

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period

Ending

August 31, 2019

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2019

Accrual Basis

	<u>Aug 31, 19</u>	<u>Aug 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	365	469	(104)	(22%)	116
1003-00 · Cash - Operations BOTW #6712	193,335	806,035	(612,700)	(76%)	332,281
1007-00 · Cash - Payroll BOTW #7421	7,920	8,693	(773)	(9%)	11,572
1008-00 · Marketing Reserve - Plumas	50,257	50,181	76	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,685	100,483	202	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	133,988	78,611	55,377	70%	138,243
10950 · Cash in Drawer	281	207	74	36%	1,678
Total Checking/Savings	<u>516,413</u>	<u>1,074,261</u>	<u>(557,848)</u>	<u>(52%)</u>	<u>664,366</u>
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	11,326	29,614	(18,288)	(62%)	24,817
1290-00 · A/R - TOT	555,024	285,313	269,711	95%	57,504
Total Accounts Receivable	<u>566,350</u>	<u>314,927</u>	<u>251,423</u>	<u>80%</u>	<u>82,321</u>
Other Current Assets					
1200-99 · AR Other	99	(41)	140	341%	10
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	12,245	15,305	(3,060)	(20%)	2,720
1201-03 · Member AR - Other	1,700	0	1,700	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	1,730	(1,730)	(100%)	0
Total 1201-00 · Member Accounts Receivable	<u>13,945</u>	<u>17,035</u>	<u>(3,090)</u>	<u>(18%)</u>	<u>6,465</u>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,500)	(275)	(11%)	(1,587)
12100 · Inventory Asset					
25300 · Gift Cards Outstanding	15	0	15	100%	15
12100 · Inventory Asset - Other	22,475	25,741	(3,266)	(13%)	22,015
Total 12100 · Inventory Asset	<u>22,490</u>	<u>25,741</u>	<u>(3,251)</u>	<u>(13%)</u>	<u>22,030</u>
1299 · Receivable from NLTMC	12,375	24	12,351	51,463%	15,703
1490-00 · Security Deposits	1,250	1,250	0	0%	1,250
Total Other Current Assets	<u>47,384</u>	<u>41,509</u>	<u>5,875</u>	<u>14%</u>	<u>43,871</u>
Total Current Assets	<u>1,130,147</u>	<u>1,430,697</u>	<u>(300,550)</u>	<u>(21%)</u>	<u>790,558</u>
Fixed Assets					
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	(19,321)	(18,778)	(543)	(3%)	(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)
Total Fixed Assets	<u>1,173</u>	<u>2,743</u>	<u>(1,570)</u>	<u>(57%)</u>	<u>1,409</u>
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	15,306	8,794	6,512	74%	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100
1400-00 · Prepaid Expenses - Other	3,847	15,089	(11,242)	(75%)	3,964

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2019

Accrual Basis

	Aug 31, 19	Aug 31, 18	\$ Change	% Change	Jun 30, 19
Total 1400-00 · Prepaid Expenses	19,253	24,883	(5,630)	(23%)	18,376
Total Other Assets	19,253	24,883	(5,630)	(23%)	18,376
TOTAL ASSETS	1,150,569	1,458,324	(307,755)	(21%)	810,343
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	35,682	155,989	(120,307)	(77%)	73,556
Total Accounts Payable	35,682	155,989	(120,307)	(77%)	73,556
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-15 MC_2339 Liz	0	272	(272)	(100%)	0
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	0
2080-10 · MC_9495_AI	0	(75)	75	100%	0
2080-11 · MC_3978_Amber	0	(118)	118	100%	0
2080-13 · MC_6903_Cindy	0	1,361	(1,361)	(100%)	0
2080-14 · MC_6193_Daphne	0	141	(141)	(100%)	0
Total 2080-00 · Bank of the West - Master Cards	0	1,596	(1,596)	(100%)	0
Total Credit Cards	0	1,596	(1,596)	(100%)	0
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	10,516	13,570	(3,054)	(23%)	20,922
2101-00 · Incentive Payable	68,672	53,535	15,137	28%	58,630
2102-00 · Commissions Payable	11,490	6,811	4,679	69%	7,132
2120-00 · Empl. Federal Tax Payable	4,605	6,201	(1,596)	(26%)	9,775
2175-00 · 401 (k) Plan	2,039	2,292	(253)	(11%)	4,369
2180-00 · Estimated PTO Liability	52,993	49,004	3,989	8%	52,993
Total 21000 · Salaries/Wages/Payroll Liabilit	150,315	131,413	18,902	14%	153,821
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	504	205	299	146%	827
25500 · *Sales Tax Payable	2,063	2,209	(146)	(7%)	2,307
Total 2190-00 · Sales and Use Tax Payable	2,567	2,414	153	6%	3,134
2250-00 · Accrued Expenses	42,946	37,054	5,892	16%	59,690
2300-00 · Marketing Cooperative Liabili	0	10	(10)	(100%)	0
2400-60 · Deferred Revenue- Member Dues	53,939	56,389	(2,450)	(4%)	57,969
2500-00 · Deferred Revenue - TMBC	1,170	1,181	(11)	(1%)	840
2651-00 · Deferred Rev - Conference	0	7,792	(7,792)	(100%)	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	0	4,067	(4,067)	(100%)	0
2900-00 · Due To/From County of Placer	19,871	229,432	(209,561)	(91%)	19,871
Total Other Current Liabilities	621,113	820,057	(198,944)	(24%)	295,325
Total Current Liabilities	656,795	977,642	(320,847)	(33%)	368,881
Total Liabilities	656,795	977,642	(320,847)	(33%)	368,881
Equity					
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

