

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

April 30, 2021

North Lake Tahoe Resort Association

Balance Sheet

As of April 30, 2021

Accrual Basis

	Apr 30, 21	Apr 30, 20	\$ Change	% Change	Jun 30, 20
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	158	0	0%	158
1003-00 · Cash - Operations BOTW #6712	1,946,638	502,671	1,443,967	287%	565,602
1007-00 · Cash - Payroll BOTW #7421	12,075	4,603	7,472	162%	3,200
1008-00 · Marketing Reserve - Plumas	50,350	50,304	46	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,956	100,814	142	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	47,433	95,384	(47,951)	(50%)	86,322
10950 · Cash in Drawer	219	139	80	58%	139
Total Checking/Savings	2,187,411	783,655	1,403,756	179%	836,155
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	1,000	70,212	(69,212)	(99%)	3,500
1290-00 · A/R - TOT	318,538	301,548	16,990	6%	201,387
Total Accounts Receivable	319,538	371,760	(52,222)	(14%)	204,887
Other Current Assets					
1200-99 · AR Other	2,139	1,353	786	58%	12,881
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	79,610	67,830	11,780	17%	35,696
1201-03 · Member AR - Other	490	1,385	(895)	(65%)	1,040
Total 1201-00 · Member Accounts Receivable	80,100	69,215	10,885	16%	36,736
1201-02 · Allowance for Doubtful Accounts	(51,253)	(2,775)	(48,478)	(1,747%)	(24,987)
12100 · Inventory Asset					
1210-01 · Inventory - Other	0	0	0	0%	4,236
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	24,130	22,880	1,250	5%	81,762
Total 12100 · Inventory Asset	24,148	22,898	1,250	5%	86,016
1299 · Receivable from NLTMC	13,627	328	13,299	4,055%	0
1490-00 · Security Deposits	1,150	1,150	0	0%	1,150
Total Other Current Assets	69,911	92,169	(22,258)	(24%)	111,796
Total Current Assets	2,576,860	1,247,584	1,329,276	107%	1,152,838
Fixed Assets					
1700-00 · Furniture & Fixtures	45,289	45,289	0	0%	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(45,289)	0	0%	(45,289)
1740-00 · Computer Equipment	11,013	4,270	6,743	158%	4,270
1741-00 · Accum. Depr. - Computer Equip	(2,917)	(4,269)	1,352	32%	(4,270)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(20,265)	(228)	(1%)	(20,493)
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)
Total Fixed Assets	8,096	229	7,867	3,435%	0
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	13,379	11,677	1,702	15%	16,326

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Accrual Basis

	Apr 30, 21	Apr 30, 20	\$ Change	% Change	Jun 30, 20
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	2,651	583	2,068	355%	8,751
Total 1400-00 · Prepaid Expenses	16,130	12,360	3,770	31%	25,177
Total Other Assets	16,130	12,360	3,770	31%	25,177
TOTAL ASSETS	2,601,086	1,260,173	1,340,913	106%	1,178,015
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	34,734	8,708	26,026	299%	26,683
Total Accounts Payable	34,734	8,708	26,026	299%	26,683
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	19,132	17,809	1,323	7%	39,445
2101-00 · Incentive Payable	78,484	57,135	21,349	37%	88,359
2102-00 · Commissions Payable	30	5,657	(5,627)	(99%)	3,506
2120-00 · Empl. Federal Tax Payable	8,671	7,683	988	13%	1,551
2175-00 · 401 (k) Plan	4,389	2,617	1,772	68%	2,626
2180-00 · Estimated PTO Liability	54,845	36,333	18,512	51%	54,845
Total 21000 · Salaries/Wages/Payroll Liabilit	165,551	127,234	38,317	30%	190,332
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	10	0	10	100%	0
25500 · *Sales Tax Payable	609	0	609	100%	1,374
Total 2190-00 · Sales and Use Tax Payable	619	0	619	100%	1,374
2300-00 · Marketing Cooperative Liabili	0	8,910	(8,910)	(100%)	73,722
2400-60 · Deferred Revenue- Member Dues	75,837	77,096	(1,259)	(2%)	6,073
2500-00 · Deferred Revenue - TMBC	1,290	1,290	0	0%	28,890
2650-00 · Deferred Rev - Events	0	2,255	(2,255)	(100%)	1,290
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%	0
2900-00 · Due To/From County of Placer	384,939	19,871	365,068	1,837%	384,939
Total Other Current Liabilities	1,153,541	586,961	566,580	97%	686,620
Total Current Liabilities	1,188,275	595,669	592,606	99%	713,303
Total Liabilities	1,188,275	595,669	592,606	99%	713,303
Equity					
32000 · Unrestricted Net Assets	(10,145)	(17,007)	6,862	40%	(17,007)
3300-11 · Designated Marketing Reserve	324,590	308,202	16,388	5%	324,590
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	948,100	223,040	725,060	325%	6,862
Total Equity	1,412,811	664,501	748,310	113%	464,711
TOTAL LIABILITIES & EQUITY	2,601,086	1,260,173	1,340,913	106%	1,178,015

