

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period Ending

July 31, 2020

# North Lake Tahoe Resort Association

## Balance Sheet

As of July 31, 2020

Accrual Basis

	Jul 31, 20	Jul 31, 19	\$ Change	% Change	Jun 30, 20
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	158	400	(242)	(61%)	158
1003-00 · Cash - Operations BOTW #6712	854,330	806,292	48,038	6%	565,602
1007-00 · Cash - Payroll BOTW #7421	1,916	42,282	(40,366)	(95%)	3,200
1008-00 · Marketing Reserve - Plumas	50,317	50,250	67	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,852	100,667	185	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	83,308	135,201	(51,893)	(38%)	86,322
10950 · Cash in Drawer	307	392	(85)	(22%)	139
<b>Total Checking/Savings</b>	<b>1,120,770</b>	<b>1,165,066</b>	<b>(44,296)</b>	<b>(4%)</b>	<b>836,155</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	0	21,201	(21,201)	(100%)	1,000
1290-00 · A/R - TOT	493,471	395,581	97,890	25%	260,717
<b>Total Accounts Receivable</b>	<b>493,471</b>	<b>416,782</b>	<b>76,689</b>	<b>18%</b>	<b>261,717</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	6,100	30	6,070	20,233%	7,129
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	79,770	13,959	65,811	471%	35,696
1201-03 · Member AR - Other	1,040	2,296	(1,256)	(55%)	1,040
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>80,810</b>	<b>16,255</b>	<b>64,555</b>	<b>397%</b>	<b>36,736</b>
1201-02 · Allowance for Doubtful Accounts	(24,987)	(2,775)	(22,212)	(800%)	(24,987)
<b>12100 · Inventory Asset</b>					
1210-01 · Inventory - Other	0	0	0	0%	10,371
25300 · Gift Cards Outstanding	18	15	3	20%	18
12100 · Inventory Asset - Other	41,152	24,972	16,180	65%	81,762
<b>Total 12100 · Inventory Asset</b>	<b>41,170</b>	<b>24,987</b>	<b>16,183</b>	<b>65%</b>	<b>92,151</b>
1299 · Receivable from NLTMC	0	5,661	(5,661)	(100%)	0
1490-00 · Security Deposits	1,150	1,250	(100)	(8%)	1,150
<b>Total Other Current Assets</b>	<b>104,243</b>	<b>45,408</b>	<b>58,835</b>	<b>130%</b>	<b>112,179</b>
<b>Total Current Assets</b>	<b>1,718,484</b>	<b>1,627,256</b>	<b>91,228</b>	<b>6%</b>	<b>1,210,051</b>
<b>Fixed Assets</b>					
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	4,270	4,270	0	0%	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,270)	(4,269)	(1)	(0%)	(4,270)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(19,203)	(1,290)	(7%)	(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)
<b>Total Fixed Assets</b>	<b>0</b>	<b>1,291</b>	<b>(1,291)</b>	<b>(100%)</b>	<b>0</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	16,468	14,833	1,635	11%	16,326

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## Balance Sheet

As of July 31, 2020

Accrual Basis

	Jul 31, 20	Jul 31, 19	\$ Change	% Change	Jun 30, 20
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	10,669	4,756	5,913	124%	8,751
<b>Total 1400-00 · Prepaid Expenses</b>	<b>27,237</b>	<b>19,689</b>	<b>7,548</b>	<b>38%</b>	<b>25,177</b>
<b>Total Other Assets</b>	<b>27,237</b>	<b>19,689</b>	<b>7,548</b>	<b>38%</b>	<b>25,177</b>
<b>TOTAL ASSETS</b>	<b>1,745,721</b>	<b>1,648,236</b>	<b>97,485</b>	<b>6%</b>	<b>1,235,228</b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	57,619	516,031	(458,412)	(89%)	26,683
<b>Total Accounts Payable</b>	<b>57,619</b>	<b>516,031</b>	<b>(458,412)</b>	<b>(89%)</b>	<b>26,683</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	10,906	26,370	(15,464)	(59%)	25,293
2101-00 · Incentive Payable	95,765	63,651	32,114	50%	88,565
2102-00 · Commissions Payable	3,506	9,008	(5,502)	(61%)	3,506
2120-00 · Empl. Federal Tax Payable	4,658	11,473	(6,815)	(59%)	10,829
2175-00 · 401 (k) Plan	1,913	5,379	(3,466)	(64%)	4,340
2180-00 · Estimated PTO Liability	54,845	52,993	1,852	3%	54,845
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>171,593</b>	<b>168,874</b>	<b>2,719</b>	<b>2%</b>	<b>187,378</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	0	1,331	(1,331)	(100%)	0
25500 · *Sales Tax Payable	887	3,349	(2,462)	(74%)	1,374
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>887</b>	<b>4,680</b>	<b>(3,793)</b>	<b>(81%)</b>	<b>1,374</b>
<b>2250-00 · Accrued Expenses</b>	<b>23,007</b>	<b>48,146</b>	<b>(25,139)</b>	<b>(52%)</b>	<b>76,222</b>
<b>2300-00 · Marketing Cooperative Liabili</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>	<b>6,073</b>
<b>2400-60 · Deferred Revenue- Member Dues</b>	<b>64,576</b>	<b>63,325</b>	<b>1,251</b>	<b>2%</b>	<b>28,890</b>
<b>2500-00 · Deferred Revenue - TMBC</b>	<b>1,290</b>	<b>840</b>	<b>450</b>	<b>54%</b>	<b>1,290</b>
<b>2700-00 · Deferred Rev. County</b>	<b>525,305</b>	<b>350,305</b>	<b>175,000</b>	<b>50%</b>	<b>0</b>
<b>2900-00 · Due To/From County of Placer</b>	<b>437,803</b>	<b>19,871</b>	<b>417,932</b>	<b>2,103%</b>	<b>437,803</b>
<b>Total Other Current Liabilities</b>	<b>1,224,461</b>	<b>656,041</b>	<b>568,420</b>	<b>87%</b>	<b>739,030</b>
<b>Total Current Liabilities</b>	<b>1,282,080</b>	<b>1,172,072</b>	<b>110,008</b>	<b>9%</b>	<b>765,713</b>
<b>Total Liabilities</b>	<b>1,282,080</b>	<b>1,172,072</b>	<b>110,008</b>	<b>9%</b>	<b>765,713</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(5,341)	(17,007)	11,666	69%	(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
<b>Net Income</b>	<b>(5,873)</b>	<b>34,701</b>	<b>(40,574)</b>	<b>(117%)</b>	<b>11,665</b>
<b>Total Equity</b>	<b>463,642</b>	<b>476,162</b>	<b>(12,520)</b>	<b>(3%)</b>	<b>469,514</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,745,722</b>	<b>1,648,234</b>	<b>97,488</b>	<b>6%</b>	<b>1,235,227</b>