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Balance Sheet

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	<u>Aug 31, 19</u>	<u>Aug 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	52,313	66,329	(14,016)	(21%)	(5,338)
Total Equity	493,774	480,681	13,093	3%	441,461
TOTAL LIABILITIES & EQUITY	<u>1,150,569</u>	<u>1,458,324</u>	<u>(307,755)</u>	<u>(21%)</u>	<u>810,343</u>

North Lake Tahoe Resort Association
Profit & Loss
August 2019

Accrual Basis

	Aug 19	Aug 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	216,947	255,313	-38,366	-15%
4200-00 · Membership Dues Revenue	11,102	11,051	50	1%
4205-00 · Conference Dues	0	733	-733	-100%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	0	38	-38	-100%
4251-00 · Tues AM Breakfast Club	635	496	139	28%
4250-00 · Revenues-Membership Activities - Other	915	600	315	53%
Total 4250-00 · Revenues-Membership Activities	1,550	1,134	416	37%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	6,094	-6,094	-100%
4600-00 · Commissions - Other	3,026	14,522	-11,495	-79%
Total 4600-00 · Commissions	3,026	20,615	-17,589	-85%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	0	375	-375	-100%
46000 · Merchandise Sales - Other	14,088	12,649	1,439	11%
Total 46000 · Merchandise Sales	14,088	13,024	1,064	8%
Total Income	246,713	301,871	-55,158	-18%
Gross Profit	246,713	301,871	-55,158	-18%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	4,141	4,234	-93	-2%
5020-00 · P/R - Tax Expense	5,768	7,317	-1,550	-21%
5030-00 · P/R - Health Insurance Expense	11,309	16,226	-4,917	-30%
5040-00 · P/R - Workmans Comp	1,233	1,352	-118	-9%
5060-00 · 401 (k)	2,661	3,232	-571	-18%
5070-00 · Other Benefits and Expenses	149	158	-9	-5%
5000-00 · Salaries & Wages - Other	76,139	92,971	-16,832	-18%
Total 5000-00 · Salaries & Wages	101,400	125,491	-24,090	-19%
5100-00 · Rent				
5110-00 · Utilities	800	820	-20	-3%
5140-00 · Repairs & Maintenance	207	-465	672	144%
5150-00 · Office - Cleaning	700	1,100	-400	-36%
5100-00 · Rent - Other	13,058	12,780	278	2%
Total 5100-00 · Rent	14,765	14,235	530	4%
5310-00 · Telephone				
5320-00 · Telephone	1,937	3,714	-1,776	-48%
Total 5310-00 · Telephone	1,937	3,714	-1,776	-48%
5420-00 · Mail - USPS	100	500	-400	-80%
5510-00 · Insurance/Bonding	916	264	651	246%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	110	640	-530	-83%
5520-00 · Supplies - Other	1,303	1,726	-423	-25%
Total 5520-00 · Supplies	1,413	2,366	-953	-40%
5610-00 · Depreciation	118	149	-31	-21%
5700-00 · Equipment Support & Maintenance	71	610	-539	-88%
5710-00 · Taxes, Licenses & Fees	869	1,372	-503	-37%
5740-00 · Equipment Rental/Leasing	1,089	2,608	-1,519	-58%
5800-00 · Training Seminars	649	405	244	60%
5850-00 · Artist of Month - Commissions	449	319	130	41%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	0	400	-400	-100%