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Apr 21	Budget	\$ Over Budget	Jul '20 - Apr ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	318,538	384,038	(65,500)	2,867,820	3,221,371	(353,551)	4,043,867
4200-00 · Membership Dues Revenue	11,509	10,417	1,092	115,693	104,167	11,526	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	19,000	(19,000)	0	19,000	(19,000)	19,000
4250-05 · Sponsorships	0	19,000	(19,000)	0	19,000	(19,000)	19,000
4250-01 · Community Awards - Other	0	20,000	(20,000)	0	20,000	(20,000)	20,000
Total 4250-01 · Community Awards	0	58,000	(58,000)	0	58,000	(58,000)	58,000
4250-02 · Chamber Events	0	0	0	0	4,500	(4,500)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	200	(200)	500	1,400	(900)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	550	(550)	0	2,900	(2,900)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	500	4,300	(3,800)	6,000
4250-00 · Revenues-Membership Activities - Other	800	0	800	6,290	0	6,290	0
Total 4250-00 · Revenues-Membership Activities	800	58,750	(57,950)	6,790	68,300	(61,510)	72,500
4253-00 · Revenue- Other	0	500	(500)	1,525	1,500	25	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	155	0	155	2,138	0	2,138	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	8,250	7,500	750	76,347	67,000	9,347	85,000
Total 46000 · Merchandise Sales	8,405	7,500	905	79,045	67,000	12,045	85,000
4720-00 · Miscellaneous	2,573	0	2,573	12,851	0	12,851	0
Total Income	341,825	461,205	(119,380)	3,083,724	3,462,338	(378,614)	4,328,867
Gross Profit	341,825	461,205	(119,380)	3,083,724	3,462,338	(378,614)	4,328,867
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	4,828	7,049	(2,221)	59,660	70,488	(10,829)	84,586
5030-00 · P/R - Health Insurance Expense	9,758	11,750	(1,992)	100,624	117,500	(16,876)	141,000
5040-00 · P/R - Workmans Comp	655	1,128	(472)	9,149	11,277	(2,128)	13,532
5060-00 · 401 (k)	2,429	3,308	(879)	19,043	33,083	(14,040)	39,700
5070-00 · Other Benefits and Expenses	163	428	(265)	3,529	4,279	(750)	5,135
5000-00 · Salaries & Wages - Other	73,886	94,593	(20,707)	827,278	945,934	(118,656)	1,135,121
Total 5000-00 · Salaries & Wages	91,719	118,256	(26,537)	1,021,388	1,182,562	(161,174)	1,419,074
5100-00 · Rent							
5110-00 · Utilities	904	987	(82)	8,842	9,752	(909)	11,655
5140-00 · Repairs & Maintenance	1,034	888	146	6,912	8,883	(1,972)	10,660
5150-00 · Office - Cleaning	600	1,058	(458)	5,875	10,583	(4,708)	12,700
5100-00 · Rent - Other	13,729	12,819	910	133,848	127,160	6,688	152,798
Total 5100-00 · Rent	16,268	15,752	516	155,477	156,379	(901)	187,813
5310-00 · Telephone							
5320-00 · Telephone	2,647	1,924	723	24,320	19,240	5,080	23,088
Total 5310-00 · Telephone	2,647	1,924	723	24,320	19,240	5,080	23,088
5420-00 · Mail - USPS	200	127	73	1,031	1,267	(236)	1,520
5510-00 · Insurance/Bonding	269	1,692	(1,423)	9,083	16,917	(7,833)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	268	287	(19)	7,489	2,867	4,622	3,440
5520-00 · Supplies - Other	617	7,598	(6,981)	19,142	75,978	(56,836)	91,174
Total 5520-00 · Supplies	885	7,885	(6,999)	26,631	78,845	(52,214)	94,614
5610-00 · Depreciation	153	0	153	1,069	0	1,069	0
5700-00 · Equipment Support & Maintenance	2,447	2,267	180	21,925	22,667	(741)	27,200
5710-00 · Taxes, Licenses & Fees	950	1,025	(75)	11,879	10,250	1,629	12,300
5740-00 · Equipment Rental/Leasing	365	969	(604)	4,237	9,692	(5,454)	11,630
5800-00 · Training Seminars	150	2,667	(2,517)	526	18,667	(18,140)	22,000
5850-00 · Artist of Month - Commissions	191	250	(59)	1,202	2,500	(1,299)	3,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	3,480	750	2,730	5,860	7,500	(1,640)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	6,240	12,750	(6,510)	54,560	102,500	(47,941)	134,000
Total 5900-00 · Professional Fees	9,720	13,500	(3,780)	82,220	136,000	(53,781)	169,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	37,500	(37,500)	55,000
6020-00 · Programs							
6016-00 · Special Event Partnership	1,900	10,000	(8,100)	1,426	33,750	(32,324)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	15,000	(15,000)	30,000
Total 6020-00 · Programs	1,900	10,000	(8,100)	1,426	48,750	(47,324)	80,000
6420-00 · Events							
6420-01 · Sponsorships							

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Apr 21	Budget	\$ Over Budget	Jul '20 - Apr ...	YTD Budget	\$ Over Budget	Annual Bud...
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	6,000	(6,000)	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	24,400	(24,400)	24,400
6421-17 · Enduro	0	0	0	0	31,500	(31,500)	31,500
6420-01 · Sponsorships - Other	0	50,000	(50,000)	0	150,000	(150,000)	240,800
Total 6420-01 · Sponsorships	0	50,000	(50,000)	0	257,300	(257,300)	529,000
6421-00 · New Event Development	14,000	5,000	9,000	18,000	22,500	(4,500)	30,000
6424-00 · Event Operation Expenses	13	500	(487)	13	4,000	(3,987)	6,000
Total 6420-00 · Events	14,013	55,500	(41,487)	18,013	283,800	(265,787)	565,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	28,000	(28,000)	295	28,000	(27,705)	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	413	(413)	0	2,175	(2,175)	3,000
6442-00 · Public Relations/Website/Digita	519	417	102	5,802	4,167	1,635	5,000
6423-00 · Membership Activities - Other	1,645	417	1,228	2,560	4,167	(1,607)	5,000
Total 6423-00 · Membership Activities	2,164	29,246	(27,082)	8,657	39,008	(30,351)	42,000
6730-00 · Marketing Cooperative/Media	0	115,230	(115,230)	546,253	914,082	(367,829)	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	16,667	(16,667)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	258	23,000	(22,742)	4,374	186,000	(181,626)	232,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	13,409	8,000	5,409	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	8,000	(8,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	8,000	(8,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	8,000	(8,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	(14,507)	32,000	(46,507)	40,000
6743-07 · Winter Regional Campaign	0	0	0	17,277	0	17,277	0
Total 6743-00 · BACC Marketing Programs	0	8,000	(8,000)	16,178	64,000	(47,822)	80,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	395	12,500	(12,105)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	238	125	113	1,356	1,250	106	1,500
59900 · POS Inventory Adjustments	5	0	5	588	0	588	0
8100-01 · CGS - Other	0	0	0	247	0	247	0
8100-00 · Cost of Goods Sold - Other	4,312	3,353	960	40,409	29,949	10,460	38,000
Total 8100-00 · Cost of Goods Sold	4,555	3,478	1,077	42,600	31,199	11,401	39,500
8200-00 · Associate Relations	269	135	133	2,607	1,330	1,277	1,600
8300-00 · Board Functions	0	500	(500)	2,988	6,000	(3,012)	7,000
8500-00 · Credit Card Fees	262	2,203	(1,940)	3,251	4,999	(1,748)	5,850
8600-00 · Additional Opportunitites	650	10,000	(9,350)	75,103	100,000	(24,897)	120,000
8700-00 · Automobile Expenses	53	466	(412)	1,944	4,519	(2,574)	5,450
8750-00 · Meals/Meetings	44	763	(719)	450	7,375	(6,925)	8,900
8810-00 · Dues & Subscriptions	1,211	1,513	(302)	12,187	14,874	(2,686)	17,900
8910-00 · Travel	0	2,500	(2,500)	134	7,500	(7,366)	12,600
8920-00 · Bad Debt	0	0	0	38,230	0	38,230	0
Total Expense	151,343	433,011	(281,669)	2,135,778	3,435,086	(1,299,308)	4,299,338
Net Ordinary Income	190,482	28,193	162,289	947,946	27,252	920,694	29,529
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	14	0	14	155	0	155	0
Total Other Income	14	0	14	155	0	155	0
Other Expense							
8990-00 · Allocated	0	0	0	0	(0)	0	0
Total Other Expense	0	0	0	0	(0)	0	0
Net Other Income	14	0	14	155	0	155	(0)
Net Income	190,496	28,193	162,303	948,100	27,252	920,848	29,529

