

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period Ending

April 30, 2020

# North Lake Tahoe Resort Association

## Balance Sheet

As of April 30, 2020

Accrual Basis

	Apr 30, 20	Apr 30, 19	\$ Change	% Change	Jun 30, 19
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	158	137	21	15%	116
1003-00 · Cash - Operations BOTW #6712	502,671	364,750	137,921	38%	332,281
1007-00 · Cash - Payroll BOTW #7421	4,603	3,110	1,493	48%	11,572
1008-00 · Marketing Reserve - Plumas	50,304	50,231	73	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,814	100,617	197	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	95,384	143,631	(48,247)	(34%)	138,243
10950 · Cash in Drawer	139	1,040	(901)	(87%)	1,678
<b>Total Checking/Savings</b>	<b>783,655</b>	<b>693,098</b>	<b>90,557</b>	<b>13%</b>	<b>664,366</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	70,212	25,525	44,687	175%	24,817
1290-00 · A/R - TOT	301,548	393,492	(91,944)	(23%)	57,504
<b>Total Accounts Receivable</b>	<b>371,760</b>	<b>419,017</b>	<b>(47,257)</b>	<b>(11%)</b>	<b>82,321</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	1,353	10	1,343	13,430%	10
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	67,830	25,565	42,265	165%	2,720
1201-03 · Member AR - Other	1,385	14,545	(13,160)	(90%)	3,745
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>69,215</b>	<b>40,110</b>	<b>29,105</b>	<b>73%</b>	<b>6,465</b>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,775)	0	0%	(1,587)
<b>12100 · Inventory Asset</b>					
25300 · Gift Cards Outstanding	18	0	18	100%	15
12100 · Inventory Asset - Other	22,880	21,086	1,794	9%	22,015
<b>Total 12100 · Inventory Asset</b>	<b>22,898</b>	<b>21,086</b>	<b>1,812</b>	<b>9%</b>	<b>22,030</b>
1299 · Receivable from NLTMC	328	11,968	(11,640)	(97%)	15,703
1490-00 · Security Deposits	1,150	1,610	(460)	(29%)	1,250
<b>Total Other Current Assets</b>	<b>92,169</b>	<b>72,009</b>	<b>20,160</b>	<b>28%</b>	<b>43,871</b>
<b>Total Current Assets</b>	<b>1,247,584</b>	<b>1,184,124</b>	<b>63,460</b>	<b>5%</b>	<b>790,558</b>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	45,289	68,768	(23,479)	(34%)	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(68,768)	23,479	34%	(45,289)
1740-00 · Computer Equipment	4,270	8,436	(4,166)	(49%)	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,269)	(8,435)	4,166	49%	(4,269)
1750-00 · Computer Software	20,493	21,520	(1,027)	(5%)	20,493
1751-00 · Accum. Amort. - Software	(20,265)	(19,877)	(388)	(2%)	(19,085)
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>	<b>229</b>	<b>1,644</b>	<b>(1,415)</b>	<b>(86%)</b>	<b>1,409</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	11,677	11,914	(237)	(2%)	14,312
1430-00 · Prepaid 1st Class Postage	100	500	(400)	(80%)	100

# North Lake Tahoe Resort Association

## Balance Sheet

As of April 30, 2020

	Apr 30, 20	Apr 30, 19	\$ Change	% Change	Jun 30, 19
1400-00 · Prepaid Expenses - Other	583	6,367	(5,784)	(91%)	3,964
<b>Total 1400-00 · Prepaid Expenses</b>	12,360	18,781	(6,421)	(34%)	18,376
<b>Total Other Assets</b>	12,360	18,781	(6,421)	(34%)	18,376
<b>TOTAL ASSETS</b>	1,260,173	1,204,549	55,624	5%	810,343
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	8,708	79,214	(70,506)	(89%)	73,556
<b>Total Accounts Payable</b>	8,708	79,214	(70,506)	(89%)	73,556
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	17,809	11,600	6,209	54%	20,922
2101-00 · Incentive Payable	57,135	72,616	(15,481)	(21%)	58,630
2102-00 · Commissions Payable	5,657	3,534	2,123	60%	7,132
2120-00 · Empl. Federal Tax Payable	7,683	4,916	2,767	56%	9,775
2175-00 · 401 (k) Plan	2,617	2,613	4	0%	4,369
2180-00 · Estimated PTO Liability	36,333	43,126	(6,793)	(16%)	52,993
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	127,234	138,405	(11,171)	(8%)	153,821
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	0	36	(36)	(100%)	827
25500 · *Sales Tax Payable	0	657	(657)	(100%)	2,307
2190-00 · Sales and Use Tax Payable - Other	0	3	(3)	(100%)	3,134
<b>Total 2190-00 · Sales and Use Tax Payable</b>	0	696	(696)	(100%)	59,690
2250-00 · Accrued Expenses	0	339	(339)	(100%)	0
2300-00 · Marketing Cooperative Liabili	8,910	0	8,910	100%	0
2400-60 · Deferred Revenue- Member Dues	77,096	80,886	(3,790)	(5%)	57,969
2500-00 · Deferred Revenue - TMBC	1,290	855	435	51%	840
2650-00 · Deferred Rev - Events	2,255	0	2,255	100%	0
2651-00 · Deferred Rev - Conference	0	733	(733)	(100%)	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	0	4,137	(4,137)	(100%)	0
2900-00 · Due To/From County of Placer	19,871	0	19,871	100%	19,871
<b>Total Other Current Liabilities</b>	586,961	576,356	10,605	2%	295,325
<b>Total Current Liabilities</b>	595,669	655,570	(59,901)	(9%)	368,881
<b>Total Liabilities</b>	595,669	655,570	(59,901)	(9%)	368,881
<b>Equity</b>					
32000 · Unrestricted Net Assets	(17,007)	(11,669)	(5,338)	(46%)	(11,669)
3300-11 · Designated Marketing Reserve	308,202	275,755	32,447	12%	308,202
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
<b>Net Income</b>	223,040	134,623	88,417	66%	(5,338)
<b>Total Equity</b>	664,501	548,975	115,526	21%	441,461
<b>TOTAL LIABILITIES &amp; EQUITY</b>	1,260,173	1,204,549	55,624	5%	810,343