North Lake Tahoe Resort Association

Profit & Loss

August 2019

Accrual Basis

	Aug 19	Aug 18	\$ Change	% Change
5921-00 · Professional Fees - Other	10,000	0	10,000	100%
Total 5900-00 · Professional Fees	10,000	400	9,600	2,400%
6020-00 · Programs				
6016-00 · Special Event Partnership	1,250	0	1,250	100%
Total 6020-00 · Programs	1,250	0	1,250	100%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	650	462	188	41%
6421-10 · WinterWonderGrass - Tahoe	0	47	-47	-100%
Total 6420-01 · Sponsorships	650	509	141	28%
6424-00 · Event Operation Expenses	448	218	230	105%
Total 6420-00 · Events	1,098	727	370	51%
6423-00 · Membership Activities				
6437-00 · Tuesday Morning Breakfast Club	513	405	108	27%
6441-00 · Membership - Miscellaneous Exp	0	10	-10	-100%
6442-00 · Public Relations/Website	1,248	594	654	110%
6423-00 · Membership Activities - Other	47	25	22	87%
Total 6423-00 · Membership Activities	1,808	1,034	774	75%
6730-00 · Marketing Cooperative/Media	75,189	131,923	-56,734	-43%
6742-00 · Non-NLT Co-Op Marketing Program	828	623	206	33%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	5,450	0	5,450	100%
Total 6743-00 · BACC Marketing Programs	5,450	0	5,450	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	111	231	-120	-52%
52500 · Purchase Discounts	-1	0	-1	-100%
59900 · POS Inventory Adjustments	-4	-102	98	96%
8100-00 · Cost of Goods Sold - Other	6,989	6,444	544	8%
Total 8100-00 · Cost of Goods Sold	7,095	6,574	522	8%
8300-00 · Board Functions	684	1,042	-357	-34%
8500-00 · Credit Card Fees	609	674	-64	-10%
8700-00 · Automobile Expenses	259	639	-380	-59%
8750-00 · Meals/Meetings	54	126	-72	-57%
8810-00 · Dues & Subscriptions	1,023	835	188	23%
Total Expense	229,125	296,628	-67,504	-23%
Net Ordinary Income	17,589	5,243	12,345	236%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	24	23	0	0%
Total Other Income	24	23	0	0%
Net Other Income	24	23	0	0%
Net Income	17,612	5,267	12,345	234%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	216,947	225,010	(8,063)	805,024	848,254	(43,230)	3,914,430
4200-00 · Membership Dues Revenue	11,102	10,833	268	22,170	21,667	504	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	0	0	0	0	0	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	1,167	(1,167)	7,000
4251-00 · Tues AM Breakfast Club - Other	635	0	635	635	0	635	3,000
Total 4251-00 · Tues AM Breakfast Club	635	583	52	635	1,167	(532)	10,000
4250-00 · Revenues-Membership Activities - Other							
	915			1,515			
Total 4250-00 · Revenues-Membership Activities	1,550	583	967	2,150	1,167	983	65,200
4253-00 · Revenue- Other	0	333	(333)	0	667	(667)	4,000
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	3,026	2,913	113	3,708	2,913	795	28,276
Total 4600-00 · Commissions	3,026	2,913	113	10,271	2,913	7,358	28,276
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	400	(400)	20	800	(780)	4,800
46000 · Merchandise Sales - Other	14,088	12,700	1,388	28,442	29,700	(1,258)	108,100
Total 46000 · Merchandise Sales	14,088	13,100	988	28,462	30,500	(2,038)	112,900
Total Income	246,713	252,773	(6,060)	868,077	905,167	(37,089)	4,254,806
Gross Profit	246,713	252,773	(6,060)	868,077	905,167	(37,089)	4,254,806
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,141	800	3,341	6,017	1,600	4,417	9,600
5020-00 · P/R - Tax Expense	5,768	7,015	(1,248)	11,571	14,049	(2,478)	84,163
5030-00 · P/R - Health Insurance Expense	11,309	11,868	(559)	19,246	23,736	(4,490)	142,416
5040-00 · P/R - Workmans Comp	1,233	1,235	(2)	1,681	2,508	(828)	13,981
5060-00 · 401 (k)	2,661	3,366	(705)	5,414	6,733	(1,319)	41,981
5061-00 · 401k Profit Sharing	0	80	(80)	0	160	(160)	960
5070-00 · Other Benefits and Expenses	149	413	(264)	305	827	(522)	5,040
5000-00 · Salaries & Wages - Other	76,139	84,142	(8,003)	154,736	168,284	(13,548)	1,049,304
Total 5000-00 · Salaries & Wages	101,400	108,920	(7,520)	198,968	217,897	(18,928)	1,347,445
5100-00 · Rent							
5110-00 · Utilities	800	862	(62)	1,777	1,917	(140)	12,899
5140-00 · Repairs & Maintenance	207	1,464	(1,257)	394	2,928	(2,534)	21,938
5150-00 · Office - Cleaning	700	800	(100)	1,250	1,221	29	9,505
5100-00 · Rent - Other	13,058	12,597	461	26,116	25,194	922	151,529
Total 5100-00 · Rent	14,765	15,723	(958)	29,537	31,260	(1,723)	195,871
5310-00 · Telephone							
5320-00 · Telephone	1,937	2,103	(166)	3,747	4,207	(460)	24,134
Total 5310-00 · Telephone	1,937	2,103	(166)	3,747	4,207	(460)	24,134