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2020 through April 2021

	Jul '20 - Apr 21	Jul '19 - Apr 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,867,820	3,131,500	(263,680)	(8)%
4200-00 · Membership Dues Revenue	115,693	112,305	3,388	3%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-05 · Sponsorships	0	0	0	0%
Total 4250-01 · Community Awards	0	0	0	0%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	500	3,325	(2,825)	(85)%
4251-00 · Tues AM Breakfast Club - Other	0	4,380	(4,380)	(100)%
Total 4251-00 · Tues AM Breakfast Club	500	7,705	(7,205)	(94)%
4250-00 · Revenues-Membership Activities - Other	6,290	7,956	(1,666)	(21)%
Total 4250-00 · Revenues-Membership Activities	6,790	15,661	(8,871)	(57)%
4253-00 · Revenue- Other	1,525	1,000	525	53%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	10,138	(10,138)	(100)%
4600-00 · Commissions - Other	0	34,320	(34,320)	(100)%
Total 4600-00 · Commissions	0	44,459	(44,459)	(100)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,138	9,867	(7,729)	(78)%
4504-00 · Retail Revenue - Other	560	0	560	100%
46000 · Merchandise Sales - Other	76,347	73,746	2,601	4%
Total 46000 · Merchandise Sales	79,045	83,613	(4,568)	(6)%
4720-00 · Miscellaneous	12,851	0	12,851	100%
Total Income	3,083,724	3,388,538	(304,814)	(9)%
Cost of Goods Sold				
52900 · Purchases - Resale Items	0	0	0	0%
Total COGS	0	0	0	0%
Gross Profit	3,083,724	3,388,538	(304,814)	(9)%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	15,326	(13,220)	(86)%
5020-00 · P/R - Tax Expense	59,660	60,200	(541)	(1)%
5030-00 · P/R - Health Insurance Expense	100,624	101,747	(1,124)	(1)%
5040-00 · P/R - Workmans Comp	9,149	7,035	2,114	30%
5060-00 · 401 (k)	19,043	26,683	(7,639)	(29)%
5070-00 · Other Benefits and Expenses	3,529	2,854	674	24%
5000-00 · Salaries & Wages - Other	827,278	724,260	103,018	14%
Total 5000-00 · Salaries & Wages	1,021,388	938,106	83,282	9%
5100-00 · Rent				
5110-00 · Utilities	8,842	8,822	21	0%
5140-00 · Repairs & Maintenance	6,912	7,011	(100)	(1)%
5150-00 · Office - Cleaning	5,875	7,065	(1,190)	(17)%
5100-00 · Rent - Other	133,848	130,664	3,184	2%
Total 5100-00 · Rent	155,477	153,562	1,915	1%
5310-00 · Telephone				
5320-00 · Telephone	24,320	20,000	4,320	22%
Total 5310-00 · Telephone	24,320	20,000	4,320	22%
5420-00 · Mail - USPS	1,031	1,417	(386)	(27)%
5510-00 · Insurance/Bonding	9,083	9,942	(859)	(9)%
5520-00 · Supplies				
5525-00 · Supplies - Computer	7,489	855	6,633	775%
5520-00 · Supplies - Other	19,142	29,254	(10,112)	(35)%
Total 5520-00 · Supplies	26,631	30,109	(3,478)	(12)%
5610-00 · Depreciation	1,069	1,180	(110)	(9)%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2020 through April 2021