# North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through April 2020

	Jul '19 - Apr 20	Jul '18 - Apr 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	3,131,500	3,075,321	56,179	2%
4200-00 · Membership Dues Revenue	112,305	114,081	-1,777	-2%
4205-00 · Conference Dues	0	6,096	-6,096	-100%
<b>4250-00 · Revenues-Membership Activities</b>				
<b>4250-01 · Community Awards</b>				
4250-04 · Silent Auction	0	12,876	-12,876	-100%
4250-05 · Sponsorships	0	17,165	-17,165	-100%
4250-01 · Community Awards - Other	0	14,646	-14,646	-100%
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>44,687</b>	<b>-44,687</b>	<b>-100%</b>
4250-02 · Chamber Events	0	2,847	-2,847	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
<b>4251-00 · Tues AM Breakfast Club</b>				
4251-01 · Tues AM Breakfast Club Sponsors	3,325	2,500	825	33%
4251-00 · Tues AM Breakfast Club - Other	4,380	4,887	-507	-10%
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>7,705</b>	<b>7,387</b>	<b>318</b>	<b>4%</b>
4250-00 · Revenues-Membership Activities - Other	7,956	3,453	4,503	130%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>15,661</b>	<b>60,996</b>	<b>-45,335</b>	<b>-74%</b>
4252-00 · Sponsorships	0	600	-600	-100%
4253-00 · Revenue- Other	1,000	6	994	16,567%
4350-00 · Special Events (Marketing)	0	0	0	0%
<b>4600-00 · Commissions</b>				
4601-00 · Commissions - South Shore	10,138	8,417	1,721	21%
4600-00 · Commissions - Other	34,320	43,832	-9,512	-22%
<b>Total 4600-00 · Commissions</b>	<b>44,459</b>	<b>52,249</b>	<b>-7,791</b>	<b>-15%</b>
<b>46000 · Merchandise Sales</b>				
4502-00 · Non-Retail VIC income	9,867	2,989	6,878	230%
46000 · Merchandise Sales - Other	73,746	85,132	-11,386	-13%
<b>Total 46000 · Merchandise Sales</b>	<b>83,613</b>	<b>88,121</b>	<b>-4,508</b>	<b>-5%</b>
<b>Total Income</b>	<b>3,388,538</b>	<b>3,397,471</b>	<b>-8,933</b>	<b>-0%</b>
<b>Cost of Goods Sold</b>				
52900 · Purchases - Resale Items	0	0	0	0%
<b>Total COGS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Gross Profit</b>	<b>3,388,538</b>	<b>3,397,471</b>	<b>-8,933</b>	<b>-0%</b>
<b>Expense</b>				
<b>5000-00 · Salaries &amp; Wages</b>				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	15,326	14,798	527	4%
5020-00 · P/R - Tax Expense	60,200	66,996	-6,796	-10%
5030-00 · P/R - Health Insurance Expense	101,747	104,817	-3,070	-3%
5040-00 · P/R - Workmans Comp	7,035	6,109	927	15%
5060-00 · 401 (k)	26,683	29,415	-2,732	-9%
5070-00 · Other Benefits and Expenses	2,854	3,554	-699	-20%
5000-00 · Salaries & Wages - Other	724,260	855,062	-130,802	-15%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>938,106</b>	<b>1,080,751</b>	<b>-142,645</b>	<b>-13%</b>
<b>5100-00 · Rent</b>				
5110-00 · Utilities	8,822	10,120	-1,298	-13%
5140-00 · Repairs & Maintenance	7,011	13,443	-6,431	-48%
5150-00 · Office - Cleaning	7,065	5,340	1,725	32%
5100-00 · Rent - Other	130,664	127,892	2,772	2%
<b>Total 5100-00 · Rent</b>	<b>153,562</b>	<b>156,795</b>	<b>-3,232</b>	<b>-2%</b>
<b>5310-00 · Telephone</b>				
5320-00 · Telephone	20,000	22,457	-2,457	-11%
5350-00 · Internet	0	25	-25	-100%
<b>Total 5310-00 · Telephone</b>	<b>20,000</b>	<b>22,482</b>	<b>-2,482</b>	<b>-11%</b>
<b>5420-00 · Mail - USPS</b>				
5480-00 · Mail - Fed Ex	0	84	-84	-100%
5420-00 · Mail - USPS - Other	1,417	-3,562	4,979	140%
<b>Total 5420-00 · Mail - USPS</b>	<b>1,417</b>	<b>-3,479</b>	<b>4,896</b>	<b>141%</b>

# North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through April 2020

	Jul '19 - Apr 20	Jul '18 - Apr 19	\$ Change	% Change
5510-00 · Insurance/Bonding	9,942	6,296	3,647	58%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	855	6,141	-5,286	-86%
5520-00 · Supplies - Other	29,254	11,701	17,552	150%
<b>Total 5520-00 · Supplies</b>	<b>30,109</b>	<b>17,842</b>	<b>12,267</b>	<b>69%</b>
5610-00 · Depreciation	1,180	1,397	-218	-16%
5700-00 · Equipment Support & Maintenance	22,110	3,406	18,704	549%
5710-00 · Taxes, Licenses & Fees	10,273	8,919	1,354	15%
5740-00 · Equipment Rental/Leasing	7,042	12,902	-5,860	-45%
5800-00 · Training Seminars	4,513	7,939	-3,426	-43%
5850-00 · Artist of Month - Commissions	9,927	2,579	7,348	285%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	4,320	1,000	3,320	332%
5920-00 · Professional Fees - Accountant	21,825	24,250	-2,425	-10%
5921-00 · Professional Fees - Other	91,498	6,610	84,888	1,284%
<b>Total 5900-00 · Professional Fees</b>	<b>117,643</b>	<b>31,860</b>	<b>85,783</b>	<b>269%</b>
5941-00 · Research & Planning	0	28,820	-28,820	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	20,954	27,750	-6,796	-25%
<b>Total 6020-00 · Programs</b>	<b>20,954</b>	<b>27,750</b>	<b>-6,796</b>	<b>-25%</b>
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,668	34,278	391	1%
6421-01 · 4th of July Fireworks	0	20,000	-20,000	-100%
6421-04 · Broken Arrow Skyrace	0	27,500	-27,500	-100%
6421-05 · No Barriers	0	8,400	-8,400	-100%
6421-06 · Spartan	254,019	254,353	-335	-0%
6421-07 · Tahoe Lacrosse Tournament	6,000	5,000	1,000	20%
6421-08 · Tough Mudder	0	0	0	0%
6421-09 · Wanderlust	0	30,476	-30,476	-100%
6421-10 · WinterWonderGrass - Tahoe	21,120	19,447	1,673	9%
6421-13 · Big Blue Adventure	0	0	0	0%
6421-16 · Mountain Travel Symposium	10,078	5,625	4,453	79%
<b>Total 6420-01 · Sponsorships</b>	<b>325,885</b>	<b>405,080</b>	<b>-79,195</b>	<b>-20%</b>
6421-00 · New Event Development	0	27,991	-27,991	-100%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,617	2,056	-439	-21%
<b>Total 6420-00 · Events</b>	<b>327,502</b>	<b>435,127</b>	<b>-107,625</b>	<b>-25%</b>
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,222	25,943	-24,720	-95%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,469	-2,836	-82%
6437-00 · Tuesday Morning Breakfast Club	2,724	4,714	-1,990	-42%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	4,555	12,558	-8,003	-64%
6444-00 · Trades	0	1,430	-1,430	-100%
6423-00 · Membership Activities - Other	13,280	13,052	228	2%
<b>Total 6423-00 · Membership Activities</b>	<b>22,414</b>	<b>61,225</b>	<b>-38,812</b>	<b>-63%</b>
6730-00 · Marketing Cooperative/Media	1,344,959	1,216,523	128,436	11%
6740-00 · Media/Collateral/Production	413	1,278	-864	-68%
6742-00 · Non-NLT Co-Op Marketing Program	9,744	23,085	-13,341	-58%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	10,557	7,883	2,673	34%
6743-03 · Touch Lake Tahoe	19,788	12,500	7,288	58%
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	-1,000	1,000	-2,000	-200%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>29,345</b>	<b>21,383</b>	<b>7,961</b>	<b>37%</b>
7500-00 · Trade Shows/Travel	3,722	372	3,350	900%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	885	1,073	-188	-18%
52500 · Purchase Discounts	-101	-40	-60	-150%
59900 · POS Inventory Adjustments	351	-56	407	729%
8100-00 · Cost of Goods Sold - Other	39,399	46,917	-7,518	-16%

