

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

July 31, 2021

North Lake Tahoe Resort Association

Balance Sheet

As of July 31, 2021

Accrual Basis

	Jul 31, 21	Jul 31, 20	\$ Change	% Change	Jun 30, 21
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	158	0	0%	158
1002-00 · Cash - Operations BOTW #8328	2,415,170	0	2,415,170	100%	1,965,992
1003-00 · Cash - Operations BOTW #6712	(30,676)	854,330	(885,006)	(104%)	(273,742)
1007-00 · Cash - Payroll BOTW #7421	5,765	1,916	3,849	201%	38,521
1008-00 · Marketing Reserve - Plumas	50,359	50,317	42	0%	50,356
1009-00 · Cash Flow Reserve - Plumas	100,984	100,852	132	0%	100,976
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	36,688	83,308	(46,620)	(56%)	39,803
10950 · Cash in Drawer	598	307	291	95%	139
Total Checking/Savings	2,608,628	1,120,770	1,487,858	133%	1,951,785
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	0	2,500	(2,500)	(100%)	1,000
1290-00 · A/R - TOT	355,021	434,141	(79,120)	(18%)	432,499
Total Accounts Receivable	355,021	436,641	(81,620)	(19%)	433,499
Other Current Assets					
1200-99 · AR Other	2,400	11,852	(9,452)	(80%)	2,442
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	29,027	79,770	(50,743)	(64%)	15,855
1201-03 · Member AR - Other	820	1,040	(220)	(21%)	985
Total 1201-00 · Member Accounts Receivable	29,847	80,810	(50,963)	(63%)	16,840
1201-02 · Allowance for Doubtful Accounts	(8,692)	(24,987)	16,295	65%	(9,796)
12100 · Inventory Asset					
1210-01 · Inventory - Other	0	(6,135)	6,135	100%	0
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	28,390	41,152	(12,762)	(31%)	26,867
Total 12100 · Inventory Asset	28,408	35,035	(6,627)	(19%)	26,885
1299 · Receivable from NLTMC	6,351	0	6,351	100%	5,932
1490-00 · Security Deposits	1,150	1,150	0	0%	1,150
Total Other Current Assets	59,464	103,860	(44,396)	(43%)	43,453
Total Current Assets	3,023,113	1,661,271	1,361,842	82%	2,428,737
Fixed Assets					
1700-00 · Furniture & Fixtures	45,289	45,289	0	0%	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(45,289)	0	0%	(45,289)
1740-00 · Computer Equipment	11,013	4,270	6,743	158%	11,013
1741-00 · Accum. Depr. - Computer Equip	(3,375)	(4,270)	895	21%	(3,222)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(20,493)	0	0%	(20,493)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	7,638	0	7,638	100%	7,791
Other Assets					

North Lake Tahoe Resort Association

Balance Sheet

As of July 31, 2021

Accrual Basis

	Jul 31, 21	Jul 31, 20	\$ Change	% Change	Jun 30, 21
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	12,828	16,468	(3,640)	(22%)	2,689
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	6,250	10,669	(4,419)	(41%)	6,500
Total 1400-00 · Prepaid Expenses	19,178	27,237	(8,059)	(30%)	9,289
Total Other Assets	19,178	27,237	(8,059)	(30%)	9,289
TOTAL ASSETS	3,049,929	1,688,508	1,361,421	81%	2,445,817
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	125,754	57,619	68,135	118%	42,927
Total Accounts Payable	125,754	57,619	68,135	118%	42,927
Other Current Liabilities					
2000-01 · Accounts Payable - Other	22,935	0	22,935	100%	21,747
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	10,084	10,906	(822)	(8%)	26,467
2101-00 · Incentive Payable	50,866	95,560	(44,694)	(47%)	43,624
2102-00 · Commissions Payable	0	3,506	(3,506)	(100%)	0
2120-00 · Empl. Federal Tax Payable	4,545	4,658	(113)	(2%)	11,826
2175-00 · 401 (k) Plan	1,822	1,913	(91)	(5%)	4,606
2180-00 · Estimated PTO Liability	49,144	54,845	(5,701)	(10%)	62,280
Total 21000 · Salaries/Wages/Payroll Liabilit	116,461	171,388	(54,927)	(32%)	148,803
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	1,418	0	1,418	100%	1,418
25500 · *Sales Tax Payable	4,678	887	3,791	427%	2,877
Total 2190-00 · Sales and Use Tax Payable	6,096	887	5,209	587%	4,295
2250-00 · Accrued Expenses	117,850	20,507	97,343	475%	205,350
2400-60 · Deferred Revenue- Member Dues	37,975	64,576	(26,601)	(41%)	0
2500-00 · Deferred Revenue - TMBC	1,290	1,290	0	0%	20,827
2700-00 · Deferred Rev. County	525,305	525,305	0	0%	1,290
2900-00 · Due To/From County of Placer	1,501,223	384,939	1,116,284	290%	1,501,223
Total Other Current Liabilities	2,329,135	1,168,892	1,160,243	99%	1,903,535
Total Current Liabilities	2,454,889	1,226,511	1,228,378	100%	1,946,462
Total Liabilities	2,454,889	1,226,511	1,228,378	100%	1,946,462
Equity					
32000 · Unrestricted Net Assets	17,231	(10,145)	27,376	270%	(10,145)
3300-11 · Designated Marketing Reserve	331,856	324,590	7,266	2%	331,856
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	95,684	(2,714)	98,398	3,626%	27,376
Total Equity	595,037	461,997	133,040	29%	499,353
TOTAL LIABILITIES & EQUITY	3,049,926	1,688,508	1,361,418	81%	2,445,815