5420-00 · Mail - USPS							
	100	222	(122)	200	436	(236)	2,578
5510-00 · Insurance/Bonding							
5520-00 · Supplies	916	800	116	1,646	1,600	46	9,604
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	110	1,656	(1,546)	120	4,979	(4,859)	10,442
5520-00 · Supplies - Other	1,303	5,712	(4,409)	2,350	10,448	(8,098)	29,248
Total 5520-00 · Supplies	1,413	7,368	(5,955)	2,470	15,427	(12,957)	39,690
5610-00 · Depreciation							
	118	149	(31)	236	297	(61)	1,560
5700-00 · Equipment Support & Maintenance							
5710-00 · Taxes, Licenses & Fees	71	2,420	(2,349)	71	4,840	(4,769)	29,280
5740-00 · Equipment Rental/Leasing	869	1,045	(176)	1,685	2,090	(405)	12,695
5740-00 · Equipment Rental/Leasing	1,089	1,318	(229)	2,197	2,561	(364)	15,104
5800-00 · Training Seminars	649	646	3	649	1,067	(418)	12,835
5850-00 · Artist of Month - Commissions	449	360	89	1,175	720	455	4,320
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	725	(725)	0	1,450	(1,450)	9,000
5920-00 · Professional Fees - Accountant	0	400	(400)	0	400	(400)	24,900
5921-00 · Professional Fees - Other	10,000	1,983	8,017	20,148	3,967	16,181	26,800
5900-00 · Professional Fees - Other	0	10,000	(10,000)	0	20,000	(20,000)	55,000
Total 5900-00 · Professional Fees	10,000	13,108	(3,108)	20,148	25,817	(5,669)	115,700
5941-00 · Research & Planning							
	0	1,800	(1,800)	0	3,600	(3,600)	21,600
6020-00 · Programs							
6016-00 · Special Event Partnership	1,250	0	1,250	1,250	0	1,250	50,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Bud...
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	1,250	0	1,250	1,250	0	1,250	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	650	3,395	(2,745)	650	33,395	(32,745)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	250,000	250,000	0	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	0	0	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
Total 6420-01 · Sponsorships	650	3,395	(2,745)	250,650	283,895	(33,245)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	0	5,000	(5,000)	30,000
6424-00 · Event Operation Expenses	448	667	(219)	448	1,334	(886)	8,000
Total 6420-00 · Events	1,098	6,562	(5,464)	251,098	290,229	(39,131)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	285	0	285	27,500
6435-00 · Shop Local Event	0	0	0	0	0	0	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	513	500	13	513	1,000	(487)	6,000
6442-00 · Public Relations/Website	1,248	417	831	1,557	833	724	5,000
6423-00 · Membership Activities - Other	47	50	(3)	617	100	517	8,500
Total 6423-00 · Membership Activities	1,808	967	841	3,290	1,933	1,357	52,000
6730-00 · Marketing Cooperative/Media	75,189	75,189	0	270,773	270,773	0	1,503,362
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,000
6742-00 · Non-NLT Co-Op Marketing Program	828	2,500	(1,672)	1,558	5,000	(3,442)	27,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	5,450	1,100	4,350	5,450	1,100	4,350	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	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
Total 6743-00 · BACC Marketing Programs	5,450	1,100	4,350	4,450	1,100	3,350	80,000
7500-00 · Trade Shows/Travel	0	0	0	0	0	0	3,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	111	200	(89)	329	400	(71)	1,190
52500 · Purchase Discounts	(1)			(1)			
59900 · POS Inventory Adjustments	(4)			6			
8100-00 · Cost of Goods Sold - Other	6,989	6,350	639	14,257	14,850	(593)	54,050
Total 8100-00 · Cost of Goods Sold	7,095	6,550	545	14,591	15,250	(659)	55,240
8200-00 · Associate Relations	0	648	(648)	100	1,296	(1,196)	7,756
8300-00 · Board Functions	684	150	534	684	250	434	5,950
8500-00 · Credit Card Fees	609	751	(141)	1,242	1,651	(409)	7,454
8600-00 · Additional Opportunites	0	1,108	(1,108)	0	2,216	(2,216)	32,091
8700-00 · Automobile Expenses	259	543	(283)	479	1,085	(606)	6,285
8750-00 · Meals/Meetings	54	461	(407)	175	922	(747)	5,534
8810-00 · Dues & Subscriptions	1,023	662	361	2,204	1,278	926	7,490
8910-00 · Travel	0	0	0	0	0	0	7,800
8920-00 · Bad Debt	0			1,188			
Total Expense	229,125	253,172	(24,047)	815,811	904,801	(88,989)	4,232,983
Net Ordinary Income	17,589	(398)	17,987	52,266	366	51,900	21,823
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24			47			
Total Other Income	24			47			
Other Expense							
8990-00 · Allocated	0	1	(1)	0	1	(1)	0
Total Other Expense	0	1	(1)	0	1	(1)	0
Net Other Income	24	(1)	25	47	(1)	48	0
Net Income	17,612	(399)	18,011	52,313	365	51,948	21,823