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

Accrual Basis

July 2019 through April 2020

	Jul '19 - Apr 20	Jul '18 - Apr 19	\$ Change	% Change
Total 8100-00 · Cost of Goods Sold	40,535	47,894	-7,359	-15%
8200-00 · Associate Relations	1,042	2,627	-1,585	-60%
8300-00 · Board Functions	21,632	8,053	13,580	169%
8500-00 · Credit Card Fees	4,588	6,496	-1,909	-29%
8600-00 · Additional Opportunites	0	8,500	-8,500	-100%
8700-00 · Automobile Expenses	2,056	4,425	-2,369	-54%
8750-00 · Meals/Meetings	1,369	3,746	-2,377	-64%
8810-00 · Dues & Subscriptions	6,424	7,307	-883	-12%
8910-00 · Travel	0	3,654	-3,654	-100%
8920-00 · Bad Debt	3,199	5,123	-1,924	-38%
<b>Total Expense</b>	<b>3,165,722</b>	<b>3,263,078</b>	<b>-97,356</b>	<b>-3%</b>
<b>Net Ordinary Income</b>	<b>222,816</b>	<b>134,393</b>	<b>88,423</b>	<b>66%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	224	230	-6	-3%
<b>Total Other Income</b>	<b>224</b>	<b>230</b>	<b>-6</b>	<b>-3%</b>
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>224</b>	<b>230</b>	<b>-6</b>	<b>-3%</b>
<b>Net Income</b>	<b>223,040</b>	<b>134,623</b>	<b>88,417</b>	<b>66%</b>



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

Accrual Basis

All Departments

	Apr 20	Budget	\$ Over Budget	Jul '19 - Apr ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Total 6020-00 · Programs</b>	1,954	10,000	(8,046)	20,954	35,000	(14,046)	80,000
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6023-00 · Autumn Food & Wine	0	0	0	34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	(25,000)	0	(25,000)	0	25,000	(25,000)	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	0	0	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	4,000	(4,000)	21,120	21,900	(780)	21,900
6421-16 · Mountain Travel Symposium	0	25,000	(25,000)	10,078	75,000	(64,922)	75,000
<b>Total 6420-01 · Sponsorships</b>	(25,000)	29,000	(54,000)	325,885	470,295	(144,410)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	0	25,000	(25,000)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	6,670	(5,053)	8,000
<b>Total 6420-00 · Events</b>	(25,000)	32,167	(57,167)	327,502	501,965	(174,463)	515,695
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	7	27,500	(27,493)	1,222	27,500	(26,278)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	545	(545)	2,724	4,909	(2,185)	6,000
6442-00 · Public Relations/Website	376	417	(41)	4,555	4,167	388	5,000
6423-00 · Membership Activities - Other	11,386	500	10,886	13,280	7,450	5,830	8,500
<b>Total 6423-00 · Membership Activities</b>	11,768	28,962	(17,194)	22,414	47,526	(25,112)	52,000
6730-00 · Marketing Cooperative/Media	154,348	154,348	0	1,344,959	1,344,959	0	1,503,362
6740-00 · Media/Collateral/Production	0	0	0	413	1,500	(1,087)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	215	2,500	(2,285)	9,744	22,910	(13,166)	27,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	0	0	10,557	7,883	2,673	20,000
6743-03 · Touch Lake Tahoe	0	4,500	(4,500)	19,788	12,500	7,288	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	(1,000)	1,000	(2,000)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	0	4,500	(4,500)	29,345	21,383	7,961	80,000
7500-00 · Trade Shows/Travel	0	0	0	3,722	3,000	722	3,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	0	20	(20)	885	940	(55)	1,190
52500 · Purchase Discounts	0	0	0	(101)	0	0	0
59900 · POS Inventory Adjustments	0	0	0	351	0	0	0
8100-00 · Cost of Goods Sold - Other	0	4,500	(4,500)	39,399	42,800	(3,401)	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	0	4,520	(4,520)	40,535	43,740	(3,205)	55,240
8200-00 · Associate Relations	0	648	(648)	1,042	6,480	(5,438)	7,756
8300-00 · Board Functions	299	150	149	21,632	5,650	15,982	5,950
8500-00 · Credit Card Fees	20	1,829	(1,809)	4,588	6,274	(1,687)	7,454
8600-00 · Additional Opportunites	0	3,500	(3,500)	0	25,091	(25,091)	32,091
8700-00 · Automobile Expenses	89	493	(403)	2,056	5,300	(3,244)	6,285
8750-00 · Meals/Meetings	23	461	(438)	1,369	4,612	(3,243)	5,534
8810-00 · Dues & Subscriptions	841	616	225	6,424	6,258	166	7,490
8910-00 · Travel	0	1,500	(1,500)	0	7,800	(7,800)	7,800
8920-00 · Bad Debt	0	0	0	3,199	0	3,199	0
<b>Total Expense</b>	258,235	394,810	(136,575)	3,165,722	3,632,460	(466,738)	4,234,808
<b>Net Ordinary Income</b>	53,248	21,475	31,773	222,816	22,015	200,801	19,998
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	17	0	17	224	0	224	0
<b>Total Other Income</b>	17	0	17	224	0	224	0
<b>Other Expense</b>							
8990-00 · Allocated	0	0	0	0	(2)	2	0
<b>Total Other Expense</b>	0	0	0	0	(2)	2	0
<b>Net Other Income</b>	17	0	17	224	2	222	0
<b>Net Income</b>	53,264	21,475	31,789	223,040	22,017	201,023	19,998