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 21	Budget	\$ Over Budget	Jul 21	YTD Budget	\$ Over Budget	Annual Bud...
6421-00 · New Event Development	0	34,025	(34,025)	0	34,025	(34,025)	102,075
6424-00 · Event Operation Expenses	225	0	225	225	0	225	1,500
Total 6420-00 · Events	225	34,025	(33,800)	225	34,025	(33,800)	514,575
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	500
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	1,763
6442-00 · Public Relations/Website/Digita	1,238	500	738	1,238	500	738	4,500
6423-00 · Membership Activities - Other	295	417	(122)	295	417	(122)	3,750
Total 6423-00 · Membership Activities	1,533	917	616	1,533	917	616	10,513
6730-00 · Marketing Cooperative/Media	143,108	143,108	0	143,108	143,108	0	871,278
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	1,667	(1,667)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	333	6,000	(5,667)	333	6,000	(5,667)	54,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	0	0	0	0	0	14,000
6743-03 · Winter Lakeside Campaign	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	0	0	0	0	0	0	34,000
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	0	8,333	(8,333)	0	8,333	(8,333)	100,000
6750-02 · Business Assn Grant - TCDA	0	8,333	(8,333)	0	8,333	(8,333)	100,000
Total 6750-00 · Business Association Grant	0	16,667	(16,667)	0	16,667	(16,667)	200,000
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	1,667	(1,667)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	359	125	234	359	125	234	1,125
59900 · POS Inventory Adjustments	(23)	0	(23)	(23)	0	(23)	0
8100-01 · CGS - Other	10	0	10	10	0	10	0
8100-00 · Cost of Goods Sold - Other	10,868	3,000	7,868	10,868	3,000	7,868	29,750
Total 8100-00 · Cost of Goods Sold	11,213	3,125	8,088	11,213	3,125	8,088	30,875
8200-00 · Associate Relations	0	195	(195)	0	195	(195)	1,770
8300-00 · Board Functions	425	583	(158)	425	583	(158)	5,250
8500-00 · Credit Card Fees	593	332	261	593	332	261	3,247
8600-00 · Additional Opportunitites	650	5,833	(5,183)	650	5,833	(5,183)	55,000
8700-00 · Automobile Expenses	70	542	(471)	70	542	(471)	5,025
8750-00 · Meals/Meetings	111	642	(531)	111	642	(531)	6,088
8810-00 · Dues & Subscriptions	774	1,275	(501)	774	1,275	(501)	11,500
8910-00 · Travel	0	417	(417)	0	417	(417)	3,750
Total Expense	288,697	403,646	(114,948)	288,697	403,646	(114,948)	3,528,482
Net Ordinary Income	95,673	(2,350)	98,023	95,673	(2,350)	98,023	(6,896)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	11	0	11	11	0	11	0
Total Other Income	11	0	11	11	0	11	0
Other Expense							
8990-00 · Allocated	0	(0)	0	0	(0)	0	9,744
Total Other Expense	0	(0)	0	0	(0)	0	9,744
Net Other Income	11	0	11	11	0	11	(9,744)
Net Income	95,684	(2,350)	98,034	95,684	(2,350)	98,034	(16,640)