	Jul '20 - Apr 21	Jul '19 - Apr 20	\$ Change	% Change
5700-00 · Equipment Support & Maintenance	21,925	22,110	(185)	(1)%
5710-00 · Taxes, Licenses & Fees	11,879	10,273	1,606	16%
5740-00 · Equipment Rental/Leasing	4,237	7,042	(2,804)	(40)%
5800-00 · Training Seminars	526	4,513	(3,986)	(88)%
5850-00 · Artist of Month - Commissions	1,202	9,927	(8,726)	(88)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	5,860	4,320	1,540	36%
5920-00 · Professional Fees - Accountant	21,800	21,825	(25)	(0)%
5921-00 · Professional Fees - Other	54,560	91,498	(36,939)	(40)%
Total 5900-00 · Professional Fees	82,220	117,643	(35,424)	(30)%
6020-00 · Programs				
6016-00 · Special Event Partnership	1,426	20,954	(19,529)	(93)%
Total 6020-00 · Programs	1,426	20,954	(19,529)	(93)%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	0	34,668	(34,668)	(100)%
6421-04 · Broken Arrow Skyrace	0	0	0	0%
6421-06 · Spartan	0	254,019	(254,019)	(100)%
6421-07 · Tahoe Lacrosse Tournament	0	6,000	(6,000)	(100)%
6421-10 · WinterWonderGrass - Tahoe	0	21,120	(21,120)	(100)%
6421-13 · Big Blue Adventure	0	0	0	0%
6421-16 · Mountain Travel Symposium	0	10,078	(10,078)	(100)%
Total 6420-01 · Sponsorships	0	325,885	(325,885)	(100)%
6421-00 · New Event Development	18,000	0	18,000	100%
6424-00 · Event Operation Expenses	13	1,617	(1,604)	(99)%
Total 6420-00 · Events	18,013	327,502	(309,489)	(95)%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	295	1,222	(927)	(76)%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	633	(633)	(100)%
6437-00 · Tuesday Morning Breakfast Club	0	2,724	(2,724)	(100)%
6442-00 · Public Relations/Website/Digita	5,802	4,555	1,247	27%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	2,560	13,280	(10,720)	(81)%
Total 6423-00 · Membership Activities	8,657	22,414	(13,757)	(61)%
6730-00 · Marketing Cooperative/Media	546,253	1,344,959	(798,706)	(59)%
6740-00 · Media/Collateral/Production	0	413	(413)	(100)%
6742-00 · Non-NLT Co-Op Marketing Program	4,374	9,744	(5,370)	(55)%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	13,409	10,557	2,852	27%
6743-03 · Winter Lakeside Campaign	0	19,788	(19,788)	(100)%
6743-04 · Summerlong Music Campaign	0	0	0	0%
6743-05 · Summer Mountain Campaign	0	(1,000)	1,000	100%
6743-06 · COVID Summer Recovery Campaign	(14,507)	0	(14,507)	(100)%
6743-07 · Winter Regional Campaign	17,277	0	17,277	100%
Total 6743-00 · BACC Marketing Programs	16,178	29,345	(13,166)	(45)%
7500-00 · Trade Shows/Travel	395	3,722	(3,327)	(89)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,356	885	470	53%
52500 · Purchase Discounts	0	(101)	101	100%
59900 · POS Inventory Adjustments	588	351	237	68%
8100-01 · CGS - Other	247	0	247	100%
8100-00 · Cost of Goods Sold - Other	40,409	39,399	1,010	3%
Total 8100-00 · Cost of Goods Sold	42,600	40,535	2,065	5%
8200-00 · Associate Relations	2,607	1,042	1,565	150%
8300-00 · Board Functions	2,988	21,632	(18,645)	(86)%
8500-00 · Credit Card Fees	3,251	4,588	(1,337)	(29)%
8600-00 · Additional Opportunites	75,103	0	75,103	100%
8700-00 · Automobile Expenses	1,944	2,056	(112)	(5)%
8750-00 · Meals/Meetings	450	1,369	(919)	(67)%
8810-00 · Dues & Subscriptions	12,187	6,424	5,763	90%
8910-00 · Travel	134	0	134	100%
8920-00 · Bad Debt	38,230	3,199	35,031	1,095%
Total Expense	2,135,778	3,165,722	(1,029,944)	(33)%

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

Accrual Basis

July 2020 through April 2021

	Jul '20 - Apr 21	Jul '19 - Apr 20	\$ Change	% Change
Net Ordinary Income	947,946	222,816	725,130	325%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	155	224	(70)	(31)%
Total Other Income	155	224	(70)	(31)%
Other Expense				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	155	224	(70)	(31)%
Net Income	948,100	223,040	725,061	325%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