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

Accrual Basis

**11 - Marketing**

	Apr 20	Budget	\$ Over Budget	Jul '19 - Apr 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	232,490	276,156	(43,667)	2,398,349	2,627,592	(229,242)	3,044,007
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
<b>Total Income</b>	<b>232,490</b>	<b>276,156</b>	<b>(43,667)</b>	<b>2,399,349</b>	<b>2,627,592</b>	<b>(228,242)</b>	<b>3,044,007</b>
<b>Gross Profit</b>	<b>232,490</b>	<b>276,156</b>	<b>(43,667)</b>	<b>2,399,349</b>	<b>2,627,592</b>	<b>(228,242)</b>	<b>3,044,007</b>
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5000-01 · In-Market Administration	1,375	1,375	0	13,750	13,750	0	16,500
5020-00 · P/R - Tax Expense	1,420	2,037	(617)	18,454	20,374	(1,920)	21,537
5030-00 · P/R - Health Insurance Expense	3,672	3,667	5	42,259	36,670	5,589	44,004
5040-00 · P/R - Workmans Comp	126	178	(52)	1,360	1,783	(423)	2,139
5060-00 · 401 (k)	895	1,019	(124)	8,585	10,187	(1,602)	12,224
5070-00 · Other Benefits and Expenses	116	160	(44)	1,162	1,600	(438)	1,920
5000-00 · Salaries & Wages - Other	23,180	25,467	(2,287)	231,990	254,670	(22,680)	305,604
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>30,785</b>	<b>33,903</b>	<b>(3,119)</b>	<b>317,559</b>	<b>339,033</b>	<b>(21,474)</b>	<b>403,929</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	184	201	(17)	1,631	1,601	30	2,001
5140-00 · Repairs & Maintenance	46	78	(32)	461	2,367	(1,906)	4,367
5150-00 · Office - Cleaning	304	206	98	2,637	1,866	771	2,866
5100-00 · Rent - Other	2,431	2,386	45	24,352	21,852	2,500	24,200
<b>Total 5100-00 · Rent</b>	<b>2,965</b>	<b>2,871</b>	<b>94</b>	<b>29,081</b>	<b>27,685</b>	<b>1,396</b>	<b>33,434</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	619	400	219	5,577	5,800	(223)	6,600
<b>Total 5310-00 · Telephone</b>	<b>619</b>	<b>400</b>	<b>219</b>	<b>5,577</b>	<b>5,800</b>	<b>(223)</b>	<b>6,600</b>
<b>5420-00 · Mail - USPS</b>	<b>0</b>	<b>50</b>	<b>(50)</b>	<b>458</b>	<b>500</b>	<b>(42)</b>	<b>600</b>
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,500	(3,500)	3,700
5520-00 · Supplies - Other	98	200	(102)	1,222	4,250	(3,028)	4,750
<b>Total 5520-00 · Supplies</b>	<b>98</b>	<b>300</b>	<b>(202)</b>	<b>1,222</b>	<b>7,750</b>	<b>(6,528)</b>	<b>8,450</b>
<b>5700-00 · Equipment Support &amp; Maintenance</b>	<b>0</b>	<b>120</b>	<b>(120)</b>	<b>0</b>	<b>1,200</b>	<b>(1,200)</b>	<b>1,440</b>
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	60	0
5740-00 · Equipment Rental/Leasing	91	315	(224)	1,798	3,150	(1,352)	3,780
5800-00 · Training Seminars	0	1,000	(1,000)	4,424	4,285	138	4,785
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	1,000	(1,000)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	4,000	(4,000)	4,800
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>500</b>	<b>(500)</b>	<b>0</b>	<b>5,000</b>	<b>(5,000)</b>	<b>6,300</b>
<b>5941-00 · Research &amp; Planning</b>	<b>0</b>	<b>1,500</b>	<b>(1,500)</b>	<b>0</b>	<b>15,000</b>	<b>(15,000)</b>	<b>18,000</b>
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	1,954	10,000	(8,046)	20,954	35,000	(14,046)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	<b>1,954</b>	<b>10,000</b>	<b>(8,046)</b>	<b>20,954</b>	<b>35,000</b>	<b>(14,046)</b>	<b>80,000</b>
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6023-00 · Autumn Food & Wine	0	0	0	34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	(25,000)	0	(25,000)	0	25,000	(25,000)	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	0	0	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	4,000	(4,000)	21,120	21,900	(780)	21,900
6421-16 · Mountain Travel Symposium	0	25,000	(25,000)	10,078	75,000	(64,922)	75,000
<b>Total 6420-01 · Sponsorships</b>	<b>(25,000)</b>	<b>29,000</b>	<b>(54,000)</b>	<b>325,885</b>	<b>470,295</b>	<b>(144,410)</b>	<b>477,695</b>
6421-00 · New Event Development	0	2,500	(2,500)	0	25,000	(25,000)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	6,670	(5,053)	8,000
<b>Total 6420-00 · Events</b>	<b>(25,000)</b>	<b>32,167</b>	<b>(57,167)</b>	<b>327,502</b>	<b>501,965</b>	<b>(174,463)</b>	<b>515,695</b>
<b>6730-00 · Marketing Cooperative/Media</b>	<b>143,772</b>	<b>143,772</b>	<b>0</b>	<b>1,239,196</b>	<b>1,239,196</b>	<b>0</b>	<b>1,376,446</b>
6742-00 · Non-NLT Co-Op Marketing Program	15	1,500	(1,485)	5,023	12,910	(7,887)	15,910
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	0	0	10,557	7,883	2,673	20,000
6743-03 · Touch Lake Tahoe	0	4,500	(4,500)	19,788	12,500	7,288	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	(1,000)	1,000	(2,000)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>0</b>	<b>4,500</b>	<b>(4,500)</b>	<b>29,345</b>	<b>21,383</b>	<b>7,961</b>	<b>80,000</b>
<b>7500-00 · Trade Shows/Travel</b>	<b>0</b>			<b>1,525</b>			
8200-00 · Associate Relations	0	140	(140)	191	1,400	(1,210)	1,660
8500-00 · Credit Card Fees	0	0	0	50	0	0	0
8600-00 · Additional Opportunitites	0	3,000	(3,000)	0	20,091	(20,091)	26,091
8700-00 · Automobile Expenses	13	130	(117)	1,169	1,300	(131)	1,560