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

July 2021

Accrual Basis

	Jul 21	Jul 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	355,021	232,754	122,267	53%
4200-00 · Membership Dues Revenue	6,915	11,348	(4,432)	(39)%
4250-00 · Revenues-Membership Activities	600	50	550	1,100%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	0	672	(672)	(100)%
4504-00 · Retail Revenue - Other	0	230	(230)	(100)%
46000 · Merchandise Sales - Other	21,834	11,336	10,498	93%
Total 46000 · Merchandise Sales	21,834	12,238	9,596	78%
Total Income	384,370	256,390	127,981	50%
Gross Profit	384,370	256,390	127,981	50%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	7,050	5,921	1,129	19%
5030-00 · P/R - Health Insurance Expense	5,330	5,202	128	3%
5040-00 · P/R - Workmans Comp	1,192	755	436	58%
5060-00 · 401 (k)	2,087	2,565	(478)	(19)%
5070-00 · Other Benefits and Expenses	463	167	296	178%
5000-00 · Salaries & Wages - Other	80,722	85,493	(4,771)	(6)%
Total 5000-00 · Salaries & Wages	96,844	100,103	(3,259)	(3)%
5100-00 · Rent				
5110-00 · Utilities	448	863	(415)	(48)%
5140-00 · Repairs & Maintenance	87	87	0	0%
5150-00 · Office - Cleaning	725	600	125	21%
5100-00 · Rent - Other	13,759	13,330	429	3%
Total 5100-00 · Rent	15,019	14,880	139	1%
5310-00 · Telephone				
5320-00 · Telephone	2,136	2,179	(43)	(2)%
Total 5310-00 · Telephone	2,136	2,179	(43)	(2)%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	149	0	149	100%
5420-00 · Mail - USPS - Other	200	0	200	100%
Total 5420-00 · Mail - USPS	349	0	349	100%
5510-00 · Insurance/Bonding	269	269	0	0%
5520-00 · Supplies				
5525-00 · Supplies- Computer	40	131	(92)	(70)%
5520-00 · Supplies - Other	639	889	(249)	(28)%
Total 5520-00 · Supplies	679	1,020	(341)	(33)%
5610-00 · Depreciation	153	0	153	100%
5700-00 · Equipment Support & Maintenance	0	2,379	(2,379)	(100)%
5710-00 · Taxes, Licenses & Fees	1,843	1,146	698	61%
5740-00 · Equipment Rental/Leasing	365	365	0	0%
5850-00 · Artist of Month - Commissions	670	240	430	179%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0	300	(300)	(100)%
5921-00 · Professional Fees - Other	11,336	0	11,336	100%
Total 5900-00 · Professional Fees	11,336	300	11,036	3,679%
6420-00 · Events				
6424-00 · Event Operation Expenses	225	0	225	100%
Total 6420-00 · Events	225	0	225	100%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	0	295	(295)	(100)%
6442-00 · Public Relations/Website/Digita	1,238	569	669	118%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	295	915	(620)	(68)%
Total 6423-00 · Membership Activities	1,533	1,779	(246)	(14)%
6730-00 · Marketing Cooperative/Media	143,108	79,439	63,669	80%
6742-00 · Non-NLT Co-Op Marketing Program	333	399	(66)	(17)%
8100-00 · Cost of Goods Sold				

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

July 2021

Accrual Basis

	Jul 21	Jul 20	\$ Change	% Change
51100 · Freight and Shipping Costs	359	379	(20)	(5)%
59900 · POS Inventory Adjustments	(23)	0	(23)	(100)%
8100-01 · CGS - Other	10	43,102	(43,093)	(100)%
8100-00 · Cost of Goods Sold - Other	10,868	5,878	4,990	85%
Total 8100-00 · Cost of Goods Sold	11,213	49,359	(38,145)	(77)%
8200-00 · Associate Relations	0	163	(163)	(100)%
8300-00 · Board Functions	425	0	425	100%
8500-00 · Credit Card Fees	593	346	247	71%
8600-00 · Additional Opportunitites	650	4,000	(3,350)	(84)%
8700-00 · Automobile Expenses	70	365	(295)	(81)%
8750-00 · Meals/Meetings	111	0	111	100%
8810-00 · Dues & Subscriptions	774	390	384	99%
8920-00 · Bad Debt	0	0	0	0%
Total Expense	288,697	259,121	29,577	11%
Net Ordinary Income	95,673	(2,731)	98,404	3,603%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	11	17	(6)	(35)%
Total Other Income	11	17	(6)	(35)%
Other Expense				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	11	17	(6)	(35)%
Net Income	95,684	(2,714)	98,398	3,626%