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

Accrual Basis

11 - Marketing

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	137,847	145,909	(8,062)	644,735	687,963	(43,228)	3,044,007
Total Income	137,847	145,909	(8,062)	644,735	687,963	(43,228)	3,044,007
Gross Profit	137,847	145,909	(8,062)	644,735	687,963	(43,228)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	2,750	2,750	0	16,500
5020-00 · P/R - Tax Expense	1,558	2,037	(480)	2,831	4,075	(1,243)	21,537
5030-00 · P/R - Health Insurance Expense	4,280	3,667	613	8,372	7,334	1,038	44,004
5040-00 · P/R - Workmans Comp	149	178	(29)	242	357	(115)	2,139
5060-00 · 401 (k)	701	1,019	(318)	1,466	2,037	(571)	12,224
5070-00 · Other Benefits and Expenses	63	160	(97)	135	320	(185)	1,920
5000-00 · Salaries & Wages - Other	22,159	25,467	(3,308)	43,924	50,934	(7,010)	305,604
Total 5000-00 · Salaries & Wages	30,285	33,903	(3,618)	59,721	67,807	(8,086)	403,929
5100-00 · Rent							
5110-00 · Utilities	164	121	43	367	277	90	2,001
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	4,367
5150-00 · Office - Cleaning	262	367	(105)	468	367	101	2,866
5100-00 · Rent - Other	2,442	2,133	309	4,883	4,266	617	24,200
Total 5100-00 · Rent	2,868	2,621	247	5,719	4,910	809	33,434
5310-00 · Telephone							
5320-00 · Telephone	541	600	(59)	1,030	1,200	(170)	6,600
Total 5310-00 · Telephone	541	600	(59)	1,030	1,200	(170)	6,600
5420-00 · Mail - USPS	34	50	(16)	69	100	(31)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1,200	(1,200)	0	2,700	(2,700)	3,700
5520-00 · Supplies - Other	216	150	66	343	300	43	4,750
Total 5520-00 · Supplies	216	1,350	(1,134)	343	3,000	(2,657)	8,450
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	240	(240)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	0	0
5740-00 · Equipment Rental/Leasing	277	315	(38)	554	630	(76)	3,780
5800-00 · Training Seminars	649	225	424	649	225	424	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	200	(200)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	800	(800)	4,800
Total 5900-00 · Professional Fees	0	500	(500)	0	1,000	(1,000)	6,300
5941-00 · Research & Planning	0	1,500	(1,500)	0	3,000	(3,000)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	1,250	0	1,250	1,250	0	1,250	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	1,250	0	1,250	1,250	0	1,250	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	650	3,395	(2,745)	650	33,395	(32,745)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	250,000	250,000	0	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	0	0	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
Total 6420-01 · Sponsorships	650	3,395	(2,745)	250,650	283,895	(33,245)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	0	5,000	(5,000)	30,000
6424-00 · Event Operation Expenses	448	667	(219)	448	1,334	(886)	8,000
Total 6420-00 · Events	1,098	6,562	(5,464)	251,098	290,229	(39,131)	515,695
6730-00 · Marketing Cooperative/Media	64,613	64,613	0	249,618	249,618	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	628	1,500	(872)	1,158	3,000	(1,842)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	5,450	1,100	4,350	5,450	1,100	4,350	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	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
Total 6743-00 · BACC Marketing Programs	5,450	1,100	4,350	4,450	1,100	3,350	80,000
8200-00 · Associate Relations	0	140	(140)	0	280	(280)	1,660
8600-00 · Additional Opportunit	0	608	(608)	0	1,216	(1,216)	26,091
8700-00 · Automobile Expenses	219	130	89	381	260	121	1,560
8750-00 · Meals/Meetings	0	163	(163)	84	325	(241)	1,950
8810-00 · Dues & Subscriptions	194	250	(56)	388	500	(112)	3,000

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

Accrual Basis

11 - Marketing

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 · Travel	0	0	0	0	0	0	6,300
Total Expense	108,323	116,250	(7,926)	576,569	628,639	(52,070)	2,595,931
Net Ordinary Income	29,524	29,660	(136)	68,166	59,324	8,842	448,076
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24			47			
Total Other Income	24			47			
Other Expense							
8990-00 · Allocated	22,475	30,772	(8,297)	43,967	60,449	(16,482)	448,076
Total Other Expense	22,475	30,772	(8,297)	43,967	60,449	(16,482)	448,076
Net Other Income	(22,452)	(30,772)	8,320	(43,920)	(60,449)	16,529	(448,076)
Net Income	7,072	(1,113)	8,184	24,246	(1,125)	25,371	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	30,443	30,443	(0)	63,654	63,654	(0)	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	3,026	2,913	113	3,708	2,913	795	28,276
Total 4600-00 · Commissions	3,026	2,913	113	10,271	2,913	7,358	28,276
Total Income	33,469	33,356	113	73,925	66,567	7,358	411,528
Gross Profit	33,469	33,356	113	73,925	66,567	7,358	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,141	800	3,341	6,017	1,600	4,417	9,600
5020-00 · P/R - Tax Expense	960	1,064	(104)	1,886	2,127	(241)	12,764
5030-00 · P/R - Health Insurance Expense	2,613	1,754	859	3,996	3,508	488	21,048
5040-00 · P/R - Workmans Comp	116	88	29	199	175	24	1,051
5060-00 · 401 (k)	554	501	54	1,065	1,001	64	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	160	(160)	960
5070-00 · Other Benefits and Expenses	56	0	56	73	0	73	0
5000-00 · Salaries & Wages - Other	12,204	12,514	(310)	24,962	25,028	(66)	150,168
Total 5000-00 · Salaries & Wages	20,644	16,800	3,845	38,197	33,600	4,598	201,598
5100-00 · Rent							
5110-00 · Utilities	80	66	14	179	132	47	792
5140-00 · Repairs & Maintenance	0	45	(45)	0	90	(90)	540
5150-00 · Office - Cleaning	128	94	34	228	188	40	1,128
5100-00 · Rent - Other	1,146	1,025	121	2,291	2,050	241	12,300
Total 5100-00 · Rent	1,354	1,230	124	2,699	2,460	239	14,760
5310-00 · Telephone							
5320-00 · Telephone	294	300	(6)	569	600	(31)	3,600
Total 5310-00 · Telephone	294	300	(6)	569	600	(31)	3,600
5420-00 · Mail - USPS	17	15	2	33	30	3	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	62	(62)	372
5520-00 · Supplies - Other	37	28	10	99	55	44	594
Total 5520-00 · Supplies	37	59	(21)	99	117	(18)	966
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	0	240
5710-00 · Taxes, Licenses & Fees	0	0	0	29	0	29	0
5740-00 · Equipment Rental/Leasing	122	125	(3)	244	249	(5)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	21,155	21,155	0	126,916
8200-00 · Associate Relations	0	80	(80)	0	160	(160)	960
8810-00 · Dues & Subscriptions	2	20	(18)	2	40	(38)	240
Total Expense	33,047	29,204	3,842	63,028	58,411	4,617	350,956
Net Ordinary Income	423	4,152	(3,729)	10,897	8,156	2,741	60,572
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,032	4,152	(1,120)	5,932	8,156	(2,224)	60,572
Total Other Expense	3,032	4,152	(1,120)	5,932	8,156	(2,224)	60,572
Net Other Income	(3,032)	(4,152)	1,120	(5,932)	(8,156)	2,224	(60,572)
Net Income	(2,609)	0	(2,609)	4,965	0	4,965	0