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

Accrual Basis

11 - Marketing

	Apr 20	Budget	\$ Over Budget	Jul '19 - Apr 20	YTD Budget	\$ Over Budget	Annual Budget
8750-00 · Meals/Meetings	0	163	(163)	252	1,625	(1,373)	1,950
8810-00 · Dues & Subscriptions	171	250	(79)	1,193	2,500	(1,307)	3,000
8910-00 · Travel	0	0	0	0	6,300	(6,300)	6,300
<b>Total Expense</b>	<b>155,483</b>	<b>236,580</b>	<b>(81,098)</b>	<b>1,986,576</b>	<b>2,253,074</b>	<b>(266,497)</b>	<b>2,595,931</b>
<b>Net Ordinary Income</b>	<b>77,007</b>	<b>39,576</b>	<b>37,431</b>	<b>412,773</b>	<b>374,518</b>	<b>38,255</b>	<b>448,076</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	17	0	17	224	0	224	0
<b>Total Other Income</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>224</b>	<b>0</b>	<b>224</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	32,043	38,904	(6,861)	305,961	374,493	(68,532)	448,076
<b>Total Other Expense</b>	<b>32,043</b>	<b>38,904</b>	<b>(6,861)</b>	<b>305,961</b>	<b>374,493</b>	<b>(68,532)</b>	<b>448,076</b>
<b>Net Other Income</b>	<b>(32,026)</b>	<b>(38,904)</b>	<b>6,878</b>	<b>(305,737)</b>	<b>(374,493)</b>	<b>68,756</b>	<b>(448,076)</b>
<b>Net Income</b>	<b>44,981</b>	<b>672</b>	<b>44,309</b>	<b>107,036</b>	<b>25</b>	<b>107,011</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Apr 20	Budget	\$ Over Budget	Jul '19 - Apr 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	34,574	34,575	(0)	314,834	314,833	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	10,138	0	10,138	0
4600-00 · Commissions - Other	0	0	0	34,320	28,276	6,044	28,276
<b>Total 4600-00 · Commissions</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>44,459</u>	<u>28,276</u>	<u>16,183</u>	<u>28,276</u>
<b>Total Income</b>	<u>34,574</u>	<u>34,575</u>	<u>(0)</u>	<u>359,293</u>	<u>343,109</u>	<u>16,184</u>	<u>411,528</u>
<b>Gross Profit</b>	34,574	34,575	(0)	359,293	343,109	16,184	411,528
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(186)	800	(986)	15,326	8,000	7,326	9,600
5020-00 · P/R - Tax Expense	493	1,064	(571)	6,400	10,637	(4,237)	12,764
5030-00 · P/R - Health Insurance Expense	1,281	1,754	(473)	20,357	17,540	2,817	21,048
5040-00 · P/R - Workmans Comp	36	88	(52)	592	876	(284)	1,051
5060-00 · 401 (k)	269	501	(232)	3,046	5,006	(1,959)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	800	(800)	960
5070-00 · Other Benefits and Expenses	8	0	8	300	0	300	0
5000-00 · Salaries & Wages - Other	6,617	12,514	(5,897)	68,672	125,140	(56,468)	150,168
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>8,517</u>	<u>16,800</u>	<u>(8,283)</u>	<u>114,693</u>	<u>167,999</u>	<u>(53,305)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	90	66	24	796	660	136	792
5140-00 · Repairs & Maintenance	23	45	(23)	225	450	(225)	540
5150-00 · Office - Cleaning	148	94	54	1,286	940	346	1,128
5100-00 · Rent - Other	1,140	1,025	115	11,425	10,250	1,175	12,300
<b>Total 5100-00 · Rent</b>	<u>1,401</u>	<u>1,230</u>	<u>171</u>	<u>13,732</u>	<u>12,300</u>	<u>1,432</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	277	300	(23)	2,714	3,000	(286)	3,600
<b>Total 5310-00 · Telephone</b>	<u>277</u>	<u>300</u>	<u>(23)</u>	<u>2,714</u>	<u>3,000</u>	<u>(286)</u>	<u>3,600</u>
5420-00 · Mail - USPS	0	15	(15)	167	150	17	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	310	(310)	372
5520-00 · Supplies - Other	18	29	(12)	360	578	(217)	594
<b>Total 5520-00 · Supplies</b>	<u>18</u>	<u>60</u>	<u>(43)</u>	<u>360</u>	<u>888</u>	<u>(527)</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	240	(240)	240
5710-00 · Taxes, Licenses & Fees	0	0	0	31	0	31	0
5740-00 · Equipment Rental/Leasing	40	125	(84)	797	1,246	(449)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	105,763	105,763	0	126,916
8200-00 · Associate Relations	0	80	(80)	54	800	(746)	960
8500-00 · Credit Card Fees	0	0	0	90	0	90	0
8810-00 · Dues & Subscriptions	0	20	(20)	4	200	(196)	240
<b>Total Expense</b>	<u>20,829</u>	<u>29,326</u>	<u>(8,497)</u>	<u>238,406</u>	<u>292,586</u>	<u>(54,180)</u>	<u>350,956</u>
<b>Net Ordinary Income</b>	13,745	5,249	8,496	120,887	50,523	70,364	60,572
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,323	5,249	(926)	41,277	50,523	(9,246)	60,572
<b>Total Other Expense</b>	<u>4,323</u>	<u>5,249</u>	<u>(926)</u>	<u>41,277</u>	<u>50,523</u>	<u>(9,246)</u>	<u>60,572</u>
<b>Net Other Income</b>	<u>(4,323)</u>	<u>(5,249)</u>	<u>926</u>	<u>(41,277)</u>	<u>(50,523)</u>	<u>9,246</u>	<u>(60,572)</u>
<b>Net Income</b>	<u><u>9,422</u></u>	<u><u>0</u></u>	<u><u>9,422</u></u>	<u><u>79,610</u></u>	<u><u>0</u></u>	<u><u>79,610</u></u>	<u><u>0</u></u>