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

Accrual Basis

11 - Marketing

	Jul 21	Budget	\$ Over Budget	Jul 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	223,003	257,028	(34,025)	223,003	257,028	(34,025)	2,188,080
Total Income	223,003	257,028	(34,025)	223,003	257,028	(34,025)	2,188,080
Gross Profit	223,003	257,028	(34,025)	223,003	257,028	(34,025)	2,188,080
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,349	2,393	(1,043)	1,349	2,393	(1,043)	21,534
5030-00 · P/R - Health Insurance Expense	2,266	4,120	(1,854)	2,266	4,120	(1,854)	37,080
5040-00 · P/R - Workmans Comp	185	129	56	185	129	56	1,159
5060-00 · 401 (k)	817	957	(140)	817	957	(140)	8,614
5070-00 · Other Benefits and Expenses	424	121	303	424	121	303	1,092
5000-00 · Salaries & Wages - Other	22,477	23,927	(1,450)	22,477	23,927	(1,450)	215,344
Total 5000-00 · Salaries & Wages	27,518	31,647	(4,129)	27,518	31,647	(4,129)	284,822
5100-00 · Rent							
5110-00 · Utilities	40	125	(85)	40	125	(85)	1,125
5140-00 · Repairs & Maintenance	0	75	(75)	0	75	(75)	675
5150-00 · Office - Cleaning	191	188	4	191	188	4	1,688
5100-00 · Rent - Other	1,858	2,083	(226)	1,858	2,083	(226)	18,750
Total 5100-00 · Rent	2,089	2,471	(381)	2,089	2,471	(381)	22,237
5310-00 · Telephone							
5320-00 · Telephone	549	578	(30)	549	578	(30)	5,205
Total 5310-00 · Telephone	549	578	(30)	549	578	(30)	5,205
5420-00 · Mail - USPS	53	0	53	53	0	53	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	40	417	(377)	40	417	(377)	3,750
5520-00 · Supplies - Other	27	0	27	27	0	27	0
Total 5520-00 · Supplies	67	417	(350)	67	417	(350)	3,750
5700-00 · Equipment Support & Maintenance	0	13	(13)	0	13	(13)	113
5710-00 · Taxes, Licenses & Fees	48	13	35	48	13	35	113
5740-00 · Equipment Rental/Leasing	82	83	(2)	82	83	(2)	750
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	125	(125)	1,125
5921-00 · Professional Fees - Other	0	125	(125)	0	125	(125)	1,125
Total 5900-00 · Professional Fees	0	250	(250)	0	250	(250)	2,250
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	20,000
Total 6020-00 · Programs	0	0	0	0	0	0	70,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	30,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	0	0	0	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	8,000
6421-09 · Wanderlust	0	0	0	0	0	0	25,400
6421-17 · Enduro	0	0	0	0	0	0	80,000
6421-18 · Sponsorships - Other	0	0	0	0	0	0	62,800
Total 6420-01 · Sponsorships	0	0	0	0	0	0	411,000
6421-00 · New Event Development	0	34,025	(34,025)	0	34,025	(34,025)	102,075
6424-00 · Event Operation Expenses	225	0	225	225	0	225	1,500
Total 6420-00 · Events	225	34,025	(33,800)	225	34,025	(33,800)	514,575
6730-00 · Marketing Cooperative/Media	135,369	135,369	0	135,369	135,369	0	801,630
6742-00 · Non-NLT Co-Op Marketing Program	133	5,000	(4,867)	133	5,000	(4,867)	45,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	0	0	0	0	0	14,000
6743-03 · Winter Lakeside Campaign	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	0	0	0	0	0	0	34,000
8200-00 · Associate Relations	0	21	(21)	0	21	(21)	187
8600-00 · Additional Opportunitites	0	4,167	(4,167)	0	4,167	(4,167)	37,500
8700-00 · Automobile Expenses	26	125	(99)	26	125	(99)	1,125
8750-00 · Meals/Meetings	0	42	(42)	0	42	(42)	375
8810-00 · Dues & Subscriptions	32	83	(51)	32	83	(51)	750
8910-00 · Travel	0	417	(417)	0	417	(417)	3,750
Total Expense	166,191	214,719	(48,528)	166,191	214,719	(48,528)	1,828,132
Net Ordinary Income	56,812	42,309	14,503	56,812	42,309	14,503	359,948
Other Income/Expense							
Other Income							

