

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

July 31, 2019

North Lake Tahoe Resort Association
Balance Sheet
As of July 31, 2019

Accrual Basis

	Jul 31, 19	Jul 31, 18	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	400	189	211	112%
1003-00 · Cash - Operations BOTW #6712	805,824	701,932	103,891	15%
1007-00 · Cash - Payroll BOTW #7421	42,282	10,813	31,469	291%
1008-00 · Marketing Reserve - Plumas	50,250	50,175	75	0%
1009-00 · Cash Flow Reserve - Plumas	100,667	100,466	201	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	135,201	83,406	51,795	62%
10950 · Cash in Drawer	392	302	90	30%
Total Checking/Savings	1,164,597	976,864	187,733	19%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	27,803	22,823	4,980	22%
1290-00 · A/R - TOT	680,210	285,445	394,765	138%
Total Accounts Receivable	708,014	308,268	399,745	130%
Other Current Assets				
1200-99 · AR Other	30	(41)	71	174%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	13,935	15,745	(1,810)	(12)%
1201-03 · Member AR - Other	2,610	0	2,610	100%
1201-00 · Member Accounts Receivable - Other	0	2,390	(2,390)	(100)%
Total 1201-00 · Member Accounts Receivable	16,545	18,135	(1,590)	(9)%
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,500)	(275)	(11)%
12100 · Inventory Asset				
25300 · Gift Cards Outstanding	15	0	15	100%
12100 · Inventory Asset - Other	25,796	26,265	(469)	(2)%
Total 12100 · Inventory Asset	25,811	26,265	(454)	(2)%
1299 · Receivable from NLTMC	5,661	5,649	12	0%
1490-00 · Security Deposits	1,610	1,250	360	29%
Total Other Current Assets	46,882	48,758	(1,876)	(4)%
Total Current Assets	1,919,492	1,333,891	585,602	44%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%
1740-00 · Computer Equipment	8,436	8,436	0	0%
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,435)	0	0%
1750-00 · Computer Software	21,520	21,520	0	0%
1751-00 · Accum. Amort. - Software	(20,231)	(18,629)	(1,602)	(9)%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%
Total Fixed Assets	1,289	2,892	(1,602)	(55)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	14,833	8,666	6,166	71%
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90)%
1400-00 · Prepaid Expenses - Other	5,193	16,402	(11,209)	(68)%
Total 1400-00 · Prepaid Expenses	20,126	26,069	(5,942)	(23)%
Total Other Assets	20,126	26,069	(5,942)	(23)%
TOTAL ASSETS	1,940,908	1,362,851	578,057	42%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				