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

**42 - Visitor Center**

Accrual Basis

	Apr 20	Budget	\$ Over Budget	Jul '19 - Apr 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	32,717	32,717	(0)	332,855	332,853	2	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	400	(400)	9,867	4,000	5,867	4,800
46000 · Merchandise Sales - Other	0	9,000	(9,000)	73,746	85,600	(11,854)	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>0</b>	<b>9,400</b>	<b>(9,400)</b>	<b>83,613</b>	<b>89,600</b>	<b>(5,987)</b>	<b>112,900</b>
<b>Total Income</b>	<b>32,717</b>	<b>42,117</b>	<b>(9,400)</b>	<b>416,468</b>	<b>422,453</b>	<b>(5,985)</b>	<b>511,206</b>
<b>Gross Profit</b>	<b>32,717</b>	<b>42,117</b>	<b>(9,400)</b>	<b>416,468</b>	<b>422,453</b>	<b>(5,985)</b>	<b>511,206</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	524	1,274	(750)	12,557	14,304	(1,747)	17,362
5030-00 · P/R - Health Insurance Expense	1,764	2,225	(461)	17,545	22,250	(4,705)	26,700
5040-00 · P/R - Workmans Comp	218	585	(367)	4,601	6,567	(1,966)	7,856
5060-00 · 401 (k)	178	520	(342)	4,886	5,838	(952)	6,984
5070-00 · Other Benefits and Expenses	22	80	(58)	407	800	(393)	960
5000-00 · Salaries & Wages - Other	8,284	13,000	(4,716)	137,929	145,950	(8,021)	174,600
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>10,990</b>	<b>17,684</b>	<b>(6,694)</b>	<b>177,924</b>	<b>195,709</b>	<b>(17,785)</b>	<b>234,462</b>
5100-00 · Rent							
5110-00 · Utilities	485	600	(115)	4,611	6,400	(1,789)	7,600
5140-00 · Repairs & Maintenance	128	1,000	(872)	2,303	10,000	(7,698)	12,000
5150-00 · Office - Cleaning	30	50	(20)	257	950	(693)	2,500
5100-00 · Rent - Other	6,501	6,500	1	65,010	65,000	10	78,800
<b>Total 5100-00 · Rent</b>	<b>7,143</b>	<b>8,150</b>	<b>(1,007)</b>	<b>72,181</b>	<b>82,350</b>	<b>(10,169)</b>	<b>100,900</b>
5310-00 · Telephone							
5320-00 · Telephone	211	242	(31)	2,283	2,420	(137)	2,904
<b>Total 5310-00 · Telephone</b>	<b>211</b>	<b>242</b>	<b>(31)</b>	<b>2,283</b>	<b>2,420</b>	<b>(137)</b>	<b>2,904</b>
5420-00 · Mail - USPS	0	50	(50)	117	500	(383)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	966	(966)	0	1,310	(1,310)	1,310
5520-00 · Supplies - Other	101	142	(41)	3,249	4,800	(1,551)	4,894
<b>Total 5520-00 · Supplies</b>	<b>101</b>	<b>1,108</b>	<b>(1,007)</b>	<b>3,249</b>	<b>6,110</b>	<b>(2,861)</b>	<b>6,204</b>
5610-00 · Depreciation	118	118	(0)	1,180	1,180	(1)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	41	1,000	(959)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	21	155	(134)	155
5740-00 · Equipment Rental/Leasing	73	235	(162)	1,363	2,350	(987)	2,820
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	0	360	(360)	9,927	3,600	6,327	4,320
6740-00 · Media/Collateral/Production	0	0	0	413	1,500	(1,087)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	2,000	10,000	(8,000)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	20	(20)	885	940	(55)	1,190
52500 · Purchase Discounts	0	0	0	(101)	0	(101)	0
59900 · POS Inventory Adjustments	0	0	0	351	0	351	0
8100-00 · Cost of Goods Sold - Other	0	4,500	(4,500)	39,399	42,800	(3,401)	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>0</b>	<b>4,520</b>	<b>(4,520)</b>	<b>40,535</b>	<b>43,740</b>	<b>(3,205)</b>	<b>55,240</b>
8200-00 · Associate Relations	0	58	(58)	176	580	(404)	696
8500-00 · Credit Card Fees	0	329	(329)	3,008	3,138	(130)	3,954
8700-00 · Automobile Expenses	5	50	(45)	350	850	(500)	950
8750-00 · Meals/Meetings	0	65	(65)	214	650	(436)	780
8810-00 · Dues & Subscriptions	0	0	0	55	100	(45)	100
8910-00 · Travel	0	1,500	(1,500)	0	1,500	(1,500)	1,500
<b>Total Expense</b>	<b>18,843</b>	<b>35,569</b>	<b>(16,726)</b>	<b>315,036</b>	<b>359,432</b>	<b>(44,396)</b>	<b>435,965</b>
<b>Net Ordinary Income</b>	<b>13,874</b>	<b>6,548</b>	<b>7,326</b>	<b>101,432</b>	<b>63,021</b>	<b>38,411</b>	<b>75,241</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	5,392	6,547	(1,155)	51,490	63,023	(11,533)	75,243
<b>Total Other Expense</b>	<b>5,392</b>	<b>6,547</b>	<b>(1,155)</b>	<b>51,490</b>	<b>63,023</b>	<b>(11,533)</b>	<b>75,243</b>
<b>Net Other Income</b>	<b>(5,392)</b>	<b>(6,547)</b>	<b>1,155</b>	<b>(51,490)</b>	<b>(63,023)</b>	<b>11,533</b>	<b>(75,243)</b>
<b>Net Income</b>	<b>8,481</b>	<b>1</b>	<b>8,480</b>	<b>49,942</b>	<b>(2)</b>	<b>49,944</b>	<b>(2)</b>