**North Lake Tahoe Resort Association**

**A/R Aging Summary**

**As of July 31, 2020**

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
County of Placer	232,754.03	0.00	260,717.34	0.00	0.00	493,471.37
<b>TOTAL</b>	<u><b>232,754.03</b></u>	<u><b>0.00</b></u>	<u><b>260,717.34</b></u>	<u><b>0.00</b></u>	<u><b>0.00</b></u>	<u><b>493,471.37</b></u>

# North Lake Tahoe Resort Association

## A/P Aging Summary

As of July 31, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
ADP	90.51	0.00	0.00	0.00	0.00	90.51
Anne-Karin Atwood*	39.00	0.00	0.00	0.00	0.00	39.00
Annie's Cleaning Service	600.00	0.00	0.00	0.00	0.00	600.00
AT & T*	535.75	295.66	0.00	0.00	0.00	831.41
Cintas Corporation #623	0.00	427.15	0.00	0.00	0.00	427.15
County Of Placer*	4.00	0.00	0.00	0.00	0.00	4.00
Ernest M Brassard	202.50	0.00	0.00	0.00	0.00	202.50
Google LLC	162.00	0.00	0.00	0.00	0.00	162.00
Ideal Wild	0.00	43,400.00	0.00	0.00	0.00	43,400.00
InBloom Marketing	115.00	0.00	0.00	0.00	0.00	115.00
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
Jeffrey Hentz	139.15	0.00	0.00	0.00	0.00	139.15
Kaplowe Studios, LLC.	199.00	0.00	0.00	0.00	0.00	199.00
Karen Colbert	87.00	0.00	0.00	0.00	0.00	87.00
Keith Design Group	0.00	2,925.00	0.00	0.00	0.00	2,925.00
Kym Fabel	58.65	0.00	0.00	0.00	0.00	58.65
Liberty Utilities*	0.00	463.97	0.00	0.00	0.00	463.97
Liz Bowling	81.19	0.00	0.00	0.00	0.00	81.19
Maureen Mullican	37.50	0.00	0.00	0.00	0.00	37.50
North Lake Tahoe Marketing Co-op	5,115.38	0.00	0.00	0.00	0.00	5,115.38
Placer County Tax Collector	0.00	163.86	0.00	0.00	0.00	163.86
Porter Simon*	300.00	0.00	0.00	0.00	0.00	300.00
Sarah Winters	39.00	0.00	0.00	0.00	0.00	39.00
SDBX Studio, LLC.	850.00	0.00	0.00	0.00	0.00	850.00
Southwest Gas Corporation*	11.00	0.00	0.00	0.00	0.00	11.00
Swigard's True Value Hardware, Inc.*	0.00	0.00	7.50	0.00	0.00	7.50
Tahoe Truckee Sierra Disposal*	236.67	0.00	0.00	0.00	0.00	236.67
Uline	324.74	0.00	0.00	0.00	0.00	324.74
Van Siclen, DeWitt	86.02	0.00	0.00	0.00	0.00	86.02
Wells Fargo Financial Leasing	365.37	0.00	0.00	0.00	0.00	365.37
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	78.00	78.00
YIG Administration	108.25	0.00	0.00	0.00	0.00	108.25
<b>TOTAL</b>	<b><u>9,857.68</u></b>	<b><u>47,675.64</u></b>	<b><u>7.50</u></b>	<b><u>0.00</u></b>	<b><u>78.00</u></b>	<b><u>57,618.82</u></b>