North Lake Tahoe Resort Association
Balance Sheet
As of July 31, 2019

Accrual Basis

	Jul 31, 19	Jul 31, 18	\$ Change	% Change
Accounts Payable				
2000-00 · Accounts Payable	516,031	12,747	503,285	3,948%
Total Accounts Payable	516,031	12,747	503,285	3,948%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-02 · MC_6765_Jason	0	15	(15)	(100)%
2080-10 · MC_9495_AI	0	555	(555)	(100)%
2080-11 · MC_3978_Amber	0	1,506	(1,506)	(100)%
2080-13 · MC_6903_Cindy	0	1,568	(1,568)	(100)%
2080-14 · MC_6193_Daphne	0	761	(761)	(100)%
Total 2080-00 · Bank of the West - Master Cards	0	4,405	(4,405)	(100)%
Total Credit Cards	0	4,405	(4,405)	(100)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	26,370	45,965	(19,595)	(43)%
2101-00 · Incentive Payable	63,651	47,961	15,690	33%
2102-00 · Commissions Payable	10,249	6,898	3,351	49%
2120-00 · Empl. Federal Tax Payable	11,473	5,421	6,052	112%
2175-00 · 401 (k) Plan	5,379	1,420	3,958	279%
2180-00 · Estimated PTO Liability	52,993	49,004	3,988	8%
Total 21000 · Salaries/Wages/Payroll Liabilit	170,114	156,670	13,445	9%
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	1,331	943	389	41%
25500 · *Sales Tax Payable	3,349	3,217	132	4%
2190-00 · Sales and Use Tax Payable - Other	3	0	3	100%
Total 2190-00 · Sales and Use Tax Payable	4,683	4,159	524	13%
2250-00 · Accrued Expenses	45,946	49,521	(3,575)	(7)%
2400-42 · Marketing Co-op	0	1,000	(1,000)	(100)%
2400-60 · Deferred Revenue- Member Dues	63,325	65,935	(2,609)	(4)%
2500-00 · Deferred Revenue - TMBC	840	535	305	57%
2651-00 · Deferred Rev - Conference	0	8,525	(8,525)	(100)%
2700-00 · Deferred Rev. County	700,610	350,305	350,305	100%
2800-00 · Suspense	0	4,202	(4,202)	(100)%
2900-00 · Due To/From County of Placer	(5,638)	229,432	(235,070)	(103)%
Total Other Current Liabilities	979,881	870,284	109,596	13%
Total Current Liabilities	1,495,912	887,436	608,476	69%
Total Liabilities	1,495,912	887,436	608,476	69%
Equity				
32000 · Unrestricted Net Assets	(14,698)	(11,669)	(3,029)	(26)%
3300-11 · Designated Marketing Reserve	275,755	275,755	0	0%
3301 · Cash Flow Reserve	100,248	100,248	0	0%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	33,673	61,062	(27,389)	(45)%
Total Equity	444,996	475,414	(30,418)	(6)%
TOTAL LIABILITIES & EQUITY	1,940,908	1,362,851	578,057	42%

North Lake Tahoe Resort Association

Profit & Loss

July 2019

Accrual Basis

	Jul 19	Jul 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	588,077	535,445	52,632	10%
4200-00 · Membership Dues Revenue	11,093	11,008	85	1%
4205-00 · Conference Dues	0	825	-825	-100%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	0	75	-75	-100%
4250-00 · Revenues-Membership Activities - Other	600	160	440	275%
Total 4250-00 · Revenues-Membership Activities	600	235	365	155%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,563	0	6,563	100%
4600-00 · Commissions - Other	681	2,805	-2,124	-76%
Total 4600-00 · Commissions	7,245	2,805	4,439	158%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	20	425	-405	-95%
46000 · Merchandise Sales - Other	14,354	17,178	-2,824	-16%
Total 46000 · Merchandise Sales	14,374	17,603	-3,229	-18%
Total Income	621,388	567,921	53,467	9%
Gross Profit	621,388	567,921	53,467	9%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	1,876	4,609	-2,733	-59%
5020-00 · P/R - Tax Expense	5,803	7,383	-1,580	-21%
5030-00 · P/R - Health Insurance Expense	7,937	4,605	3,332	72%
5040-00 · P/R - Workmans Comp	447	0	447	100%
5060-00 · 401 (k)	2,752	2,750	3	0%
5070-00 · Other Benefits and Expenses	155	516	-361	-70%
5000-00 · Salaries & Wages - Other	78,597	89,324	-10,727	-12%
Total 5000-00 · Salaries & Wages	97,568	109,187	-11,619	-11%
5100-00 · Rent				
5110-00 · Utilities	977	1,020	-43	-4%
5140-00 · Repairs & Maintenance	187	510	-324	-63%
5150-00 · Office - Cleaning	550	0	550	100%
5100-00 · Rent - Other	13,058	12,780	278	2%
Total 5100-00 · Rent	14,772	14,311	461	3%
5310-00 · Telephone				
5320-00 · Telephone	1,809	3,952	-2,142	-54%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	1,809	3,977	-2,167	-55%
5420-00 · Mail - USPS	100	21	79	382%
5510-00 · Insurance/Bonding	730	264	466	176%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	10	260	-250	-96%
5520-00 · Supplies - Other	2,063	1,143	920	81%
Total 5520-00 · Supplies	2,073	1,403	670	48%
5610-00 · Depreciation	118	149	-31	-21%
5700-00 · Equipment Support & Maintenance	0	10	-10	-100%
5710-00 · Taxes, Licenses & Fees	816	522	294	56%
5740-00 · Equipment Rental/Leasing	1,108	170	938	551%
5850-00 · Artist of Month - Commissions	726	180	546	304%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0	840	-840	-100%