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

42 - Visitor Center

Accrual Basis

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	33,328	33,329	(1)	64,659	64,660	(1)	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	400	(400)	20	800	(780)	4,800
46000 · Merchandise Sales - Other	14,088	12,700	1,388	28,442	29,700	(1,258)	108,100
Total 46000 · Merchandise Sales	14,088	13,100	988	28,462	30,500	(2,038)	112,900
Total Income	47,416	46,429	987	93,121	95,160	(2,039)	511,206
Gross Profit	47,416	46,429	987	93,121	95,160	(2,039)	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,612	1,666	(54)	3,667	3,430	237	17,362
5030-00 · P/R - Health Insurance Expense	1,913	2,225	(312)	2,806	4,450	(1,644)	26,700
5040-00 · P/R - Workmans Comp	815	765	50	1,401	1,575	(174)	7,856
5060-00 · 401 (k)	498	680	(182)	1,127	1,400	(273)	6,984
5070-00 · Other Benefits and Expenses	16	80	(64)	62	160	(98)	960
5000-00 · Salaries & Wages - Other	17,123	17,000	123	38,083	35,000	3,083	174,600
Total 5000-00 · Salaries & Wages	21,977	22,416	(439)	47,146	46,015	1,131	234,462
5100-00 · Rent							
5110-00 · Utilities	377	500	(123)	832	1,100	(268)	7,600
5140-00 · Repairs & Maintenance	120	1,000	(880)	120	2,000	(1,880)	12,000
5150-00 · Office - Cleaning	26	50	(24)	46	100	(54)	2,500
5100-00 · Rent - Other	6,502	6,500	2	13,003	13,000	3	78,800
Total 5100-00 · Rent	7,025	8,050	(1,025)	14,001	16,200	(2,199)	100,900
5310-00 · Telephone							
5320-00 · Telephone	231	242	(11)	449	484	(35)	2,904
Total 5310-00 · Telephone	231	242	(11)	449	484	(35)	2,904
5420-00 · Mail - USPS	12	50	(38)	23	100	(77)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	121	(121)	0	122	(122)	1,310
5520-00 · Supplies - Other	321	1,326	(1,005)	552	1,676	(1,124)	4,894
Total 5520-00 · Supplies	321	1,447	(1,126)	552	1,798	(1,246)	6,204
5610-00 · Depreciation	118	118	(0)	236	236	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	200	(200)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	0	20	155
5740-00 · Equipment Rental/Leasing	202	235	(33)	424	470	(46)	2,820
5800-00 · Training Seminars	0	0	0	0	0	0	3,000
5850-00 · Artist of Month - Commissions	449	360	89	1,175	720	455	4,320
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	400	2,000	(1,600)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	111	200	(89)	329	400	(71)	1,190
52500 · Purchase Discounts	(1)			(1)			
59900 · POS Inventory Adjustments	(4)			6			
8100-00 · Cost of Goods Sold - Other	6,989	6,350	639	14,257	14,850	(593)	54,050
Total 8100-00 · Cost of Goods Sold	7,095	6,550	545	14,591	15,250	(659)	55,240
8200-00 · Associate Relations	0	58	(58)	0	116	(116)	696
8500-00 · Credit Card Fees	390	459	(69)	848	1,068	(221)	3,954
8700-00 · Automobile Expenses	26	100	(75)	62	200	(138)	950
8750-00 · Meals/Meetings	27	65	(38)	27	130	(103)	780
8810-00 · Dues & Subscriptions	0	0	0	0	0	0	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	38,072	41,250	(3,178)	79,954	84,987	(5,033)	435,965
Net Ordinary Income	9,344	5,179	4,165	13,167	10,173	2,994	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,782	5,179	(1,397)	7,399	10,173	(2,774)	75,243
Total Other Expense	3,782	5,179	(1,397)	7,399	10,173	(2,774)	75,243
Net Other Income	(3,782)	(5,179)	1,397	(7,399)	(10,173)	2,774	(75,243)
Net Income	5,561	0	5,561	5,768	0	5,768	(2)