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

Accrual Basis

All Departments

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Bud...
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400
6421-17 · Enduro	0	0	0	0	0	0	31,500
6421-18 · Sponsorships - Other	0	0	0	0	0	0	240,800
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>529,000</b>
6421-00 · New Event Development	0	0	0	0	0	0	30,000
6424-00 · Event Operation Expenses	0	0	0	0	0	0	6,000
<b>Total 6420-00 · Events</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>565,000</b>
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	295	0	295	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	1,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	3,000
6442-00 · Public Relations/Website	569	417	152	569	417	152	5,000
6423-00 · Membership Activities - Other	915	417	498	915	417	498	5,000
<b>Total 6423-00 · Membership Activities</b>	<b>1,779</b>	<b>833</b>	<b>946</b>	<b>1,779</b>	<b>833</b>	<b>946</b>	<b>42,000</b>
6730-00 · Marketing Cooperative/Media	79,439	79,439	0	79,439	79,439	0	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	1,667	(1,667)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	399	1,000	(601)	399	1,000	(601)	232,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	0	0	0	0	0	10,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	10,000
6743-04 · High Notes	0	0	0	0	0	0	10,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	10,000
6743-06 · Regional Reopening	0	0	0	0	0	0	40,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	1,250	(1,250)	15,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	379	125	254	379	125	254	1,500
8100-01 · CGS - Other	43,102	0	43,102	43,102	0	43,102	0
8100-00 · Cost of Goods Sold - Other	5,878	2,682	3,196	5,878	2,682	3,196	38,000
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>49,359</b>	<b>2,807</b>	<b>46,552</b>	<b>49,359</b>	<b>2,807</b>	<b>46,552</b>	<b>39,500</b>
8200-00 · Associate Relations	163	113	51	163	113	51	1,600
8300-00 · Board Functions	0	0	0	0	0	0	7,000
8500-00 · Credit Card Fees	346	282	64	346	282	64	5,850
8600-00 · Additional Opportunites	4,000	10,000	(6,000)	4,000	10,000	(6,000)	120,000
8700-00 · Automobile Expenses	365	329	36	365	329	36	5,450
8750-00 · Meals/Meetings	0	513	(513)	0	513	(513)	8,900
8810-00 · Dues & Subscriptions	390	1,254	(864)	390	1,254	(864)	17,900
8910-00 · Travel	0	0	0	0	0	0	12,600
<b>Total Expense</b>	<b>262,280</b>	<b>255,907</b>	<b>6,373</b>	<b>262,280</b>	<b>255,907</b>	<b>6,373</b>	<b>4,299,899</b>
<b>Net Ordinary Income</b>	<b>(5,890)</b>	<b>(808)</b>	<b>(5,082)</b>	<b>(5,890)</b>	<b>(808)</b>	<b>(5,082)</b>	<b>28,924</b>
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	17	0	17	17	0	17	0
<b>Total Other Income</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>0</b>
Other Expense							
8990-00 · Allocated	0	(0)	0	0	(0)	0	0
<b>Total Other Expense</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>
<b>Net Other Income</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>17</b>	<b>0</b>	<b>17</b>	<b>(0)</b>
<b>Net Income</b>	<b>(5,873)</b>	<b>(808)</b>	<b>(5,065)</b>	<b>(5,873)</b>	<b>(808)</b>	<b>(5,065)</b>	<b>28,924</b>