North Lake Tahoe Resort Association

Profit & Loss

July 2019

Accrual Basis

	Jul 19	Jul 18	\$ Change	% Change
5921-00 · Professional Fees - Other	10,148	0	10,148	100%
Total 5900-00 · Professional Fees	10,148	840	9,308	1,108%
6420-00 · Events				
6420-01 · Sponsorships				
6421-06 · Spartan	250,000	250,000	0	0%
Total 6420-01 · Sponsorships	250,000	250,000	0	0%
6424-00 · Event Operation Expenses	0	1,374	-1,374	-100%
Total 6420-00 · Events	250,000	251,374	-1,374	-1%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	285	0	285	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	318	0	318	100%
6442-00 · Public Relations/Website	315	580	-265	-46%
6423-00 · Membership Activities - Other	570	0	570	100%
Total 6423-00 · Membership Activities	1,488	580	908	156%
6730-00 · Marketing Cooperative/Media	195,584	111,384	84,200	76%
6742-00 · Non-NLT Co-Op Marketing Program	729	1,282	-553	-43%
6743-00 · BACC Marketing Programs				
6743-05 · Peak Your Adventure	-1,000	0	-1,000	-100%
Total 6743-00 · BACC Marketing Programs	-1,000	0	-1,000	-100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	218	212	7	3%
52500 · Purchase Discounts	0	-15	15	100%
59900 · POS Inventory Adjustments	10	-48	57	120%
8100-00 · Cost of Goods Sold - Other	7,268	8,797	-1,528	-17%
Total 8100-00 · Cost of Goods Sold	7,496	8,946	-1,450	-16%
8200-00 · Associate Relations	100	627	-527	-84%
8300-00 · Board Functions	0	96	-96	-100%
8500-00 · Credit Card Fees	633	529	103	20%
8700-00 · Automobile Expenses	220	331	-111	-33%
8750-00 · Meals/Meetings	121	77	44	57%
8810-00 · Dues & Subscriptions	1,211	623	588	94%
8920-00 · Bad Debt	1,188	0	1,188	100%
Total Expense	587,738	506,882	80,856	16%
Net Ordinary Income	33,650	61,039	-27,389	-45%
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	33,673	61,062	-27,389	-45%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Bud...
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	0	0	0	0	0	0	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	0	30,000	(30,000)	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	250,000	250,000	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	500	(500)	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	250,000	280,500	(30,500)	250,000	280,500	(30,500)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	0	2,500	(2,500)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	0	667	(667)	8,000
Total 6420-00 · Events	250,000	283,667	(33,667)	250,000	283,667	(33,667)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	285	0	285	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	318	0	318	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	0	500	(500)	0	500	(500)	6,000
6442-00 · Public Relations/Website	315	417	(102)	315	417	(102)	5,000
6423-00 · Membership Activities - Other	570	50	520	570	50	520	8,500
Total 6423-00 · Membership Activities	1,488	967	521	1,488	967	521	52,000
6730-00 · Marketing Cooperative/Media	195,584	195,584	0	195,584	195,584	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	729	2,500	(1,771)	729	2,500	(1,771)	27,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	0	0	0	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	(1,000)	0	(1,000)	(1,000)	0	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	(1,000)	0	(1,000)	(1,000)	0	(1,000)	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	218	200	18	218	200	18	1,190
59900 · POS Inventory Adjustments	10	0	10	10	0	10	0
8100-00 · Cost of Goods Sold - Other	7,268	8,500	(1,232)	7,268	8,500	(1,232)	54,050
Total 8100-00 · Cost of Goods Sold	7,496	8,700	(1,204)	7,496	8,700	(1,204)	55,240
8200-00 · Associate Relations	100	648	(548)	100	648	(548)	7,756
8300-00 · Board Functions	0	100	(100)	0	100	(100)	5,950
8500-00 · Credit Card Fees	633	901	(268)	633	901	(268)	7,454
8600-00 · Additional Opportunites	0	1,108	(1,108)	0	1,108	(1,108)	32,091
8700-00 · Automobile Expenses	220	543	(322)	220	543	(322)	6,285
8750-00 · Meals/Meetings	121	461	(340)	121	461	(340)	5,534
8810-00 · Dues & Subscriptions	1,211	616	595	1,211	616	595	7,490
8910-00 · Travel	0	0	0	0	0	0	7,800
8920-00 · Bad Debt	1,188	0	1,188	1,188	0	1,188	0
Total Expense	587,738	651,629	(63,891)	587,738	651,629	(63,891)	4,232,983
Net Ordinary Income	33,650	765	32,885	33,650	765	32,885	21,823
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	24	0	24	24	0	24	0
Total Other Income	24	0	24	24	0	24	0
Net Other Income	24	0	24	24	0	24	0
Net Income	33,673	765	32,909	33,673	765	32,909	21,823