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

Accrual Basis

51 - TMPI

	Apr 20	Budget	\$ Over Bu...	Jul '19 - A...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	1,767	1,767	0	85,462	85,461	1	88,866
<b>Total Income</b>	1,767	1,767	0	85,462	85,461	1	88,866
<b>Gross Profit</b>	1,767	1,767	0	85,462	85,461	1	88,866
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	49	33	16	184	330	(146)	396
5030-00 · P/R - Health Insurance Expense	(37)	4	(41)	(37)	40	(77)	48
5040-00 · P/R - Workmans Comp	3	4	(1)	11	40	(29)	48
5060-00 · 401 (k)	0	23	(23)	0	230	(230)	276
5000-00 · Salaries & Wages - Other	824	567	257	2,595	5,670	(3,075)	6,804
<b>Total 5000-00 · Salaries &amp; Wages</b>	839	631	208	2,753	6,310	(3,557)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	0	0	0	36	(36)	36
5140-00 · Repairs & Maintenance	0	0	0	0	6	(6)	6
5150-00 · Office - Cleaning	0	0	0	0	41	(41)	41
5100-00 · Rent - Other	0	0	0	0	504	(504)	504
<b>Total 5100-00 · Rent</b>	0	0	0	0	587	(587)	587
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	3	230	(228)	230
<b>Total 5310-00 · Telephone</b>	0	0	0	3	230	(228)	230
5420-00 · Mail - USPS	0	0	0	0	18	(18)	18
5510-00 · Insurance/Bonding	0	0	0	0	64	(64)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	0	1,560	(1,560)	1,560
5520-00 · Supplies - Other	0	0	0	19,300	10,510	8,790	10,510
<b>Total 5520-00 · Supplies</b>	0	0	0	19,300	12,070	7,230	12,070
5740-00 · Equipment Rental/Leasing	0	0	0	0	216	(216)	216
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	1,720	0	1,720	0
5921-00 · Professional Fees - Other	0	0	0	91,497	55,000	36,497	55,000
<b>Total 5900-00 · Professional Fees</b>	0	0	0	93,217	55,000	38,217	55,000
8700-00 · Automobile Expenses	0	0	0	4	25	(21)	25
8750-00 · Meals/Meetings	0	0	0	1	4	(3)	4
8810-00 · Dues & Subscriptions	0	0	0	4	0	4	0
<b>Total Expense</b>	839	631	208	115,281	74,524	40,757	75,786
<b>Net Ordinary Income</b>	928	1,136	(208)	(29,819)	10,937	(40,756)	13,080
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	936	1,136	(200)	8,936	10,937	(2,001)	13,080
<b>Total Other Expense</b>	936	1,136	(200)	8,936	10,937	(2,001)	13,080
<b>Net Other Income</b>	(936)	(1,136)	200	(8,936)	(10,937)	2,001	(13,080)
<b>Net Income</b>	<b>(8)</b>	<b>0</b>	<b>(8)</b>	<b>(38,755)</b>	<b>0</b>	<b>(38,755)</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Apr 20	Budget	\$ Over Budget	Jul '19 - Apr 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,189	10,833	356	112,305	108,333	3,971	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	17,000	(17,000)	0	17,000	(17,000)	17,000
4250-05 · Sponsorships	(1,405)	17,000	(18,405)	0	17,000	(17,000)	17,000
4250-01 · Community Awards - Other	0	16,000	(16,000)	0	16,000	(16,000)	16,000
<b>Total 4250-01 · Community Awards</b>	<b>(1,405)</b>	<b>50,000</b>	<b>(51,405)</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	2,500	(2,500)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	0	636	(636)	4,380	5,727	(1,347)	7,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>636</b>	<b>(636)</b>	<b>7,705</b>	<b>8,727</b>	<b>(1,022)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	150	200	(50)	7,956	3,600	4,356	4,000
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>(1,255)</b>	<b>50,836</b>	<b>(52,091)</b>	<b>15,661</b>	<b>67,527</b>	<b>(51,866)</b>	<b>69,200</b>
<b>Total Income</b>	<b>9,934</b>	<b>61,670</b>	<b>(51,735)</b>	<b>127,966</b>	<b>175,861</b>	<b>(47,895)</b>	<b>199,200</b>
<b>Gross Profit</b>	<b>9,934</b>	<b>61,670</b>	<b>(51,735)</b>	<b>127,966</b>	<b>175,861</b>	<b>(47,895)</b>	<b>199,200</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	290	434	(144)	4,465	4,343	123	5,211
5030-00 · P/R - Health Insurance Expense	593	849	(256)	6,991	8,490	(1,499)	10,188
5040-00 · P/R - Workmans Comp	26	44	(18)	321	443	(123)	532
5060-00 · 401 (k)	0	253	(253)	2,129	2,532	(402)	3,038
5070-00 · Other Benefits and Expenses	6	13	(7)	88	133	(46)	160
5000-00 · Salaries & Wages - Other	5,052	6,329	(1,277)	44,305	63,290	(18,985)	75,948
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>4,592</b>	<b>6,548</b>	<b>(1,956)</b>	<b>44,548</b>	<b>65,481</b>	<b>(20,933)</b>	<b>78,577</b>
5100-00 · Rent							
5110-00 · Utilities	43	36	7	378	358	20	430
5140-00 · Repairs & Maintenance	11	44	(33)	107	438	(331)	525
5150-00 · Office - Cleaning	70	98	(28)	611	981	(370)	1,177
5100-00 · Rent - Other	635	497	138	6,357	4,971	1,386	5,965
<b>Total 5100-00 · Rent</b>	<b>758</b>	<b>675</b>	<b>84</b>	<b>7,453</b>	<b>6,747</b>	<b>705</b>	<b>8,097</b>
5310-00 · Telephone							
5320-00 · Telephone	124	150	(27)	1,191	1,500	(309)	1,800
<b>Total 5310-00 · Telephone</b>	<b>124</b>	<b>150</b>	<b>(27)</b>	<b>1,191</b>	<b>1,500</b>	<b>(309)</b>	<b>1,800</b>
5420-00 · Mail - USPS	0	8	(8)	79	83	(4)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	417	(417)	500
5520-00 · Supplies - Other	279	83	196	506	833	(327)	1,000
<b>Total 5520-00 · Supplies</b>	<b>279</b>	<b>125</b>	<b>154</b>	<b>506</b>	<b>1,250</b>	<b>(744)</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	17	(17)	14	167	(153)	200
5740-00 · Equipment Rental/Leasing	55	225	(170)	1,034	2,250	(1,216)	2,700
5800-00 · Training Seminars	0	21	(21)	0	208	(208)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	833	(833)	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>83</b>	<b>(83)</b>	<b>0</b>	<b>833</b>	<b>(833)</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	7	27,500	(27,493)	1,222	27,500	(26,278)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	545	(545)	2,724	4,909	(2,185)	6,000
6442-00 · Public Relations/Website	376	417	(41)	4,555	4,167	388	5,000
6423-00 · Membership Activities - Other	11,386	500	10,886	13,280	7,450	5,830	8,500
<b>Total 6423-00 · Membership Activities</b>	<b>11,768</b>	<b>28,962</b>	<b>(17,194)</b>	<b>22,414</b>	<b>47,526</b>	<b>(25,112)</b>	<b>52,000</b>
6742-00 · Non-NLT Co-Op Marketing Program	0			2,350			
8200-00 · Associate Relations	0	25	(25)	190	250	(60)	300
8500-00 · Credit Card Fees	20	1,500	(1,480)	1,265	3,136	(1,871)	3,500
8700-00 · Automobile Expenses	7	63	(56)	268	625	(357)	750
8750-00 · Meals/Meetings	23	83	(61)	368	833	(465)	1,000
8810-00 · Dues & Subscriptions	50	46	4	124	458	(335)	550
8920-00 · Bad Debt	0	0	0	3,199	0	3,199	0
<b>Total Expense</b>	<b>17,675</b>	<b>38,595</b>	<b>(20,919)</b>	<b>85,003</b>	<b>131,989</b>	<b>(46,986)</b>	<b>153,092</b>
<b>Net Ordinary Income</b>	<b>(7,741)</b>	<b>23,075</b>	<b>(30,816)</b>	<b>42,963</b>	<b>43,872</b>	<b>(909)</b>	<b>46,108</b>
<b>Other Income/Expense</b>							
Other Expense							