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

July 2020

Accrual Basis

	Jul 20	Jul 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	232,754	588,077	-355,323	-60%
4200-00 · Membership Dues Revenue	11,348	11,069	279	3%
4250-00 · Revenues-Membership Activities	50	600	-550	-92%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	6,563	-6,563	-100%
4600-00 · Commissions - Other	0	681	-681	-100%
<b>Total 4600-00 · Commissions</b>	<b>0</b>	<b>7,245</b>	<b>-7,245</b>	<b>-100%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	672	20	652	3,260%
4504-00 · Retail Revenue - Other	230	0	230	100%
46000 · Merchandise Sales - Other	11,336	14,354	-3,018	-21%
<b>Total 46000 · Merchandise Sales</b>	<b>12,238</b>	<b>14,374</b>	<b>-2,136</b>	<b>-15%</b>
<b>Total Income</b>	<b>256,390</b>	<b>621,364</b>	<b>-364,975</b>	<b>-59%</b>
<b>Gross Profit</b>	<b>256,390</b>	<b>621,364</b>	<b>-364,975</b>	<b>-59%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	0	1,876	-1,876	-100%
5020-00 · P/R - Tax Expense	5,921	5,803	118	2%
5030-00 · P/R - Health Insurance Expense	8,353	7,937	416	5%
5040-00 · P/R - Workmans Comp	755	447	308	69%
5060-00 · 401 (k)	2,565	2,752	-187	-7%
5070-00 · Other Benefits and Expenses	175	155	20	13%
5000-00 · Salaries & Wages - Other	85,493	78,597	6,896	9%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>103,263</b>	<b>97,568</b>	<b>5,695</b>	<b>6%</b>
5100-00 · Rent				
5110-00 · Utilities	863	977	-114	-12%
5140-00 · Repairs & Maintenance	87	187	-100	-54%
5150-00 · Office - Cleaning	600	550	50	9%
5100-00 · Rent - Other	13,330	13,058	272	2%
<b>Total 5100-00 · Rent</b>	<b>14,880</b>	<b>14,772</b>	<b>108</b>	<b>1%</b>
5310-00 · Telephone				
5320-00 · Telephone	2,179	1,809	370	20%
<b>Total 5310-00 · Telephone</b>	<b>2,179</b>	<b>1,809</b>	<b>370</b>	<b>20%</b>
5420-00 · Mail - USPS	0	100	-100	-100%
5510-00 · Insurance/Bonding	269	730	-461	-63%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	131	10	121	1,215%
5520-00 · Supplies - Other	889	1,047	-159	-15%
<b>Total 5520-00 · Supplies</b>	<b>1,020</b>	<b>1,057</b>	<b>-37</b>	<b>-4%</b>
5610-00 · Depreciation	0	118	-118	-100%
5700-00 · Equipment Support & Maintenance	2,379	0	2,379	100%
5710-00 · Taxes, Licenses & Fees	1,146	816	330	40%
5740-00 · Equipment Rental/Leasing	365	1,108	-743	-67%
5850-00 · Artist of Month - Commissions	240	726	-486	-67%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	300	0	300	100%
5921-00 · Professional Fees - Other	0	10,148	-10,148	-100%
<b>Total 5900-00 · Professional Fees</b>	<b>300</b>	<b>10,148</b>	<b>-9,848</b>	<b>-97%</b>
6420-00 · Events				
6420-01 · Sponsorships				
6421-06 · Spartan	0	250,000	-250,000	-100%
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>250,000</b>	<b>-250,000</b>	<b>-100%</b>
<b>Total 6420-00 · Events</b>	<b>0</b>	<b>250,000</b>	<b>-250,000</b>	<b>-100%</b>
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	295	285	10	4%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	318	-318	-100%
6442-00 · Public Relations/Website	569	309	260	84%
6444-00 · Trades	0	0	0	0%



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

July 2020

Accrual Basis

	Jul 20	Jul 19	\$ Change	% Change
6423-00 · Membership Activities - Other	915	570	345	61%
<b>Total 6423-00 · Membership Activities</b>	<b>1,779</b>	<b>1,482</b>	<b>297</b>	<b>20%</b>
6730-00 · Marketing Cooperative/Media	79,439	195,584	-116,145	-59%
6742-00 · Non-NLT Co-Op Marketing Program	399	729	-330	-45%
<b>6743-00 · BACC Marketing Programs</b>				
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	0	-1,000	1,000	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>0</b>	<b>-1,000</b>	<b>1,000</b>	<b>100%</b>
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	379	218	160	74%
59900 · POS Inventory Adjustments	0	10	-10	-100%
8100-01 · CGS - Other	43,102	0	43,102	100%
8100-00 · Cost of Goods Sold - Other	5,878	7,268	-1,390	-19%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>49,359</b>	<b>7,496</b>	<b>41,863</b>	<b>559%</b>
8200-00 · Associate Relations	163	100	63	63%
8500-00 · Credit Card Fees	346	633	-286	-45%
8600-00 · Additional Opportunit	4,000	0	4,000	100%
8700-00 · Automobile Expenses	365	220	145	66%
8750-00 · Meals/Meetings	0	121	-121	-100%
8810-00 · Dues & Subscriptions	390	1,181	-791	-67%
8920-00 · Bad Debt	0	1,188	-1,188	-100%
<b>Total Expense</b>	<b>262,280</b>	<b>586,687</b>	<b>-324,407</b>	<b>-55%</b>
<b>Net Ordinary Income</b>	<b>-5,890</b>	<b>34,678</b>	<b>-40,568</b>	<b>-117%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	17	24	-6	-27%
<b>Total Other Income</b>	<b>17</b>	<b>24</b>	<b>-6</b>	<b>-27%</b>
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>17</b>	<b>24</b>	<b>-6</b>	<b>-27%</b>
<b>Net Income</b>	<b>-5,873</b>	<b>34,701</b>	<b>-40,574</b>	<b>-117%</b>



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

Accrual Basis

11 - Marketing

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Total Expense</b>	112,070	118,662	(6,593)	112,070	118,662	(6,593)	2,459,816
<b>Net Ordinary Income</b>	48,333	41,740	6,593	48,333	41,740	6,593	523,821
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	17	0	17	17	0	17	0
<b>Total Other Income</b>	17	0	17	17	0	17	0
<b>Other Expense</b>							
8990-00 · Allocated	32,849	41,775	(8,926)	32,849	41,775	(8,926)	524,426
<b>Total Other Expense</b>	32,849	41,775	(8,926)	32,849	41,775	(8,926)	524,426
<b>Net Other Income</b>	(32,832)	(41,775)	8,943	(32,832)	(41,775)	8,943	(524,426)
<b>Net Income</b>	<b>15,501</b>	<b>(34)</b>	<b>15,536</b>	<b>15,501</b>	<b>(34)</b>	<b>15,536</b>	<b>(605)</b>