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

Accrual Basis

11 - Marketing

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	506,888	542,054	(35,166)	506,888	542,054	(35,166)	3,044,007
Total Income	506,888	542,054	(35,166)	506,888	542,054	(35,166)	3,044,007
Gross Profit	506,888	542,054	(35,166)	506,888	542,054	(35,166)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	1,375	1,375	0	16,500
5020-00 · P/R - Tax Expense	1,274	2,037	(764)	1,274	2,037	(764)	21,537
5030-00 · P/R - Health Insurance Expense	4,092	3,667	425	4,092	3,667	425	44,004
5040-00 · P/R - Workmans Comp	93	178	(86)	93	178	(86)	2,139
5060-00 · 401 (k)	766	1,019	(253)	766	1,019	(253)	12,224
5070-00 · Other Benefits and Expenses	72	160	(88)	72	160	(88)	1,920
5000-00 · Salaries & Wages - Other	21,765	25,467	(3,702)	21,765	25,467	(3,702)	305,604
Total 5000-00 · Salaries & Wages	29,435	33,903	(4,468)	29,435	33,903	(4,468)	403,929
5100-00 · Rent							
5110-00 · Utilities	203	156	47	203	156	47	2,001
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	4,367
5150-00 · Office - Cleaning	206	0	206	206	0	206	2,866
5100-00 · Rent - Other	2,442	2,133	309	2,442	2,133	309	24,200
Total 5100-00 · Rent	2,850	2,289	561	2,850	2,289	561	33,434
5310-00 · Telephone							
5320-00 · Telephone	489	600	(111)	489	600	(111)	6,600
Total 5310-00 · Telephone	489	600	(111)	489	600	(111)	6,600
5420-00 · Mail - USPS	34	50	(16)	34	50	(16)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1,500	(1,500)	0	1,500	(1,500)	3,700
5520-00 · Supplies - Other	127	150	(23)	127	150	(23)	4,750
Total 5520-00 · Supplies	127	1,650	(1,523)	127	1,650	(1,523)	8,450
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	120	(120)	1,440
5710-00 · Taxes, Licenses & Fees	60			60			
5740-00 · Equipment Rental/Leasing	277	315	(38)	277	315	(38)	3,780
5800-00 · Training Seminars	0	0	0	0	0	0	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	100	(100)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	400	(400)	4,800
Total 5900-00 · Professional Fees	0	500	(500)	0	500	(500)	6,300
5941-00 · Research & Planning	0	1,500	(1,500)	0	1,500	(1,500)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	0	0	0	0	0	0	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	0	30,000	(30,000)	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	250,000	250,000	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	500	(500)	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	250,000	280,500	(30,500)	250,000	280,500	(30,500)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	0	2,500	(2,500)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	0	667	(667)	8,000
Total 6420-00 · Events	250,000	283,667	(33,667)	250,000	283,667	(33,667)	515,695
6730-00 · Marketing Cooperative/Media	185,005	185,005	0	185,005	185,005	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	529	1,500	(971)	529	1,500	(971)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	0	0	0	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	(1,000)	0	(1,000)	(1,000)	0	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	(1,000)	0	(1,000)	(1,000)	0	(1,000)	80,000
8200-00 · Associate Relations	0	140	(140)	0	140	(140)	1,660
8600-00 · Additional Opportunitis	0	608	(608)	0	608	(608)	26,091
8700-00 · Automobile Expenses	161	130	31	161	130	31	1,560
8750-00 · Meals/Meetings	84	163	(79)	84	163	(79)	1,950
8810-00 · Dues & Subscriptions	194	250	(56)	194	250	(56)	3,000

