13,152</b>	<b>445,579</b>	<b>470,290</b>	<b>(24,711)</b>	<b>558,070</b>
<b>Net Ordinary Income</b>	<b>(57,042)</b>	<b>(43,890)</b>	<b>(13,152)</b>	<b>(445,579)</b>	<b>(470,290)</b>	<b>24,711</b>	<b>(558,070)</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	0			17			
<b>Total Other Income</b>	<b>0</b>			<b>17</b>			
<b>Other Expense</b>							
8990-00 · Allocated	(57,042)	(43,890)	(13,152)	(445,485)	(470,290)	24,805	(558,070)
<b>Total Other Expense</b>	<b>(57,042)</b>	<b>(43,890)</b>	<b>(13,152)</b>	<b>(445,485)</b>	<b>(470,290)</b>	<b>24,805</b>	<b>(558,070)</b>
<b>Net Other Income</b>	<b>57,042</b>	<b>43,890</b>	<b>13,152</b>	<b>445,503</b>	<b>470,290</b>	<b>(24,788)</b>	<b>558,070</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(77)</b>	<b>0</b>	<b>(77)</b>	<b>0</b>