Accrual Basis

	Apr 21	Budget	\$ Over Budget	Jul '20 - Apr 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	229,818	295,318	(65,500)	1,991,001	2,344,551	(353,550)	2,983,682
4253-00 · Revenue- Other	0			1,525	0	1,525	0
4720-00 · Miscellaneous	0			1,250			
Total Income	229,818	295,318	(65,500)	1,993,776	2,344,551	(350,775)	2,983,682
Gross Profit	229,818	295,318	(65,500)	1,993,776	2,344,551	(350,775)	2,983,682
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,345	1,667	(322)	14,742	16,667	(1,925)	20,000
5030-00 · P/R - Health Insurance Expense	2,546	4,000	(1,454)	32,576	40,000	(7,424)	48,000
5040-00 · P/R - Workmans Comp	171	125	46	3,593	1,250	2,343	1,500
5060-00 · 401 (k)	815	833	(19)	8,242	8,333	(91)	10,000
5070-00 · Other Benefits and Expenses	32	142	(110)	736	1,417	(681)	1,700
5000-00 · Salaries & Wages - Other	22,414	22,299	115	224,711	222,993	1,718	267,592
Total 5000-00 · Salaries & Wages	27,322	29,066	(1,744)	284,600	290,660	(6,060)	348,792
5100-00 · Rent							
5110-00 · Utilities	143	170	(27)	1,428	1,585	(157)	1,855
5140-00 · Repairs & Maintenance	40	75	(35)	374	750	(376)	900
5150-00 · Office - Cleaning	180	250	(70)	1,872	2,500	(628)	3,000
5100-00 · Rent - Other	2,164	2,400	(236)	21,622	22,977	(1,355)	27,777
Total 5100-00 · Rent	2,527	2,895	(368)	25,296	27,812	(2,515)	33,532
5310-00 · Telephone							
5320-00 · Telephone	619	549	70	5,614	5,490	125	6,588
Total 5310-00 · Telephone	619	549	70	5,614	5,490	125	6,588
5420-00 · Mail - USPS	53	0	53	185	0	185	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			3,382	0	3,382	0
5520-00 · Supplies - Other	66	1,716	(1,650)	714	17,162	(16,448)	20,594
Total 5520-00 · Supplies	66	1,716	(1,650)	4,096	17,162	(13,066)	20,594
5700-00 · Equipment Support & Maintenance	0	13	(13)	0	125	(125)	150
5710-00 · Taxes, Licenses & Fees	45	13	33	124	125	(1)	150
5740-00 · Equipment Rental/Leasing	91	167	(75)	1,063	1,667	(604)	2,000
5800-00 · Training Seminars	0	750	(750)	0	7,500	(7,500)	9,000
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	1,125	(1,125)	0	11,250	(11,250)	13,500
Total 5900-00 · Professional Fees	0	1,250	(1,250)	0	12,500	(12,500)	15,000
5941-00 · Research & Planning	0	0	0	0	25,000	(25,000)	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	1,900	10,000	(8,100)	1,426	33,750	(32,324)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	15,000	(15,000)	30,000
Total 6020-00 · Programs	1,900	10,000	(8,100)	1,426	48,750	(47,324)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	6,000	(6,000)	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	24,400	(24,400)	24,400
6421-17 · Enduro	0	0	0	0	31,500	(31,500)	31,500
6420-01 · Sponsorships - Other	0	50,000	(50,000)	0	150,000	(150,000)	240,800
Total 6420-01 · Sponsorships	0	50,000	(50,000)	0	257,300	(257,300)	529,000
6421-00 · New Event Development	14,000	5,000	9,000	18,000	22,500	(4,500)	30,000
6424-00 · Event Operation Expenses	13	500	(487)	13	4,000	(3,987)	6,000
Total 6420-00 · Events	14,013	55,500	(41,487)	18,013	283,800	(265,787)	565,000
6423-00 · Membership Activities							
6442-00 · Public Relations/Website/Digital	0			600			
Total 6423-00 · Membership Activities	0			600			
6730-00 · Marketing Cooperative/Media	0	110,190	(110,190)	503,399	851,105	(347,706)	925,000
6742-00 · Non-NLT Co-Op Marketing Program	58	22,000	(21,942)	2,374	176,000	(173,626)	220,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	13,409	8,000	5,409	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	8,000	(8,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	8,000	(8,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	8,000	(8,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	(14,507)	32,000	(46,507)	40,000
6743-07 · Winter Regional Campaign	0	0	0	17,277	0	17,277	0
Total 6743-00 · BACC Marketing Programs	0	8,000	(8,000)	16,178	64,000	(47,822)	80,000
7500-00 · Trade Shows/Travel	0	0	0	395	0	395	0
8200-00 · Associate Relations	0	23	(23)	168	205	(36)	250
8600-00 · Additional Opportunit	0	7,917	(7,917)	68,603	79,167	(10,564)	95,000
8700-00 · Automobile Expenses	14	136	(122)	317	1,227	(910)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	2,250	(2,234)	2,750
8810-00 · Dues & Subscriptions	32	259	(227)	465	2,332	(1,867)	2,850
8910-00 · Travel	0	2,500	(2,500)	0	7,500	(7,500)	11,100
8920-00 · Bad Debt	0			556			
Total Expense	46,741	253,193	(206,451)	933,490	1,904,375	(970,885)	2,459,256
Net Ordinary Income	183,077	42,125	140,951	1,060,286	440,176	620,110	524,426
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	14	0	14	155	0	155	0
Total Other Income	14	0	14	155	0	155	0
Other Expense							
8990-00 · Allocated	27,541	42,125	(14,584)	345,065	440,176	(95,111)	524,426

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

Accrual Basis

11 - Marketing

	Apr 21	Budget	\$ Over Budget	Jul '20 - Apr 21	YTD Budget	\$ Over Budget	Annual Budget
Total Other Expense	27,541	42,125	(14,584)	345,065	440,176	(95,111)	524,426
Net Other Income	(27,527)	(42,125)	14,598	(344,910)	(440,176)	95,266	(524,426)
Net Income	<u>155,550</u>	<u>0</u>	<u>155,550</u>	<u>715,376</u>	<u>(0)</u>	<u>715,376</u>	<u>0</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Apr 21	Budget	\$ Over Budget	Jul '20 - Apr 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	31,425	31,425	0	321,262	321,262	0	384,054
Total Income	31,425	31,425	0	321,262	321,262	0	384,054
Gross Profit	31,425	31,425	0	321,262	321,262	0	384,054
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	1,131	1,157	(26)	11,681	11,572	109	13,886
5030-00 · P/R - Health Insurance Expense	2,285	2,042	243	22,449	20,417	2,033	24,500
5040-00 · P/R - Workmans Comp	108	167	(59)	2,341	1,667	675	2,000
5060-00 · 401 (k)	617	500	117	5,815	5,000	815	6,000
5070-00 · Other Benefits and Expenses	56	38	18	869	375	494	450
5000-00 · Salaries & Wages - Other	16,485	14,030	2,455	151,889	140,304	11,584	168,365
Total 5000-00 · Salaries & Wages	20,681	17,933	2,748	197,150	179,334	17,816	215,201
5100-00 · Rent							
5110-00 · Utilities	103	75	28	969	750	219	900
5140-00 · Repairs & Maintenance	28	22	6	275	217	58	260
5150-00 · Office - Cleaning	133	142	(8)	1,306	1,417	(111)	1,700
5100-00 · Rent - Other	1,422	1,167	255	14,218	11,667	2,551	14,000
Total 5100-00 · Rent	1,686	1,405	281	16,768	14,050	2,718	16,860
5310-00 · Telephone							
5320-00 · Telephone	479	267	212	4,241	2,667	1,574	3,200
Total 5310-00 · Telephone	479	267	212	4,241	2,667	1,574	3,200
5420-00 · Mail - USPS	36	17	20	127	167	(39)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	45	(45)	1,232	450	782	540
5520-00 · Supplies - Other	38	113	(75)	440	1,125	(685)	1,350
Total 5520-00 · Supplies	38	158	(120)	1,672	1,575	97	1,890
5710-00 · Taxes, Licenses & Fees	0	8	(8)	120	83	36	100
5740-00 · Equipment Rental/Leasing	40	83	(43)	492	833	(342)	1,000
5800-00 · Training Seminars	0	1,000	(1,000)	0	2,000	(2,000)	2,000
6730-00 · Marketing Cooperative/Media	0	5,040	(5,040)	42,853	62,977	(20,124)	75,000
8200-00 · Associate Relations	0	0	0	28	0	28	0
8750-00 · Meals/Meetings	0	29	(29)	0	292	(292)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	625	(625)	750
Total Expense	22,960	26,003	(3,043)	263,451	264,603	(1,152)	316,551
Net Ordinary Income	8,465	5,422	3,043	57,810	56,658	1,152	67,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,544	5,422	(1,879)	44,398	56,659	(12,261)	67,503
Total Other Expense	3,544	5,422	(1,879)	44,398	56,659	(12,261)	67,503
Net Other Income	(3,544)	(5,422)	1,879	(44,398)	(56,659)	12,261	(67,503)
Net Income	<u>4,921</u>	<u>(0)</u>	<u>4,921</u>	<u>13,413</u>	<u>(0)</u>	<u>13,413</u>	<u>0</u>