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

Accrual Basis

11 - Marketing

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	0	0	0	0	0	6,300
Total Expense	468,246	512,390	(44,144)	468,246	512,390	(44,144)	2,595,931
Net Ordinary Income	38,642	29,665	8,977	38,642	29,665	8,977	448,076
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	24			24			
Total Other Income	24			24			
Other Expense							
8990-00 - Allocated	21,491	29,677	(8,186)	21,491	29,677	(8,186)	448,076
Total Other Expense	21,491	29,677	(8,186)	21,491	29,677	(8,186)	448,076
Net Other Income	(21,468)	(29,677)	8,209	(21,468)	(29,677)	8,209	(448,076)
Net Income	17,174	(13)	17,187	17,174	(13)	17,187	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	33,211	33,211	(0)	33,211	33,211	(0)	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	6,563	0	6,563	6,563	0	6,563	0
4600-00 · Commissions - Other	681	0	681	681	0	681	28,276
Total 4600-00 · Commissions	<u>7,245</u>	<u>0</u>	<u>7,245</u>	<u>7,245</u>	<u>0</u>	<u>7,245</u>	<u>28,276</u>
Total Income	<u>40,456</u>	<u>33,211</u>	<u>7,244</u>	<u>40,456</u>	<u>33,211</u>	<u>7,244</u>	<u>411,528</u>
Gross Profit	40,456	33,211	7,244	40,456	33,211	7,244	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,876	800	1,076	1,876	800	1,076	9,600
5020-00 · P/R - Tax Expense	926	1,064	(138)	926	1,064	(138)	12,764
5030-00 · P/R - Health Insurance Expense	1,383	1,754	(371)	1,383	1,754	(371)	21,048
5040-00 · P/R - Workmans Comp	83	88	(5)	83	88	(5)	1,051
5060-00 · 401 (k)	510	501	10	510	501	10	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	80	(80)	960
5070-00 · Other Benefits and Expenses	17	0	17	17	0	17	0
5000-00 · Salaries & Wages - Other	12,758	12,514	244	12,758	12,514	244	150,168
Total 5000-00 · Salaries & Wages	<u>17,553</u>	<u>16,800</u>	<u>753</u>	<u>17,553</u>	<u>16,800</u>	<u>753</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	99	66	33	99	66	33	792
5140-00 · Repairs & Maintenance	0	45	(45)	0	45	(45)	540
5150-00 · Office - Cleaning	100	94	6	100	94	6	1,128
5100-00 · Rent - Other	1,146	1,025	121	1,146	1,025	121	12,300
Total 5100-00 · Rent	<u>1,345</u>	<u>1,230</u>	<u>115</u>	<u>1,345</u>	<u>1,230</u>	<u>115</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	275	300	(25)	275	300	(25)	3,600
Total 5310-00 · Telephone	<u>275</u>	<u>300</u>	<u>(25)</u>	<u>275</u>	<u>300</u>	<u>(25)</u>	<u>3,600</u>
5420-00 · Mail - USPS	17	15	2	17	15	2	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	31	(31)	372
5520-00 · Supplies - Other	62	28	34	62	28	34	594
Total 5520-00 · Supplies	<u>62</u>	<u>59</u>	<u>3</u>	<u>62</u>	<u>59</u>	<u>3</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	0	240
5710-00 · Taxes, Licenses & Fees	29	0	29	29	0	29	0
5740-00 · Equipment Rental/Leasing	122	125	(3)	122	125	(3)	1,496
6730-00 · Marketing Cooperative/Media	10,579	10,579	0	10,579	10,579	0	126,916
8200-00 · Associate Relations	0	80	(80)	0	80	(80)	960
8810-00 · Dues & Subscriptions	0	20	(20)	0	20	(20)	240
Total Expense	<u>29,982</u>	<u>29,207</u>	<u>774</u>	<u>29,982</u>	<u>29,207</u>	<u>774</u>	<u>350,956</u>
Net Ordinary Income	<u>10,474</u>	<u>4,004</u>	<u>6,470</u>	<u>10,474</u>	<u>4,004</u>	<u>6,470</u>	<u>60,572</u>
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,899	4,004	(1,105)	2,899	4,004	(1,105)	60,572
Total Other Expense	<u>2,899</u>	<u>4,004</u>	<u>(1,105)</u>	<u>2,899</u>	<u>4,004</u>	<u>(1,105)</u>	<u>60,572</u>
Net Other Income	<u>(2,899)</u>	<u>(4,004)</u>	<u>1,105</u>	<u>(2,899)</u>	<u>(4,004)</u>	<u>1,105</u>	<u>(60,572)</u>
Net Income	<u><u>7,575</u></u>	<u><u>0</u></u>	<u><u>7,575</u></u>	<u><u>7,575</u></u>	<u><u>0</u></u>	<u><u>7,575</u></u>	<u><u>0</u></u>