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

Accrual Basis

11 - Marketing

	Jul 21	Budget	\$ Over Budget	Jul 21	YTD Budget	\$ Over Budget	Annual Budget
4700-00 · Revenues- Interest & Investment	11	0	11	11	0	11	0
Total Other Income	11	0	11	11	0	11	0
Other Expense							
8990-00 · Allocated	27,958	42,309	(14,351)	27,958	42,309	(14,351)	359,948
Total Other Expense	27,958	42,309	(14,351)	27,958	42,309	(14,351)	359,948
Net Other Income	(27,946)	(42,309)	14,362	(27,946)	(42,309)	14,362	(359,948)
Net Income	28,865	0	28,865	28,865	0	28,865	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jul 21	Budget	\$ Over Budget	Jul 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	38,386	38,386	0	38,386	38,386	0	360,285
Total Income	38,386	38,386	0	38,386	38,386	0	360,285
Gross Profit	38,386	38,386	0	38,386	38,386	0	360,285
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	505	1,747	(1,242)	505	1,747	(1,242)	15,727
5030-00 · P/R - Health Insurance Expense	(841)	2,103	(2,944)	(841)	2,103	(2,944)	18,926
5040-00 · P/R - Workmans Comp	72	167	(95)	72	167	(95)	1,500
5060-00 · 401 (k)	281	417	(136)	281	417	(136)	3,750
5070-00 · Other Benefits and Expenses	39	75	(36)	39	75	(36)	675
5000-00 · Salaries & Wages - Other	7,797	17,474	(9,677)	7,797	17,474	(9,677)	157,268
Total 5000-00 · Salaries & Wages	7,853	21,983	(14,130)	7,853	21,983	(14,130)	197,846
5100-00 · Rent							
5110-00 · Utilities	30	83	(54)	30	83	(54)	750
5140-00 · Repairs & Maintenance	0	63	(63)	0	63	(63)	563
5150-00 · Office - Cleaning	132	125	7	132	125	7	1,125
5100-00 · Rent - Other	1,186	1,333	(148)	1,186	1,333	(148)	12,000
Total 5100-00 · Rent	1,347	1,604	(257)	1,347	1,604	(257)	14,437
5310-00 · Telephone							
5320-00 · Telephone	328	417	(88)	328	417	(88)	3,750
Total 5310-00 · Telephone	328	417	(88)	328	417	(88)	3,750
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	137			137			
5420-00 · Mail - USPS - Other	36	17	20	36	17	20	150
Total 5420-00 · Mail - USPS	173	17	157	173	17	157	150
5520-00 · Supplies	19	113	(94)	19	113	(94)	1,013
5710-00 · Taxes, Licenses & Fees	33	8	25	33	8	25	75
5740-00 · Equipment Rental/Leasing	56	63	(6)	56	63	(6)	563
5800-00 · Training Seminars	0	83	(83)	0	83	(83)	750
6730-00 · Marketing Cooperative/Media	7,739	7,739	0	7,739	7,739	0	69,648
8200-00 · Associate Relations	0	13	(13)	0	13	(13)	113
8750-00 · Meals/Meetings	0	29	(29)	0	29	(29)	263
Total Expense	17,548	32,067	(14,519)	17,548	32,067	(14,519)	288,607
Net Ordinary Income	20,838	6,319	14,519	20,838	6,319	14,519	71,678
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,673	6,319	(1,645)	4,673	6,319	(1,645)	71,678
Total Other Expense	4,673	6,319	(1,645)	4,673	6,319	(1,645)	71,678
Net Other Income	(4,673)	(6,319)	1,645	(4,673)	(6,319)	1,645	(71,678)
Net Income	16,165	0	16,165	16,165	0	16,165	(0)