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

Accrual Basis

30 - Conference

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	30,310	30,310	0	30,310	30,310	0	384,054
<b>Total Income</b>	30,310	30,310	0	30,310	30,310	0	384,054
<b>Gross Profit</b>	30,310	30,310	0	30,310	30,310	0	384,054
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,070	1,157	(87)	1,070	1,157	(87)	13,886
5030-00 · P/R - Health Insurance Expense	786	2,042	(1,256)	786	2,042	(1,256)	24,500
5040-00 · P/R - Workmans Comp	88	167	(78)	88	167	(78)	2,000
5060-00 · 401 (k)	590	500	90	590	500	90	6,000
5070-00 · Other Benefits and Expenses	47	38	10	47	38	10	450
5000-00 · Salaries & Wages - Other	15,437	14,030	1,406	15,437	14,030	1,406	168,365
<b>Total 5000-00 · Salaries &amp; Wages</b>	18,018	17,933	85	18,018	17,933	85	215,201
5100-00 · Rent							
5110-00 · Utilities	96	75	21	96	75	21	900
5140-00 · Repairs & Maintenance	0	22	(22)	0	22	(22)	260
5150-00 · Office - Cleaning	133	142	(8)	133	142	(8)	1,700
5100-00 · Rent - Other	1,163	1,167	(3)	1,163	1,167	(3)	14,000
<b>Total 5100-00 · Rent</b>	1,393	1,405	(12)	1,393	1,405	(12)	16,860
5310-00 · Telephone							
5320-00 · Telephone	339	267	73	339	267	73	3,200
<b>Total 5310-00 · Telephone</b>	339	267	73	339	267	73	3,200
5420-00 · Mail - USPS	0	17	(17)	0	17	(17)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	45	(45)	0	45	(45)	540
5520-00 · Supplies - Other	50	113	(63)	50	113	(63)	1,350
<b>Total 5520-00 · Supplies</b>	50	158	(108)	50	158	(108)	1,890
5710-00 · Taxes, Licenses & Fees	30	8	21	30	8	21	100
5740-00 · Equipment Rental/Leasing	40	83	(43)	40	83	(43)	1,000
5800-00 · Training Seminars	0	0	0	0	0	0	2,000
6730-00 · Marketing Cooperative/Media	0	4,970	(4,970)	0	4,970	(4,970)	75,000
8750-00 · Meals/Meetings	0	29	(29)	0	29	(29)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	63	(63)	750
<b>Total Expense</b>	19,871	24,933	(5,062)	19,871	24,933	(5,062)	316,551
<b>Net Ordinary Income</b>	10,439	5,377	5,062	10,439	5,377	5,062	67,503
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,226	5,377	(1,151)	4,226	5,377	(1,151)	67,503
<b>Total Other Expense</b>	4,226	5,377	(1,151)	4,226	5,377	(1,151)	67,503
<b>Net Other Income</b>	(4,226)	(5,377)	1,151	(4,226)	(5,377)	1,151	(67,503)
<b>Net Income</b>	<b>6,213</b>	<b>(0)</b>	<b>6,213</b>	<b>6,213</b>	<b>(0)</b>	<b>6,213</b>	<b>0</b>