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

Accrual Basis

51 - TMPI

	Aug 19	Budget	\$ Over Bu...	Jul - Aug 19	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	15,329	15,329	0	31,976	31,976	0	88,866
Total Income	15,329	15,329	0	31,976	31,976	0	88,866
Gross Profit	15,329	15,329	0	31,976	31,976	0	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	0	66	(66)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	8	(8)	48
5040-00 · P/R - Workmans Comp	0	4	(4)	0	8	(8)	48
5060-00 · 401 (k)	0	23	(23)	0	46	(46)	276
5000-00 · Salaries & Wages - Other	0	567	(567)	0	1,134	(1,134)	6,804
Total 5000-00 · Salaries & Wages	0	631	(631)	0	1,262	(1,262)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	4	(4)	0	11	(11)	36
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	6
5150-00 · Office - Cleaning	0	13	(13)	0	13	(13)	41
5100-00 · Rent - Other	0	72	(72)	0	144	(144)	504
Total 5100-00 · Rent	0	89	(89)	0	168	(168)	587
5310-00 · Telephone							
5320-00 · Telephone	0	61	(61)	0	123	(123)	230
Total 5310-00 · Telephone	0	61	(61)	0	123	(123)	230
5420-00 · Mail - USPS	0	9	(9)	0	9	(9)	18
5510-00 · Insurance/Bonding	0	5	(5)	0	10	(10)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	1,512	(1,512)	1,560
5520-00 · Supplies - Other	0	3,500	(3,500)	0	7,000	(7,000)	10,510
Total 5520-00 · Supplies	0	3,512	(3,512)	0	8,512	(8,512)	12,070
5740-00 · Equipment Rental/Leasing	0	77	(77)	0	80	(80)	216
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	10,000			20,148			
5900-00 · Professional Fees - Other	0	10,000	(10,000)	0	20,000	(20,000)	55,000
Total 5900-00 · Professional Fees	10,000	10,000	0	20,148	20,000	148	55,000
8700-00 · Automobile Expenses	0	0	0	0	0	0	25
8750-00 · Meals/Meetings	0	0	0	0	0	0	4
8810-00 · Dues & Subscriptions	0	46	(46)	0	46	(46)	0
Total Expense	10,000	14,430	(4,430)	20,148	30,210	(10,063)	75,786
Net Ordinary Income	5,329	899	4,430	11,829	1,766	10,063	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	656	899	(243)	1,284	1,766	(482)	13,080
Total Other Expense	656	899	(243)	1,284	1,766	(482)	13,080
Net Other Income	(656)	(899)	243	(1,284)	(1,766)	482	(13,080)
Net Income	4,673	0	4,673	10,544	0	10,544	0

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

Accrual Basis

60 - Membership

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,102	10,833	268	22,170	21,667	504	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	0	0	0	0	0	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	1,167	(1,167)	7,000
4251-00 · Tues AM Breakfast Club - Other	635	0	635	635	0	635	3,000
Total 4251-00 · Tues AM Breakfast Club	635	583	52	635	1,167	(532)	10,000
4250-00 · Revenues-Membership Activities - Other	915			1,515			
Total 4250-00 · Revenues-Membership Activities	1,550	583	967	2,150	1,167	983	65,200
4253-00 · Revenue- Other	0	333	(333)	0	667	(667)	4,000
Total Income	12,652	11,750	902	24,320	23,500	820	199,200
Gross Profit	12,652	11,750	902	24,320	23,500	820	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(2,750)	(2,750)	0	(16,500)
5020-00 · P/R - Tax Expense	306	434	(128)	477	869	(392)	5,211
5030-00 · P/R - Health Insurance Expense	426	849	(423)	611	1,698	(1,087)	10,188
5040-00 · P/R - Workmans Comp	29	44	(16)	48	89	(41)	532
5060-00 · 401 (k)	195	253	(58)	303	506	(203)	3,038
5070-00 · Other Benefits and Expenses	(1)	13	(14)	4	27	(23)	160
5000-00 · Salaries & Wages - Other	5,685	6,329	(644)	9,182	12,658	(3,476)	75,948
Total 5000-00 · Salaries & Wages	5,266	6,548	(1,282)	7,873	13,096	(5,223)	78,577
5100-00 · Rent							
5110-00 · Utilities	38	36	2	85	72	13	430
5140-00 · Repairs & Maintenance	0	44	(44)	0	88	(88)	525
5150-00 · Office - Cleaning	61	27	34	108	53	55	320
5100-00 · Rent - Other	637	497	140	1,274	994	280	5,965
Total 5100-00 · Rent	736	603	133	1,468	1,207	261	7,240
5310-00 · Telephone							
5320-00 · Telephone	117	150	(33)	225	300	(75)	1,800
Total 5310-00 · Telephone	117	150	(33)	225	300	(75)	1,800
5420-00 · Mail - USPS	8	8	(0)	16	17	(1)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	83	(83)	500
5520-00 · Supplies - Other	18	83	(66)	47	167	(120)	1,000
Total 5520-00 · Supplies	18	125	(107)	47	250	(203)	1,500
5710-00 · Taxes, Licenses & Fees	0	0	0	14	0	14	0
5740-00 · Equipment Rental/Leasing	166	225	(59)	332	450	(118)	2,700
5800-00 · Training Seminars	0	21	(21)	0	42	(42)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	167	(167)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	167	(167)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	285	0	285	27,500
6435-00 · Shop Local Event	0	0	0	0	0	0	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	513	500	13	513	1,000	(487)	6,000
6442-00 · Public Relations/Website	1,248	417	831	1,557	833	724	5,000
6423-00 · Membership Activities - Other	47	50	(3)	617	100	517	8,500
Total 6423-00 · Membership Activities	1,808	967	841	3,290	1,933	1,357	52,000
8200-00 · Associate Relations	0	25	(25)	0	50	(50)	300
8500-00 · Credit Card Fees	220	292	(72)	394	583	(189)	3,500
8700-00 · Automobile Expenses	14	63	(48)	37	125	(88)	750
8750-00 · Meals/Meetings	0	83	(83)	37	167	(130)	1,000
8810-00 · Dues & Subscriptions	70	46	24	70	92	(22)	550
8920-00 · Bad Debt	0			1,188			
Total Expense	8,423	9,239	(816)	14,993	18,478	(3,485)	151,267
Net Ordinary Income	4,228	2,511	1,717	9,328	5,022	4,305	47,933
Other Income/Expense							
Other Expense							