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

42 - Visitor Center

Accrual Basis

	Jul 21	Budget	\$ Over Budget	Jul 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	36,357	36,357	0	36,357	36,357	0	342,770
46000 · Merchandise Sales	21,834	6,000	15,834	21,834	6,000	15,834	59,500
Total Income	58,191	42,357	15,834	58,191	42,357	15,834	402,270
Gross Profit	58,191	42,357	15,834	58,191	42,357	15,834	402,270
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,504	1,551	(47)	1,504	1,551	(47)	13,959
5030-00 · P/R - Health Insurance Expense	241	1,583	(1,342)	241	1,583	(1,342)	14,250
5040-00 · P/R - Workmans Comp	641	583	58	641	583	58	5,250
5060-00 · 401 (k)	507	417	90	507	417	90	3,750
5070-00 · Other Benefits and Expenses	0	83	(83)	0	83	(83)	750
5000-00 · Salaries & Wages - Other	13,402	15,510	(2,108)	13,402	15,510	(2,108)	139,591
Total 5000-00 · Salaries & Wages	16,295	19,728	(3,433)	16,295	19,728	(3,433)	177,550
5100-00 · Rent							
5110-00 · Utilities	312	667	(355)	312	667	(355)	6,000
5140-00 · Repairs & Maintenance	0	500	(500)	0	500	(500)	4,500
5150-00 · Office - Cleaning	0	208	(208)	0	208	(208)	1,875
5100-00 · Rent - Other	6,522	6,667	(145)	6,522	6,667	(145)	60,000
Total 5100-00 · Rent	6,833	8,042	(1,208)	6,833	8,042	(1,208)	72,375
5310-00 · Telephone							
5320-00 · Telephone	328	413	(84)	328	413	(84)	3,713
Total 5310-00 · Telephone	328	413	(84)	328	413	(84)	3,713
5420-00 · Mail - USPS	36	17	20	36	17	20	150
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	75	(75)	0	75	(75)	675
5520-00 · Supplies - Other	284	583	(300)	284	583	(300)	5,250
Total 5520-00 · Supplies	284	658	(375)	284	658	(375)	5,925
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	4	(4)	38
5710-00 · Taxes, Licenses & Fees	33	4	29	33	4	29	38
5740-00 · Equipment Rental/Leasing	56	63	(6)	56	63	(6)	563
5850-00 · Artist of Month - Commissions	670	167	503	670	167	503	1,500
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	1,667	(1,667)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	200	1,000	(800)	9,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	359	125	234	359	125	234	1,125
59900 · POS Inventory Adjustments	(23)	0	(23)	(23)	0	(23)	0
8100-01 · CGS - Other	10	0	10	10	0	10	0
8100-00 · Cost of Goods Sold - Other	10,868	3,000	7,868	10,868	3,000	7,868	29,750
Total 8100-00 · Cost of Goods Sold	11,213	3,125	8,088	11,213	3,125	8,088	30,875
8200-00 · Associate Relations	0	25	(25)	0	25	(25)	225
8500-00 · Credit Card Fees	526	282	244	526	282	244	2,797
8700-00 · Automobile Expenses	0	42	(42)	0	42	(42)	375
8750-00 · Meals/Meetings	0	17	(17)	0	17	(17)	150
8810-00 · Dues & Subscriptions	0	133	(133)	0	133	(133)	1,200
Total Expense	36,475	35,385	1,091	36,475	35,385	1,091	321,471
Net Ordinary Income	21,716	6,972	14,743	21,716	6,972	14,743	80,798
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,271	6,972	(1,702)	5,271	6,972	(1,702)	80,798
Total Other Expense	5,271	6,972	(1,702)	5,271	6,972	(1,702)	80,798
Net Other Income	(5,271)	(6,972)	1,702	(5,271)	(6,972)	1,702	(80,798)
Net Income	16,445	(0)	16,445	16,445	(0)	16,445	(0)

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

Accrual Basis

51 - TMPI

	Jul 21	Budget	\$ Over Bu...	Jul 21	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	26,222	26,222	0	26,222	26,222	0	141,237
Total Income	26,222	26,222	0	26,222	26,222	0	141,237
Gross Profit	26,222	26,222	0	26,222	26,222	0	141,237
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	223	768	(544)	223	768	(544)	7,363
5030-00 · P/R - Health Insurance Expense	154	1,000	(846)	154	1,000	(846)	9,590
5040-00 · P/R - Workmans Comp	18	25	(7)	18	25	(7)	240
5060-00 · 401 (k)	0	307	(307)	0	307	(307)	2,945
5070-00 · Other Benefits and Expenses	0	88	(88)	0	88	(88)	842
5000-00 · Salaries & Wages - Other	1,964	7,677	(5,714)	1,964	7,677	(5,714)	73,628
Total 5000-00 · Salaries & Wages	2,358	9,865	(7,507)	2,358	9,865	(7,507)	94,608
5100-00 · Rent							
5110-00 · Utilities	2	25	(23)	2	25	(23)	238
5140-00 · Repairs & Maintenance	0	17	(17)	0	17	(17)	158
5150-00 · Office - Cleaning	40	42	(2)	40	42	(2)	396
5100-00 · Rent - Other	356	375	(19)	356	375	(19)	3,563
Total 5100-00 · Rent	397	458	(61)	397	458	(61)	4,354
5310-00 · Telephone							
5320-00 · Telephone	45	134	(89)	45	134	(89)	1,275
Total 5310-00 · Telephone	45	134	(89)	45	134	(89)	1,275
5420-00 · Mail - USPS	2			2			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	1,250	(1,250)	0	1,250	(1,250)	1,250
5520-00 · Supplies - Other	1	5,000	(4,999)	1	5,000	(4,999)	5,000
Total 5520-00 · Supplies	1	6,250	(6,249)	1	6,250	(6,249)	6,250
5710-00 · Taxes, Licenses & Fees	10	13	(3)	10	13	(3)	120
5740-00 · Equipment Rental/Leasing	17	19	(2)	17	19	(2)	178
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	5,000	(5,000)	0	5,000	(5,000)	5,000
5921-00 · Professional Fees - Other	11,336	0	11,336	11,336	0	11,336	0
Total 5900-00 · Professional Fees	11,336	5,000	6,336	11,336	5,000	6,336	5,000
8700-00 · Automobile Expenses	0	42	(42)	0	42	(42)	400
8750-00 · Meals/Meetings	0	83	(83)	0	83	(83)	1,000
8810-00 · Dues & Subscriptions	2	42	(40)	2	42	(40)	400
Total Expense	14,168	21,905	(7,738)	14,168	21,905	(7,738)	113,584
Net Ordinary Income	12,054	4,316	7,738	12,054	4,316	7,738	27,653
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,491	4,316	174	4,491	4,316	174	27,653
Total Other Expense	4,491	4,316	174	4,491	4,316	174	27,653
Net Other Income	(4,491)	(4,316)	(174)	(4,491)	(4,316)	(174)	(27,653)
Net Income	7,563	0	7,563	7,563	0	7,563	(0)