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

42 - Visitor Center

Accrual Basis

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	31,331	31,331	0	31,331	31,331	0	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	20	400	(380)	20	400	(380)	4,800
46000 · Merchandise Sales - Other	14,354	17,000	(2,646)	14,354	17,000	(2,646)	108,100
Total 46000 · Merchandise Sales	14,374	17,400	(3,026)	14,374	17,400	(3,026)	112,900
Total Income	45,705	48,731	(3,026)	45,705	48,731	(3,026)	511,206
Gross Profit	45,705	48,731	(3,026)	45,705	48,731	(3,026)	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,055	1,764	291	2,055	1,764	291	17,362
5030-00 · P/R - Health Insurance Expense	893	2,225	(1,332)	893	2,225	(1,332)	26,700
5040-00 · P/R - Workmans Comp	586	810	(224)	586	810	(224)	7,856
5060-00 · 401 (k)	630	720	(90)	630	720	(90)	6,984
5070-00 · Other Benefits and Expenses	45	80	(35)	45	80	(35)	960
5000-00 · Salaries & Wages - Other	20,960	18,000	2,960	20,960	18,000	2,960	174,600
Total 5000-00 · Salaries & Wages	25,169	23,599	1,570	25,169	23,599	1,570	234,462
5100-00 · Rent							
5110-00 · Utilities	455	600	(145)	455	600	(145)	7,600
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	0	1,000	(1,000)	12,000
5150-00 · Office - Cleaning	20	50	(30)	20	50	(30)	2,500
5100-00 · Rent - Other	6,502	6,500	2	6,502	6,500	2	78,800
Total 5100-00 · Rent	6,977	8,150	(1,173)	6,977	8,150	(1,173)	100,900
5310-00 · Telephone							
5320-00 · Telephone	217	242	(25)	217	242	(25)	2,904
Total 5310-00 · Telephone	217	242	(25)	217	242	(25)	2,904
5420-00 · Mail - USPS	12	50	(38)	12	50	(38)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1	(1)	0	1	(1)	1,310
5520-00 · Supplies - Other	1,247	350	897	1,247	350	897	4,894
Total 5520-00 · Supplies	1,247	351	896	1,247	351	896	6,204
5610-00 · Depreciation	118	118	(0)	118	118	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	100	(100)	1,200
5710-00 · Taxes, Licenses & Fees	20	0	20	20	0	20	155
5740-00 · Equipment Rental/Leasing	222	235	(13)	222	235	(13)	2,820
5800-00 · Training Seminars	0	0	0	0	0	0	3,000
5850-00 · Artist of Month - Commissions	726	360	366	726	360	366	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)	200	1,000	(800)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	218	200	18	218	200	18	1,190
59900 · POS Inventory Adjustments	10			10			
8100-00 · Cost of Goods Sold - Other	7,268	8,500	(1,232)	7,268	8,500	(1,232)	54,050
Total 8100-00 · Cost of Goods Sold	7,496	8,700	(1,204)	7,496	8,700	(1,204)	55,240
8200-00 · Associate Relations	0	58	(58)	0	58	(58)	696
8500-00 · Credit Card Fees	458	609	(151)	458	609	(151)	3,954
8700-00 · Automobile Expenses	36	100	(64)	36	100	(64)	950
8750-00 · Meals/Meetings	0	65	(65)	0	65	(65)	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	42,897	43,737	(840)	42,897	43,737	(840)	435,965
Net Ordinary Income	2,808	4,994	(2,186)	2,808	4,994	(2,186)	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,617	4,994	(1,377)	3,617	4,994	(1,377)	75,243
Total Other Expense	3,617	4,994	(1,377)	3,617	4,994	(1,377)	75,243
Net Other Income	(3,617)	(4,994)	1,377	(3,617)	(4,994)	1,377	(75,243)
Net Income	(809)	0	(809)	(809)	0	(809)	(2)