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

Accrual Basis

60 - Membership

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	1,313	1,798	(485)	2,568	3,532	(964)	26,107
Total Other Expense	1,313	1,798	(485)	2,568	3,532	(964)	26,107
Net Other Income	(1,313)	(1,798)	485	(2,568)	(3,532)	964	(26,107)
Net Income	<u>2,916</u>	<u>713</u>	<u>2,202</u>	<u>6,759</u>	<u>1,490</u>	<u>5,269</u>	<u>21,826</u>

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

70 - Administration

Accrual Basis

	Aug 19	Budget	\$ Over Budget	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,332	1,781	(449)	2,710	3,482	(772)	26,892
5030-00 · P/R - Health Insurance Expense	2,077	3,369	(1,292)	3,462	6,738	(3,276)	40,428
5040-00 · P/R - Workmans Comp	124	156	(32)	(209)	305	(514)	2,355
5060-00 · 401 (k)	713	891	(178)	1,452	1,742	(290)	13,452
5070-00 · Other Benefits and Expenses	14	160	(146)	31	320	(289)	2,000
5000-00 · Salaries & Wages - Other	18,968	22,265	(3,297)	38,585	43,530	(4,945)	336,180
Total 5000-00 · Salaries & Wages	23,228	28,622	(5,394)	46,031	56,117	(10,086)	421,307
5100-00 · Rent							
5110-00 · Utilities	140	135	5	314	325	(11)	2,040
5140-00 · Repairs & Maintenance	87	375	(288)	274	750	(477)	4,500
5150-00 · Office - Cleaning	224	250	(26)	400	500	(100)	2,650
5100-00 · Rent - Other	2,332	2,370	(38)	4,664	4,740	(76)	29,760
Total 5100-00 · Rent	2,783	3,130	(347)	5,650	6,315	(665)	38,950
5310-00 · Telephone							
5320-00 · Telephone	754	750	4	1,474	1,500	(26)	9,000
Total 5310-00 · Telephone	754	750	4	1,474	1,500	(26)	9,000
5420-00 · Mail - USPS	29	90	(61)	59	180	(121)	1,080
5510-00 · Insurance/Bonding	916	795	121	1,646	1,590	56	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	110	250	(140)	120	500	(380)	3,000
5520-00 · Supplies - Other	711	625	86	1,309	1,250	59	7,500
Total 5520-00 · Supplies	821	875	(54)	1,429	1,750	(321)	10,500
5610-00 · Depreciation	0	31	(31)	0	61	(61)	380
5700-00 · Equipment Support & Maintenance	71	2,200	(2,129)	71	4,400	(4,329)	26,400
5710-00 · Taxes, Licenses & Fees	869	1,045	(176)	1,562	2,090	(528)	12,540
5740-00 · Equipment Rental/Leasing	321	341	(20)	643	682	(39)	4,092
5800-00 · Training Seminars	0	400	(400)	0	800	(800)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	0	1,250	(1,250)	7,500
5920-00 · Professional Fees - Accountant	0	400	(400)	0	400	(400)	24,900
5921-00 · Professional Fees - Other	0	1,500	(1,500)	0	3,000	(3,000)	21,000
Total 5900-00 · Professional Fees	0	2,525	(2,525)	0	4,650	(4,650)	53,400
5941-00 · Research & Planning	0	300	(300)	0	600	(600)	3,600
7500-00 · Trade Shows/Travel	0	0	0	0	0	0	3,000
8200-00 · Associate Relations	0	345	(345)	100	690	(590)	4,140
8300-00 · Board Functions	684	150	534	684	250	434	5,950
8600-00 · Additional Opportunitess	0	500	(500)	0	1,000	(1,000)	6,000
8700-00 · Automobile Expenses	0	250	(250)	0	500	(500)	3,000
8750-00 · Meals/Meetings	27	150	(123)	27	300	(273)	1,800
8810-00 · Dues & Subscriptions	757	300	457	1,744	600	1,144	3,600
Total Expense	31,259	42,799	(11,540)	61,120	84,075	(22,955)	623,079
Net Ordinary Income	(31,259)	(42,799)	11,540	(61,120)	(84,075)	22,955	(623,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(31,259)	(42,799)	11,540	(61,150)	(84,075)	22,925	(623,078)
Total Other Expense	(31,259)	(42,799)	11,540	(61,150)	(84,075)	22,925	(623,078)
Net Other Income	31,259	42,799	(11,540)	61,150	84,075	(22,925)	623,078
Net Income	0	0	0	30	0	30	(1)