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

**42 - Visitor Center**

Accrual Basis

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	32,315	38,243	(5,928)	32,315	38,243	(5,928)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	672	0	672	672	0	672	0
4504-00 · Retail Revenue - Other	230	0	230	230	0	230	0
46000 · Merchandise Sales - Other	11,336	6,000	5,336	11,336	6,000	5,336	85,000
<b>Total 46000 · Merchandise Sales</b>	<b>12,238</b>	<b>6,000</b>	<b>6,238</b>	<b>12,238</b>	<b>6,000</b>	<b>6,238</b>	<b>85,000</b>
<b>Total Income</b>	<b>44,553</b>	<b>44,243</b>	<b>310</b>	<b>44,553</b>	<b>44,243</b>	<b>310</b>	<b>542,711</b>
<b>Gross Profit</b>	<b>44,553</b>	<b>44,243</b>	<b>310</b>	<b>44,553</b>	<b>44,243</b>	<b>310</b>	<b>542,711</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,235	1,292	(56)	1,235	1,292	(56)	15,500
5030-00 · P/R - Health Insurance Expense	1,168	1,583	(416)	1,168	1,583	(416)	19,000
5040-00 · P/R - Workmans Comp	408	433	(25)	408	433	(25)	5,200
5060-00 · 401 (k)	485	417	68	485	417	68	5,000
5070-00 · Other Benefits and Expenses	13	82	(68)	13	82	(68)	982
5000-00 · Salaries & Wages - Other	12,565	15,568	(3,003)	12,565	15,568	(3,003)	186,818
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>15,875</b>	<b>19,375</b>	<b>(3,500)</b>	<b>15,875</b>	<b>19,375</b>	<b>(3,500)</b>	<b>232,500</b>
5100-00 · Rent							
5110-00 · Utilities	373	583	(211)	373	583	(211)	7,000
5140-00 · Repairs & Maintenance	0	458	(458)	0	458	(458)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	358	(358)	4,300
5100-00 · Rent - Other	6,631	6,721	(90)	6,631	6,721	(90)	80,650
<b>Total 5100-00 · Rent</b>	<b>7,003</b>	<b>8,121</b>	<b>(1,117)</b>	<b>7,003</b>	<b>8,121</b>	<b>(1,117)</b>	<b>97,450</b>
5310-00 · Telephone							
5320-00 · Telephone	263	238	25	263	238	25	2,850
<b>Total 5310-00 · Telephone</b>	<b>263</b>	<b>238</b>	<b>25</b>	<b>263</b>	<b>238</b>	<b>25</b>	<b>2,850</b>
5420-00 · Mail - USPS	0	17	(17)	0	17	(17)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	75	(75)	0	75	(75)	900
5520-00 · Supplies - Other	571	2,917	(2,346)	571	2,917	(2,346)	35,000
<b>Total 5520-00 · Supplies</b>	<b>571</b>	<b>2,992</b>	<b>(2,421)</b>	<b>571</b>	<b>2,992</b>	<b>(2,421)</b>	<b>35,900</b>
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	4	(4)	50
5710-00 · Taxes, Licenses & Fees	29	4	25	29	4	25	50
5740-00 · Equipment Rental/Leasing	73	129	(56)	73	129	(56)	1,550
5800-00 · Training Seminars	0	250	(250)	0	250	(250)	3,000
5850-00 · Artist of Month - Commissions	240	250	(10)	240	250	(10)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	1,667	(1,667)	20,000
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	379	125	254	379	125	254	1,500
8100-01 · CGS - Other	43,102	0	43,102	43,102	0	43,102	0
8100-00 · Cost of Goods Sold - Other	5,878	2,682	3,196	5,878	2,682	3,196	38,000
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>49,359</b>	<b>2,807</b>	<b>46,552</b>	<b>49,359</b>	<b>2,807</b>	<b>46,552</b>	<b>39,500</b>
8200-00 · Associate Relations	0	17	(17)	0	17	(17)	200
8500-00 · Credit Card Fees	326	282	44	326	282	44	4,000
8700-00 · Automobile Expenses	59	46	13	59	46	13	550
8750-00 · Meals/Meetings	0	33	(33)	0	33	(33)	400
8810-00 · Dues & Subscriptions	0	8	(8)	0	8	(8)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
<b>Total Expense</b>	<b>73,998</b>	<b>37,239</b>	<b>36,759</b>	<b>73,998</b>	<b>37,239</b>	<b>36,759</b>	<b>454,800</b>
<b>Net Ordinary Income</b>	<b>(29,445)</b>	<b>7,004</b>	<b>(36,449)</b>	<b>(29,445)</b>	<b>7,004</b>	<b>(36,449)</b>	<b>87,911</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	6,076	7,004	(927)	6,076	7,004	(927)	87,921
<b>Total Other Expense</b>	<b>6,076</b>	<b>7,004</b>	<b>(927)</b>	<b>6,076</b>	<b>7,004</b>	<b>(927)</b>	<b>87,921</b>
<b>Net Other Income</b>	<b>(6,076)</b>	<b>(7,004)</b>	<b>927</b>	<b>(6,076)</b>	<b>(7,004)</b>	<b>927</b>	<b>(87,921)</b>
<b>Net Income</b>	<b>(35,521)</b>	<b>0</b>	<b>(35,521)</b>	<b>(35,521)</b>	<b>0</b>	<b>(35,521)</b>	<b>(10)</b>