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

Accrual Basis

60 - Membership

	Jul 21	Budget	\$ Over Budget	Jul 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	6,915	6,250	665	6,915	6,250	665	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	0	0	4,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	0	0	2,350
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	1,200
Total 4251-00 · Tues AM Breakfast Club	0	0	0	0	0	0	3,550
4250-00 · Revenues-Membership Activities - Other	600	0	600	600	0	600	0
Total 4250-00 · Revenues-Membership Activities	600	0	600	600	0	600	9,550
4253-00 · Revenue- Other	0	0	0	0	0	0	1,000
Total Income	7,515	6,250	1,265	7,515	6,250	1,265	66,800
Gross Profit	7,515	6,250	1,265	7,515	6,250	1,265	66,800
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	312	418	(106)	312	418	(106)	3,761
5030-00 · P/R - Health Insurance Expense	340	333	6	340	333	6	3,000
5040-00 · P/R - Workmans Comp	37	13	25	37	13	25	113
5060-00 · 401 (k)	110	167	(57)	110	167	(57)	1,504
5070-00 · Other Benefits and Expenses	0	54	(54)	0	54	(54)	488
5000-00 · Salaries & Wages - Other	3,895	4,179	(284)	3,895	4,179	(284)	37,611
Total 5000-00 · Salaries & Wages	4,694	5,164	(470)	4,694	5,164	(470)	46,477
5100-00 · Rent							
5110-00 · Utilities	12	25	(13)	12	25	(13)	225
5140-00 · Repairs & Maintenance	0	21	(21)	0	21	(21)	187
5150-00 · Office - Cleaning	43	42	1	43	42	1	375
5100-00 · Rent - Other	524	527	(3)	524	527	(3)	4,740
Total 5100-00 · Rent	579	614	(35)	579	614	(35)	5,528
5310-00 · Telephone							
5320-00 · Telephone	123	139	(16)	123	139	(16)	1,253
Total 5310-00 · Telephone	123	139	(16)	123	139	(16)	1,253
5420-00 · Mail - USPS	12	10	2	12	10	2	90
5520-00 · Supplies	6	167	(161)	6	167	(161)	1,500
5710-00 · Taxes, Licenses & Fees	11	4	7	11	4	7	38
5740-00 · Equipment Rental/Leasing	18	21	(3)	18	21	(3)	187
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	500
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	1,763
6442-00 · Public Relations/Website/Digita	1,238	500	738	1,238	500	738	4,500
6423-00 · Membership Activities - Other	295	417	(122)	295	417	(122)	3,750
Total 6423-00 · Membership Activities	1,533	917	616	1,533	917	616	10,513
8200-00 · Associate Relations	0	7	(7)	0	7	(7)	60
8500-00 · Credit Card Fees	46	50	(4)	46	50	(4)	450
8700-00 · Automobile Expenses	0	42	(42)	0	42	(42)	375
8750-00 · Meals/Meetings	111	33	77	111	33	77	300
8810-00 · Dues & Subscriptions	11	17	(6)	11	17	(6)	150
Total Expense	7,144	7,184	(40)	7,144	7,184	(40)	66,919
Net Ordinary Income	372	(934)	1,306	372	(934)	1,306	(119)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,516	1,416	100	1,516	1,416	100	16,521
Total Other Expense	1,516	1,416	100	1,516	1,416	100	16,521
Net Other Income	(1,516)	(1,416)	(100)	(1,516)	(1,416)	(100)	(16,521)
Net Income	(1,144)	(2,350)	1,205	(1,144)	(2,350)	1,205	(16,640)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