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

42 - Visitor Center

Accrual Basis

	Apr 21	Budget	\$ Over Budget	Jul '20 - Apr 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	37,542	37,542	0	382,644	382,645	(1)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	155	0	155	2,138	0	2,138	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	8,250	7,500	750	76,347	67,000	9,347	85,000
Total 46000 · Merchandise Sales	8,405	7,500	905	79,045	67,000	12,045	85,000
Total Income	45,947	45,042	905	461,688	449,645	12,044	542,711
Gross Profit	45,947	45,042	905	461,688	449,645	12,044	542,711
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	717	1,292	(575)	8,210	12,917	(4,706)	15,500
5030-00 · P/R - Health Insurance Expense	1,241	1,583	(343)	11,813	15,833	(4,021)	19,000
5040-00 · P/R - Workmans Comp	249	433	(185)	3,278	4,333	(1,055)	5,200
5060-00 · 401 (k)	315	417	(102)	3,484	4,167	(682)	5,000
5070-00 · Other Benefits and Expenses	17	82	(65)	965	818	147	982
5000-00 · Salaries & Wages - Other	8,341	15,568	(7,227)	91,733	155,682	(63,949)	186,818
Total 5000-00 · Salaries & Wages	10,880	19,375	(8,495)	119,483	193,750	(74,267)	232,500
5100-00 · Rent							
5110-00 · Utilities	439	583	(144)	4,424	5,833	(1,410)	7,000
5140-00 · Repairs & Maintenance	124	458	(335)	1,238	4,583	(3,346)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	3,583	(3,583)	4,300
5100-00 · Rent - Other	6,398	6,721	(323)	63,980	67,208	(3,228)	80,650
Total 5100-00 · Rent	6,961	8,121	(1,160)	69,641	81,208	(11,567)	97,450
5310-00 · Telephone							
5320-00 · Telephone	376	238	138	3,316	2,375	941	2,850
Total 5310-00 · Telephone	376	238	138	3,316	2,375	941	2,850
5420-00 · Mail - USPS	36	17	20	127	167	(39)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer	11	75	(64)	95	750	(655)	900
5520-00 · Supplies - Other	379	2,917	(2,538)	3,368	29,167	(25,799)	35,000
Total 5520-00 · Supplies	389	2,992	(2,602)	3,463	29,917	(26,454)	35,900
5610-00 · Depreciation	(568)	0	(568)	0	0	0	0
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	42	(42)	50
5710-00 · Taxes, Licenses & Fees	1	4	(3)	31	42	(11)	50
5740-00 · Equipment Rental/Leasing	73	129	(56)	841	1,292	(451)	1,550
5800-00 · Training Seminars	0	250	(250)	0	2,500	(2,500)	3,000
5850-00 · Artist of Month - Commissions	191	250	(59)	1,202	2,500	(1,299)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	16,667	(16,667)	20,000
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	238	125	113	1,356	1,250	106	1,500
59900 · POS Inventory Adjustments	5	0	5	588	0	588	0
8100-01 · CGS - Other	0	0	0	247	0	247	0
8100-00 · Cost of Goods Sold - Other	4,312	3,353	960	40,409	29,949	10,460	38,000
Total 8100-00 · Cost of Goods Sold	4,555	3,478	1,077	42,600	31,199	11,401	39,500
8200-00 · Associate Relations	30	17	13	142	167	(25)	200
8500-00 · Credit Card Fees	202	353	(150)	2,766	3,149	(383)	4,000
8700-00 · Automobile Expenses	0	46	(46)	113	458	(345)	550
8750-00 · Meals/Meetings	0	33	(33)	58	333	(275)	400
8810-00 · Dues & Subscriptions	0	8	(8)	1,530	83	1,447	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	23,327	37,980	(14,653)	247,313	375,848	(128,535)	454,800
Net Ordinary Income	22,621	7,062	15,558	214,375	73,797	140,578	87,911
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,095	7,062	(1,968)	63,831	73,797	(9,966)	87,921
Total Other Expense	5,095	7,062	(1,968)	63,831	73,797	(9,966)	87,921
Net Other Income	(5,095)	(7,062)	1,968	(63,831)	(73,797)	9,966	(87,921)
Net Income	17,526	0	17,526	150,544	0	150,544	(10)