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

Accrual Basis

51 - TMPI

	Jul 20	Budget	\$ Over Bu...	Jul 20	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	9,727	9,727	0	9,727	9,727	0	218,419
<b>Total Income</b>	9,727	9,727	0	9,727	9,727	0	218,419
<b>Gross Profit</b>	9,727	9,727	0	9,727	9,727	0	218,419
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	108	225	(117)	108	225	(117)	2,700
5030-00 · P/R - Health Insurance Expense	163	167	(4)	163	167	(4)	2,000
5040-00 · P/R - Workmans Comp	7	175	(168)	7	175	(168)	2,100
5060-00 · 401 (k)	0	167	(167)	0	167	(167)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	1	17	(16)	203
5000-00 · Salaries & Wages - Other	1,770	3,836	(2,065)	1,770	3,836	(2,065)	46,026
<b>Total 5000-00 · Salaries &amp; Wages</b>	2,049	4,586	(2,537)	2,049	4,586	(2,537)	55,029
5100-00 · Rent							
5110-00 · Utilities	1	0	1	1	0	1	0
5150-00 · Office - Cleaning	7	0	7	7	0	7	0
<b>Total 5100-00 · Rent</b>	8	0	8	8	0	8	0
5310-00 · Telephone							
5320-00 · Telephone	11	0	11	11	0	11	0
<b>Total 5310-00 · Telephone</b>	11	0	11	11	0	11	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	3	0	3	3	0	3	0
5520-00 · Supplies - Other	2	2,083	(2,082)	2	2,083	(2,082)	25,000
<b>Total 5520-00 · Supplies</b>	5	2,083	(2,079)	5	2,083	(2,079)	25,000
5710-00 · Taxes, Licenses & Fees	1			1			
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	100,000
<b>Total 5900-00 · Professional Fees</b>	0	0	0	0	0	0	100,000
<b>Total Expense</b>	2,074	6,669	(4,595)	2,074	6,669	(4,595)	180,029
<b>Net Ordinary Income</b>	7,653	3,058	4,595	7,653	3,058	4,595	38,390
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	2,405	3,058	(653)	2,405	3,058	(653)	38,390
<b>Total Other Expense</b>	2,405	3,058	(653)	2,405	3,058	(653)	38,390
<b>Net Other Income</b>	(2,405)	(3,058)	653	(2,405)	(3,058)	653	(38,390)
<b>Net Income</b>	<b>5,248</b>	<b>0</b>	<b>5,248</b>	<b>5,248</b>	<b>0</b>	<b>5,248</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,348	10,417	931	11,348	10,417	931	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	19,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	20,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>58,000</b>
4250-02 · Chamber Events	0	0	0	0	0	0	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	0	0	2,000
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	4,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6,000</b>
4250-00 · Revenues-Membership Activities - Other	50	0	50	50	0	50	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>50</b>	<b>0</b>	<b>50</b>	<b>50</b>	<b>0</b>	<b>50</b>	<b>72,500</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
<b>Total Income</b>	<b>11,398</b>	<b>10,417</b>	<b>981</b>	<b>11,398</b>	<b>10,417</b>	<b>981</b>	<b>200,000</b>
<b>Gross Profit</b>	<b>11,398</b>	<b>10,417</b>	<b>981</b>	<b>11,398</b>	<b>10,417</b>	<b>981</b>	<b>200,000</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	194	458	(264)	194	458	(264)	5,500
5030-00 · P/R - Health Insurance Expense	459	667	(208)	459	667	(208)	8,000
5040-00 · P/R - Workmans Comp	17	33	(16)	17	33	(16)	400
5060-00 · 401 (k)	90	142	(51)	90	142	(51)	1,700
5070-00 · Other Benefits and Expenses	9	33	(24)	9	33	(24)	400
5000-00 · Salaries & Wages - Other	3,357	5,333	(1,977)	3,357	5,333	(1,977)	64,000
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>4,127</b>	<b>6,667</b>	<b>(2,540)</b>	<b>4,127</b>	<b>6,667</b>	<b>(2,540)</b>	<b>80,000</b>
5100-00 · Rent							
5110-00 · Utilities	45	33	11	45	33	11	400
5140-00 · Repairs & Maintenance	0	8	(8)	0	8	(8)	100
5150-00 · Office - Cleaning	24	58	(34)	24	58	(34)	700
5100-00 · Rent - Other	646	638	8	646	638	8	7,650
<b>Total 5100-00 · Rent</b>	<b>714</b>	<b>737</b>	<b>(23)</b>	<b>714</b>	<b>737</b>	<b>(23)</b>	<b>8,850</b>
5310-00 · Telephone							
5320-00 · Telephone	82	121	(39)	82	121	(39)	1,450
<b>Total 5310-00 · Telephone</b>	<b>82</b>	<b>121</b>	<b>(39)</b>	<b>82</b>	<b>121</b>	<b>(39)</b>	<b>1,450</b>
5420-00 · Mail - USPS	0	10	(10)	0	10	(10)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	2	0	2	2	0	2	0
5520-00 · Supplies - Other	22	167	(145)	22	167	(145)	2,000
<b>Total 5520-00 · Supplies</b>	<b>24</b>	<b>167</b>	<b>(143)</b>	<b>24</b>	<b>167</b>	<b>(143)</b>	<b>2,000</b>
5710-00 · Taxes, Licenses & Fees	9	0	9	9	0	9	0
5740-00 · Equipment Rental/Leasing	55	173	(119)	55	173	(119)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	295	0	295	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	1,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	3,000
6442-00 · Public Relations/Website	569	417	152	569	417	152	5,000
6423-00 · Membership Activities - Other	915	417	498	915	417	498	5,000
<b>Total 6423-00 · Membership Activities</b>	<b>1,779</b>	<b>833</b>	<b>946</b>	<b>1,779</b>	<b>833</b>	<b>946</b>	<b>42,000</b>
8200-00 · Associate Relations	0	13	(13)	0	13	(13)	150
8500-00 · Credit Card Fees	20	0	20	20	0	20	1,850
8700-00 · Automobile Expenses	24	33	(9)	24	33	(9)	400
8750-00 · Meals/Meetings	0	33	(33)	0	33	(33)	400
8810-00 · Dues & Subscriptions	0	17	(17)	0	17	(17)	200
<b>Total Expense</b>	<b>6,833</b>	<b>8,804</b>	<b>(1,971)</b>	<b>6,833</b>	<b>8,804</b>	<b>(1,971)</b>	<b>140,500</b>
<b>Net Ordinary Income</b>	<b>4,564</b>	<b>1,613</b>	<b>2,952</b>	<b>4,564</b>	<b>1,613</b>	<b>2,952</b>	<b>59,500</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	1,878	2,387	(508)	1,878	2,387	(508)	29,961
<b>Total Other Expense</b>	<b>1,878</b>	<b>2,387</b>	<b>(508)</b>	<b>1,878</b>	<b>2,387</b>	<b>(508)</b>	<b>29,961</b>
<b>Net Other Income</b>	<b>(1,878)</b>	<b>(2,387)</b>	<b>508</b>	<b>(1,878)</b>	<b>(2,387)</b>	<b>508</b>	<b>(29,961)</b>