61 - Business Association Grant Funding

	Jul 21	Budget	\$ Over Budget	Jul 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	16,667	16,667	0	16,667	16,667	0	200,000
Total Income	16,667	16,667	0	16,667	16,667	0	200,000
Gross Profit	16,667	16,667	0	16,667	16,667	0	200,000
Expense							
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	0	8,333	(8,333)	0	8,333	(8,333)	100,000
6750-02 · Business Assn Grant - TCDA	0	8,333	(8,333)	0	8,333	(8,333)	100,000
Total 6750-00 · Business Association Grant	0	16,667	(16,667)	0	16,667	(16,667)	200,000
Total Expense	0	16,667	(16,667)	0	16,667	(16,667)	200,000
Net Ordinary Income	16,667	(0)	16,667	16,667	(0)	16,667	0
Net Income	16,667	(0)	16,667	16,667	(0)	16,667	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

80 - TOT Housing & Transportation

	Jul 21	Budget	\$ Over Budget	Jul 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	14,387	14,387	0	14,387	14,387	0	162,914
Total Income	14,387	14,387	0	14,387	14,387	0	162,914
Gross Profit	14,387	14,387	0	14,387	14,387	0	162,914
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0		(617)	0	617	(617)	7,400
5030-00 · P/R - Health Insurance Expense	0	1,000	(1,000)	0	1,000	(1,000)	12,000
5040-00 · P/R - Workmans Comp	0	21	(21)	0	21	(21)	250
5060-00 · 401 (k)	0	247	(247)	0	247	(247)	2,960
5070-00 · Other Benefits and Expenses	0	42	(42)	0	42	(42)	502
5000-00 · Salaries & Wages - Other	0	6,167	(6,167)	0	6,167	(6,167)	74,000
Total 5000-00 · Salaries & Wages	0	8,093	(8,093)	0	8,093	(8,093)	97,112
5100-00 · Rent							
5110-00 · Utilities	1	21	(20)	1	21	(20)	250
5140-00 · Repairs & Maintenance	0	13	(13)	0	13	(13)	150
5150-00 · Office - Cleaning	33	33	(0)	33	33	(0)	400
5100-00 · Rent - Other	296	313	(16)	296	313	(16)	3,750
Total 5100-00 · Rent	330	379	(49)	330	379	(49)	4,550
5310-00 · Telephone							
5320-00 · Telephone	26	58	(32)	26	58	(32)	700
Total 5310-00 · Telephone	26	58	(32)	26	58	(32)	700
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	4	(4)	50
5480-00 · Mail - Fed Ex	0	4	(4)	0	4	(4)	50
Total 5420-00 · Mail - USPS	0	8	(8)	0	8	(8)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	1,250	(1,250)	0	1,250	(1,250)	1,250
5520-00 · Supplies - Other	0	417	(417)	0	417	(417)	5,000
Total 5520-00 · Supplies	0	1,667	(1,667)	0	1,667	(1,667)	6,250
5710-00 · Taxes, Licenses & Fees	8	17	(8)	8	17	(8)	200
5740-00 · Equipment Rental/Leasing	14	63	(48)	14	63	(48)	750
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	833	(833)	0	833	(833)	10,000
Total 5900-00 · Professional Fees	0	833	(833)	0	833	(833)	10,000
8200-00 · Associate Relations	0	5	(5)	0	5	(5)	60
8600-00 · Additional Opportunitites	0	833	(833)	0	833	(833)	10,000
8700-00 · Automobile Expenses	0	42	(42)	0	42	(42)	500
8750-00 · Meals/Meetings	0	21	(21)	0	21	(21)	250
Total Expense	378	12,018	(11,640)	378	12,018	(11,640)	130,472
Net Ordinary Income	14,008	2,368	11,640	14,008	2,368	11,640	32,442
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,885	2,368	517	2,885	2,368	517	32,442
Total Other Expense	2,885	2,368	517	2,885	2,368	517	32,442
Net Other Income	(2,885)	(2,368)	(517)	(2,885)	(2,368)	(517)	(32,442)
Net Income	11,123	0	11,123	11,123	0	11,123	0