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

Accrual Basis

51 - TMPI

	Apr 21	Budget	\$ Over Bu...	Jul '20 - A...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	19,753	19,753	0	172,914	172,914	0	218,419
Total Income	19,753	19,753	0	172,914	172,914	0	218,419
Gross Profit	19,753	19,753	0	172,914	172,914	0	218,419
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	99	225	(126)	1,082	2,250	(1,168)	2,700
5030-00 · P/R - Health Insurance Expense	154	167	(13)	1,529	1,667	(138)	2,000
5040-00 · P/R - Workmans Comp	9	175	(166)	70	1,750	(1,680)	2,100
5060-00 · 401 (k)	0	167	(167)	0	1,667	(1,667)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	9	169	(161)	203
5000-00 · Salaries & Wages - Other	1,647	3,836	(2,188)	16,718	38,355	(21,637)	46,026
Total 5000-00 · Salaries & Wages	1,910	4,586	(2,676)	19,407	45,858	(26,450)	55,029
5100-00 · Rent							
5110-00 · Utilities	5			45	0	45	0
5140-00 · Repairs & Maintenance	1			14	0	14	0
5150-00 · Office - Cleaning	7			65	0	65	0
5100-00 · Rent - Other	71	0	71	711	0	711	0
Total 5100-00 · Rent	84	0	84	835	0	835	0
5310-00 · Telephone							
5320-00 · Telephone	21	0	21	185	0	185	0
Total 5310-00 · Telephone	21	0	21	185	0	185	0
5420-00 · Mail - USPS	2			6	0	6	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			3	0	3	0
5520-00 · Supplies - Other	2	2,083	(2,081)	12,001	20,833	(8,832)	25,000
Total 5520-00 · Supplies	2	2,083	(2,081)	12,004	20,833	(8,829)	25,000
5710-00 · Taxes, Licenses & Fees	0			1			
5740-00 · Equipment Rental/Leasing	0			3	0	3	0
5800-00 · Training Seminars	150			150			
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	6,240	10,000	(3,760)	54,560	74,000	(19,441)	100,000
Total 5900-00 · Professional Fees	6,240	10,000	(3,760)	54,560	74,000	(19,441)	100,000
8700-00 · Automobile Expenses	0	0	0	65	0	65	0
8750-00 · Meals/Meetings	0	0	0	61	0	61	0
8810-00 · Dues & Subscriptions	2	0	2	64	0	64	0
8910-00 · Travel	0			13			
Total Expense	8,411	16,669	(8,258)	87,356	140,691	(53,335)	180,029
Net Ordinary Income	11,342	3,084	8,258	85,558	32,223	53,335	38,390
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,016	3,084	(1,067)	25,263	32,223	(6,960)	38,390
Total Other Expense	2,016	3,084	(1,067)	25,263	32,223	(6,960)	38,390
Net Other Income	(2,016)	(3,084)	1,067	(25,263)	(32,223)	6,960	(38,390)
Net Income	9,326	(0)	9,326	60,295	(0)	60,295	0

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

Accrual Basis

60 - Membership

	Apr 21	Budget	\$ Over Budget	Jul '20 - Apr 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,509	10,417	1,092	115,693	104,167	11,526	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	19,000	(19,000)	0	19,000	(19,000)	19,000
4250-05 · Sponsorships	0	19,000	(19,000)	0	19,000	(19,000)	19,000
4250-01 · Community Awards - Other	0	20,000	(20,000)	0	20,000	(20,000)	20,000
Total 4250-01 · Community Awards	0	58,000	(58,000)	0	58,000	(58,000)	58,000
4250-02 · Chamber Events	0	0	0	0	4,500	(4,500)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	200	(200)	500	1,400	(900)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	550	(550)	0	2,900	(2,900)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	500	4,300	(3,800)	6,000
4250-00 · Revenues-Membership Activities - Other	800	0	800	6,290	0	6,290	0
Total 4250-00 · Revenues-Membership Activities	800	58,750	(57,950)	6,790	68,300	(61,510)	72,500
4253-00 · Revenue- Other	0	500	(500)	0	1,500	(1,500)	2,500
Total Income	12,309	69,667	(57,358)	122,483	173,967	(51,484)	200,000
Gross Profit	12,309	69,667	(57,358)	122,483	173,967	(51,484)	200,000
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	255	458	(203)	2,664	4,583	(1,919)	5,500
5030-00 · P/R - Health Insurance Expense	340	667	(327)	2,259	6,667	(4,407)	8,000
5040-00 · P/R - Workmans Comp	17	33	(17)	114	333	(220)	400
5060-00 · 401 (k)	113	142	(29)	865	1,417	(552)	1,700
5070-00 · Other Benefits and Expenses	0	33	(33)	19	333	(314)	400
5000-00 · Salaries & Wages - Other	3,707	5,333	(1,627)	33,218	53,333	(20,115)	64,000
Total 5000-00 · Salaries & Wages	4,432	6,667	(2,235)	39,140	66,667	(27,527)	80,000
5100-00 · Rent							
5110-00 · Utilities	40	33	7	346	333	12	400
5140-00 · Repairs & Maintenance	9	8	1	114	83	31	100
5150-00 · Office - Cleaning	57	58	(2)	447	583	(136)	700
5100-00 · Rent - Other	565	638	(73)	5,627	6,375	(748)	7,650
Total 5100-00 · Rent	670	737	(67)	6,534	7,375	(841)	8,850
5310-00 · Telephone							
5320-00 · Telephone	139	121	18	1,182	1,208	(26)	1,450
Total 5310-00 · Telephone	139	121	18	1,182	1,208	(26)	1,450
5420-00 · Mail - USPS	12	10	2	40	100	(60)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			2	0	2	0
5520-00 · Supplies - Other	12	167	(154)	174	1,667	(1,492)	2,000
Total 5520-00 · Supplies	12	167	(154)	176	1,667	(1,491)	2,000
5710-00 · Taxes, Licenses & Fees	0			23	0	23	0
5740-00 · Equipment Rental/Leasing	55	173	(119)	604	1,733	(1,129)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	1,000	(1,000)	1,000
Total 5900-00 · Professional Fees	0	0	0	0	1,000	(1,000)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	28,000	(28,000)	295	28,000	(27,705)	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	413	(413)	0	2,175	(2,175)	3,000
6442-00 · Public Relations/Website/Digita	519	417	102	5,202	4,167	1,035	5,000
6423-00 · Membership Activities - Other	1,645	417	1,228	2,560	4,167	(1,607)	5,000
Total 6423-00 · Membership Activities	2,164	29,246	(27,082)	8,057	39,008	(30,951)	42,000
8200-00 · Associate Relations	0	13	(13)	93	125	(32)	150
8500-00 · Credit Card Fees	60	1,850	(1,790)	485	1,850	(1,365)	1,850
8700-00 · Automobile Expenses	5	33	(28)	159	333	(174)	400
8750-00 · Meals/Meetings	0	33	(33)	8	333	(326)	400
8810-00 · Dues & Subscriptions	11	17	(6)	183	167	17	200
8910-00 · Travel	0			7			
8920-00 · Bad Debt	0	0	0	37,587	0	37,587	0
Total Expense	7,560	39,067	(31,506)	94,278	121,567	(27,289)	140,500
Net Ordinary Income	4,749	30,600	(25,852)	28,205	52,400	(24,195)	59,500
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,575	2,407	(832)	19,732	25,148	(5,416)	29,961
Total Other Expense	1,575	2,407	(832)	19,732	25,148	(5,416)	29,961