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

Accrual Basis

60 - Membership

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	<u>Jul 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul 20</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Net Income	<u>2,686</u>	<u>(774)</u>	<u>3,460</u>	<u>2,686</u>	<u>(774)</u>	<u>3,460</u>	<u>29,539</u>



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

**70 - Administration**

Accrual Basis

	Jul 20	Budget	\$ Over Budget	Jul 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,095	2,250	(155)	2,095	2,250	(155)	27,000
5030-00 · P/R - Health Insurance Expense	2,180	3,292	(1,112)	2,180	3,292	(1,112)	39,500
5040-00 · P/R - Workmans Comp	105	194	(89)	105	194	(89)	2,332
5060-00 · 401 (k)	667	1,250	(583)	667	1,250	(583)	15,000
5070-00 · Other Benefits and Expenses	60	117	(57)	60	117	(57)	1,400
5000-00 · Salaries & Wages - Other	32,865	33,527	(662)	32,865	33,527	(662)	402,320
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>37,972</b>	<b>40,629</b>	<b>(2,657)</b>	<b>37,972</b>	<b>40,629</b>	<b>(2,657)</b>	<b>487,552</b>
5100-00 · Rent							
5110-00 · Utilities	169	125	44	169	125	44	1,500
5140-00 · Repairs & Maintenance	87	325	(238)	87	325	(238)	3,900
5150-00 · Office - Cleaning	223	250	(27)	223	250	(27)	3,000
5100-00 · Rent - Other	2,413	1,893	519	2,413	1,893	519	22,720
<b>Total 5100-00 · Rent</b>	<b>2,891</b>	<b>2,593</b>	<b>298</b>	<b>2,891</b>	<b>2,593</b>	<b>298</b>	<b>31,120</b>
5310-00 · Telephone							
5320-00 · Telephone	941	750	191	941	750	191	9,000
<b>Total 5310-00 · Telephone</b>	<b>941</b>	<b>750</b>	<b>191</b>	<b>941</b>	<b>750</b>	<b>191</b>	<b>9,000</b>
5420-00 · Mail - USPS	0	83	(83)	0	83	(83)	1,000
5510-00 · Insurance/Bonding	269	1,692	(1,423)	269	1,692	(1,423)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	27	167	(140)	27	167	(140)	2,000
5520-00 · Supplies - Other	164	603	(439)	164	603	(439)	7,230
<b>Total 5520-00 · Supplies</b>	<b>191</b>	<b>769</b>	<b>(579)</b>	<b>191</b>	<b>769</b>	<b>(579)</b>	<b>9,230</b>
5700-00 · Equipment Support & Maintenance	2,383	2,250	133	2,383	2,250	133	27,000
5710-00 · Taxes, Licenses & Fees	1,028	1,000	28	1,028	1,000	28	12,000
5740-00 · Equipment Rental/Leasing	106	417	(311)	106	417	(311)	5,000
5800-00 · Training Seminars	0	667	(667)	0	667	(667)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	300	625	(325)	300	625	(325)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	0	0	0	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	1,625	(1,625)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>300</b>	<b>2,250</b>	<b>(1,950)</b>	<b>300</b>	<b>2,250</b>	<b>(1,950)</b>	<b>53,000</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	1,250	(1,250)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	1,250	(1,250)	15,000
8200-00 · Associate Relations	131	83	48	131	83	48	1,000
8300-00 · Board Functions	0	0	0	0	0	0	7,000
8600-00 · Additional Opportunites	650	2,083	(1,433)	650	2,083	(1,433)	25,000
8700-00 · Automobile Expenses	225	250	(25)	225	250	(25)	3,000
8750-00 · Meals/Meetings	0	417	(417)	0	417	(417)	5,000
8810-00 · Dues & Subscriptions	347	1,167	(819)	347	1,167	(819)	14,000
<b>Total Expense</b>	<b>47,435</b>	<b>59,600</b>	<b>(12,165)</b>	<b>47,435</b>	<b>59,600</b>	<b>(12,165)</b>	<b>748,202</b>
<b>Net Ordinary Income</b>	<b>(47,435)</b>	<b>(59,600)</b>	<b>12,165</b>	<b>(47,435)</b>	<b>(59,600)</b>	<b>12,165</b>	<b>(748,202)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(47,435)	(59,600)	12,165	(47,435)	(59,600)	12,165	(748,202)
<b>Total Other Expense</b>	<b>(47,435)</b>	<b>(59,600)</b>	<b>12,165</b>	<b>(47,435)</b>	<b>(59,600)</b>	<b>12,165</b>	<b>(748,202)</b>
<b>Net Other Income</b>	<b>47,435</b>	<b>59,600</b>	<b>(12,165)</b>	<b>47,435</b>	<b>59,600</b>	<b>(12,165)</b>	<b>748,202</b>
<b>Net Income</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>