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

Accrual Basis

51 - TMPI

	Jul 19	Budget	\$ Over Bu...	Jul 19	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	16,647	16,647	0	16,647	16,647	0	88,866
Total Income	16,647	16,647	0	16,647	16,647	0	88,866
Gross Profit	16,647	16,647	0	16,647	16,647	0	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	0	33	(33)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	4	(4)	48
5040-00 · P/R - Workmans Comp	0	4	(4)	0	4	(4)	48
5060-00 · 401 (k)	0	23	(23)	0	23	(23)	276
5000-00 · Salaries & Wages - Other	0	567	(567)	0	567	(567)	6,804
Total 5000-00 · Salaries & Wages	0	631	(631)	0	631	(631)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	7	(7)	0	7	(7)	36
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	6
5150-00 · Office - Cleaning	0	0	0	0	0	0	41
5100-00 · Rent - Other	0	72	(72)	0	72	(72)	504
Total 5100-00 · Rent	0	79	(79)	0	79	(79)	587
5310-00 · Telephone							
5320-00 · Telephone	0	62	(62)	0	62	(62)	230
Total 5310-00 · Telephone	0	62	(62)	0	62	(62)	230
5420-00 · Mail - USPS	0	0	0	0	0	0	18
5510-00 · Insurance/Bonding	0	5	(5)	0	5	(5)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1,500	(1,500)	0	1,500	(1,500)	1,560
5520-00 · Supplies - Other	0	3,500	(3,500)	0	3,500	(3,500)	10,510
Total 5520-00 · Supplies	0	5,000	(5,000)	0	5,000	(5,000)	12,070
5740-00 · Equipment Rental/Leasing	0	3	(3)	0	3	(3)	216
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	10,148			10,148			
5900-00 · Professional Fees - Other	0	10,000	(10,000)	0	10,000	(10,000)	55,000
Total 5900-00 · Professional Fees	10,148	10,000	148	10,148	10,000	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
Total Expense	10,148	15,780	(5,633)	10,148	15,780	(5,633)	75,786
Net Ordinary Income	6,500	867	5,633	6,500	867	5,633	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	628	867	(239)	628	867	(239)	13,080
Total Other Expense	628	867	(239)	628	867	(239)	13,080
Net Other Income	(628)	(867)	239	(628)	(867)	239	(13,080)
Net Income	5,872	0	5,872	5,872	0	5,872	0