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

Accrual Basis

60 - Membership

	Apr 20	Budget	\$ Over Budget	Jul '19 - Apr 20	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	1,872	2,273	(401)	17,873	21,878	(4,005)	26,107
<b>Total Other Expense</b>	1,872	2,273	(401)	17,873	21,878	(4,005)	26,107
<b>Net Other Income</b>	(1,872)	(2,273)	401	(17,873)	(21,878)	4,005	(26,107)
<b>Net Income</b>	<b>(9,613)</b>	<b>20,802</b>	<b>(30,415)</b>	<b>25,090</b>	<b>21,994</b>	<b>3,096</b>	<b>20,001</b>

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

**70 - Administration**

Accrual Basis

	Apr 20	Budget	\$ Over Budget	Jul '19 - Apr 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,080	2,341	(261)	18,142	22,210	(4,068)	26,892
5030-00 · P/R - Health Insurance Expense	1,037	3,369	(2,332)	14,633	33,690	(19,057)	40,428
5040-00 · P/R - Workmans Comp	(561)	205	(766)	151	1,945	(1,794)	2,355
5060-00 · 401 (k)	641	1,171	(530)	8,037	11,110	(3,073)	13,452
5070-00 · Other Benefits and Expenses	17	160	(143)	898	1,600	(702)	2,000
5000-00 · Salaries & Wages - Other	32,086	29,265	2,821	238,769	277,650	(38,881)	336,180
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>35,300</b>	<b>36,511</b>	<b>(1,211)</b>	<b>280,630</b>	<b>348,205</b>	<b>(67,575)</b>	<b>421,307</b>
5100-00 · Rent							
5110-00 · Utilities	159	175	(16)	1,406	1,715	(309)	2,040
5140-00 · Repairs & Maintenance	345	375	(30)	3,916	3,750	166	4,500
5150-00 · Office - Cleaning	263	200	63	2,273	2,300	(27)	2,650
5100-00 · Rent - Other	2,372	2,700	(328)	23,520	24,360	(841)	29,760
<b>Total 5100-00 · Rent</b>	<b>3,139</b>	<b>3,450</b>	<b>(311)</b>	<b>31,115</b>	<b>32,125</b>	<b>(1,010)</b>	<b>38,950</b>
5310-00 · Telephone							
5320-00 · Telephone	1,081	750	331	8,232	7,500	732	9,000
<b>Total 5310-00 · Telephone</b>	<b>1,081</b>	<b>750</b>	<b>331</b>	<b>8,232</b>	<b>7,500</b>	<b>732</b>	<b>9,000</b>
5420-00 · Mail - USPS	0	90	(90)	596	900	(304)	1,080
5510-00 · Insurance/Bonding	269	795	(526)	9,942	7,950	1,992	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	61	250	(189)	855	2,500	(1,645)	3,000
5520-00 · Supplies - Other	147	625	(478)	4,615	6,250	(1,635)	7,500
<b>Total 5520-00 · Supplies</b>	<b>208</b>	<b>875</b>	<b>(667)</b>	<b>5,471</b>	<b>8,750</b>	<b>(3,279)</b>	<b>10,500</b>
5610-00 · Depreciation	0	32	(32)	0	316	(316)	380
5700-00 · Equipment Support & Maintenance	2,689	2,200	489	22,070	22,000	70	26,400
5710-00 · Taxes, Licenses & Fees	790	1,045	(255)	10,147	10,450	(303)	12,540
5740-00 · Equipment Rental/Leasing	106	341	(235)	2,050	3,410	(1,360)	4,092
5800-00 · Training Seminars	0	400	(400)	89	4,000	(3,911)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	2,600	6,250	(3,650)	7,500
5920-00 · Professional Fees - Accountant	0	2,500	(2,500)	21,825	24,900	(3,075)	24,900
5921-00 · Professional Fees - Other	0	2,500	(2,500)	1	17,000	(16,999)	21,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>5,625</b>	<b>(5,625)</b>	<b>24,426</b>	<b>48,150</b>	<b>(23,724)</b>	<b>53,400</b>
5941-00 · Research & Planning	0	300	(300)	0	3,000	(3,000)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	371	0	371	0
7500-00 · Trade Shows/Travel	0	0	0	2,197	3,000	(803)	3,000
8200-00 · Associate Relations	0	345	(345)	432	3,450	(3,018)	4,140
8300-00 · Board Functions	299	150	149	21,632	5,650	15,982	5,950
8500-00 · Credit Card Fees	0	0	0	175	0	175	0
8600-00 · Additional Opportunites	0	500	(500)	0	5,000	(5,000)	6,000
8700-00 · Automobile Expenses	65	250	(185)	266	2,500	(2,234)	3,000
8750-00 · Meals/Meetings	0	150	(150)	534	1,500	(966)	1,800
8810-00 · Dues & Subscriptions	620	300	320	5,045	3,000	2,045	3,600
<b>Total Expense</b>	<b>44,566</b>	<b>54,109</b>	<b>(9,544)</b>	<b>425,419</b>	<b>520,856</b>	<b>(95,437)</b>	<b>623,079</b>
<b>Net Ordinary Income</b>	<b>(44,566)</b>	<b>(54,109)</b>	<b>9,544</b>	<b>(425,419)</b>	<b>(520,856)</b>	<b>95,437</b>	<b>(623,079)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(44,566)	(54,109)	9,544	(425,537)	(520,856)	95,319	(623,078)
<b>Total Other Expense</b>	<b>(44,566)</b>	<b>(54,109)</b>	<b>9,544</b>	<b>(425,537)</b>	<b>(520,856)</b>	<b>95,319</b>	<b>(623,078)</b>
<b>Net Other Income</b>	<b>44,566</b>	<b>54,109</b>	<b>(9,544)</b>	<b>425,537</b>	<b>520,856</b>	<b>(95,319)</b>	<b>623,078</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>117</b>	<b>0</b>	<b>117</b>	<b>(1)</b>