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

Accrual Basis

60 - Membership

	Apr 21	Budget	\$ Over Budget	Jul '20 - Apr 21	YTD Budget	\$ Over Budget	Annual Budget
Net Other Income	(1,575)	(2,407)	832	(19,732)	(25,148)	5,416	(29,961)
Net Income	<u>3,174</u>	<u>28,193</u>	<u>(25,020)</u>	<u>8,473</u>	<u>27,252</u>	<u>(18,779)</u>	<u>29,539</u>

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

70 - Administration

Accrual Basis

	Apr 21	Budget	\$ Over Budget	Jul '20 - Apr 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4720-00 · Miscellaneous	2,573	0	2,573	11,601	0	11,601	0
Total Income	2,573	0	2,573	11,601	0	11,601	0
Gross Profit	2,573	0	2,573	11,601	0	11,601	0
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,280	2,250	(970)	21,281	22,500	(1,219)	27,000
5030-00 · P/R - Health Insurance Expense	3,193	3,292	(98)	29,997	32,917	(2,919)	39,500
5040-00 · P/R - Workmans Comp	102	194	(92)	(247)	1,943	(2,191)	2,332
5060-00 · 401 (k)	570	1,250	(680)	637	12,500	(11,863)	15,000
5070-00 · Other Benefits and Expenses	56	117	(60)	931	1,167	(236)	1,400
5000-00 · Salaries & Wages - Other	21,291	33,327	(12,236)	309,009	335,267	(26,258)	402,320
Total 5000-00 · Salaries & Wages	26,493	40,629	(14,136)	361,608	406,293	(44,686)	487,552
5100-00 · Rent							
5110-00 · Utilities	173	125	48	1,630	1,250	380	1,500
5140-00 · Repairs & Maintenance	833	325	508	4,897	3,250	1,647	3,900
5150-00 · Office - Cleaning	223	250	(27)	2,185	2,500	(315)	3,000
5100-00 · Rent - Other	3,109	1,893	1,216	27,691	18,934	8,757	22,720
Total 5100-00 · Rent	4,339	2,593	1,745	36,403	25,934	10,469	31,120
5310-00 · Telephone							
5320-00 · Telephone	1,013	750	263	9,782	7,500	2,282	9,000
Total 5310-00 · Telephone	1,013	750	263	9,782	7,500	2,282	9,000
5420-00 · Mail - USPS	61	83	(22)	544	833	(289)	1,000
5510-00 · Insurance/Bonding	269	1,692	(1,423)	9,083	16,917	(7,833)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	257	167	91	2,774	1,667	1,107	2,000
5520-00 · Supplies - Other	121	603	(482)	2,445	6,025	(3,580)	7,230
Total 5520-00 · Supplies	378	769	(391)	5,219	7,692	(2,473)	9,230
5610-00 · Depreciation	720	0	720	1,069	0	1,069	0
5700-00 · Equipment Support & Maintenance	2,447	2,250	197	21,925	22,500	(575)	27,000
5710-00 · Taxes, Licenses & Fees	904	1,000	(97)	11,580	10,000	1,580	12,000
5740-00 · Equipment Rental/Leasing	106	417	(311)	1,234	4,167	(2,933)	5,000
5800-00 · Training Seminars	0	667	(667)	376	6,667	(6,290)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	3,480	625	2,855	5,860	6,250	(390)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	16,250	(16,250)	19,500
Total 5900-00 · Professional Fees	3,480	2,250	1,230	27,660	48,500	(20,840)	53,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	12,500	(12,500)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	12,500	(12,500)	15,000
8200-00 · Associate Relations	239	83	156	2,175	833	1,342	1,000
8300-00 · Board Functions	0	500	(500)	2,988	6,000	(3,012)	7,000
8600-00 · Additional Opportunites	650	2,083	(1,433)	6,500	20,833	(14,333)	25,000
8700-00 · Automobile Expenses	34	250	(216)	1,290	2,500	(1,210)	3,000
8750-00 · Meals/Meetings	44	417	(373)	308	4,167	(3,859)	5,000
8810-00 · Dues & Subscriptions	1,166	1,167	(0)	9,945	11,667	(1,722)	14,000
8910-00 · Travel	0	0	0	114	0	114	0
8920-00 · Bad Debt	0	0	0	87	0	87	0
Total Expense	42,343	60,100	(17,757)	509,890	628,002	(118,112)	748,202
Net Ordinary Income	(39,770)	(60,100)	20,330	(498,289)	(628,002)	129,713	(748,202)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(39,770)	(60,100)	20,330	(498,289)	(628,002)	129,713	(748,202)
Total Other Expense	(39,770)	(60,100)	20,330	(498,289)	(628,002)	129,713	(748,202)
Net Other Income	39,770	60,100	(20,330)	498,289	628,002	(129,713)	748,202
Net Income	0	(0)	0	0	(0)	0	0