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

Accrual Basis

60 - Membership

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,093	10,833	259	11,093	10,833	259	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	583	(583)	7,000
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	3,000
Total 4251-00 · Tues AM Breakfast Club	0	583	(583)	0	583	(583)	10,000
4250-00 · Revenues-Membership Activities - Other	600			600			
Total 4250-00 · Revenues-Membership Activities	600	583	17	600	583	17	65,200
4253-00 · Revenue- Other	0	333	(333)	0	333	(333)	4,000
Total Income	11,693	11,750	(58)	11,693	11,750	(58)	199,200
Gross Profit	11,693	11,750	(58)	11,693	11,750	(58)	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(1,375)	(1,375)	0	(16,500)
5020-00 · P/R - Tax Expense	171	434	(264)	171	434	(264)	5,211
5030-00 · P/R - Health Insurance Expense	184	849	(665)	184	849	(665)	10,188
5040-00 · P/R - Workmans Comp	19	44	(25)	19	44	(25)	532
5060-00 · 401 (k)	108	253	(145)	108	253	(145)	3,038
5070-00 · Other Benefits and Expenses	4	13	(9)	4	13	(9)	160
5000-00 · Salaries & Wages - Other	3,496	6,329	(2,833)	3,496	6,329	(2,833)	75,948
Total 5000-00 · Salaries & Wages	2,608	6,548	(3,940)	2,608	6,548	(3,940)	78,577
5100-00 · Rent							
5110-00 · Utilities	47	36	11	47	36	11	430
5140-00 · Repairs & Maintenance	0	44	(44)	0	44	(44)	525
5150-00 · Office - Cleaning	48	27	21	48	27	21	320
5100-00 · Rent - Other	637	497	140	637	497	140	5,965
Total 5100-00 · Rent	732	603	129	732	603	129	7,240
5310-00 · Telephone							
5320-00 · Telephone	108	150	(42)	108	150	(42)	1,800
Total 5310-00 · Telephone	108	150	(42)	108	150	(42)	1,800
5420-00 · Mail - USPS	8	8	(0)	8	8	(0)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	42	(42)	500
5520-00 · Supplies - Other	29	83	(54)	29	83	(54)	1,000
Total 5520-00 · Supplies	29	125	(96)	29	125	(96)	1,500
5710-00 · Taxes, Licenses & Fees	14	0	14	14	0	14	0
5740-00 · Equipment Rental/Leasing	166	225	(59)	166	225	(59)	2,700
5800-00 · Training Seminars	0	21	(21)	0	21	(21)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	83	(83)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	83	(83)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	285	0	285	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	318	0	318	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	0	500	(500)	0	500	(500)	6,000
6442-00 · Public Relations/Website	315	417	(102)	315	417	(102)	5,000
6423-00 · Membership Activities - Other	570	50	520	570	50	520	8,500
Total 6423-00 · Membership Activities	1,488	967	521	1,488	967	521	52,000
8200-00 · Associate Relations	0	25	(25)	0	25	(25)	300
8500-00 · Credit Card Fees	175	292	(117)	175	292	(117)	3,500
8700-00 · Automobile Expenses	23	63	(40)	23	63	(40)	750
8750-00 · Meals/Meetings	37	83	(46)	37	83	(46)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	0	46	(46)	550
8920-00 · Bad Debt	1,188			1,188			
Total Expense	6,576	9,239	(2,663)	6,576	9,239	(2,663)	151,267
Net Ordinary Income	5,117	2,511	2,606	5,117	2,511	2,606	47,933
Other Income/Expense							
Other Expense							

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

Accrual Basis

60 - Membership

	Jul 19	Budget	\$ Over Budget	Jul 19	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	1,255	1,734	(479)	1,255	1,734	(479)	26,107
Total Other Expense	1,255	1,734	(479)	1,255	1,734	(479)	26,107
Net Other Income	(1,255)	(1,734)	479	(1,255)	(1,734)	479	(26,107)
Net Income	<u>3,862</u>	<u>777</u>	<u>3,084</u>	<u>3,862</u>	<u>777</u>	<u>3,084</u>	<u>21,826</u>

