

# **North Lake Tahoe Resort Association**

Preliminary

Financial Statements for the Period Ending

March 31, 2021

# North Lake Tahoe Resort Association

## Balance Sheet

As of March 31, 2021

Accrual Basis

	Mar 31, 21	Mar 31, 20	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
1001-00 · Petty Cash	158	158	0	0%
1003-00 · Cash - Operations BOTW #6712	1,796,102	598,954	1,197,148	200%
1007-00 · Cash - Payroll BOTW #7421	6,259	2,949	3,311	112%
1008-00 · Marketing Reserve - Plumas	50,347	50,300	47	0%
1009-00 · Cash Flow Reserve - Plumas	100,945	100,801	144	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	51,333	98,395	(47,062)	(48)%
10950 · Cash in Drawer	139	139	(0)	0%
<b>Total Checking/Savings</b>	2,034,865	881,278	1,153,587	131%
<b>Accounts Receivable</b>				
1200-00 · Quickbooks Accounts Receivable	3,500	50,212	(46,712)	(93)%
1290-00 · A/R - TOT	292,229	230,261	61,969	27%
<b>Total Accounts Receivable</b>	295,729	280,472	15,257	5%
<b>Other Current Assets</b>				
1200-99 · AR Other	2,085	726	1,359	187%
1201-00 · Member Accounts Receivable				
1201-01 · Member AR - Member Dues	91,465	72,450	19,015	26%
1201-03 · Member AR - Other	1,205	2,100	(895)	(43)%
<b>Total 1201-00 · Member Accounts Receivable</b>	92,670	74,550	18,120	24%
1201-02 · Allowance for Doubtful Accounts	(53,561)	(2,775)	(50,786)	(1,830)%
12100 · Inventory Asset				
25300 · Gift Cards Outstanding	18	18	0	0%
12100 · Inventory Asset - Other	20,946	22,880	(1,934)	(9)%
<b>Total 12100 · Inventory Asset</b>	20,963	22,897	(1,934)	(9)%
1299 · Receivable from NLTC	11,636	0	11,636	100%
1490-00 · Security Deposits	1,150	1,150	0	0%
<b>Total Other Current Assets</b>	74,944	96,549	(21,604)	(22)%
<b>Total Current Assets</b>	2,405,539	1,258,299	1,147,240	91%
<b>Fixed Assets</b>				
1700-00 · Furniture & Fixtures	45,289	45,289	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(45,289)	0	0%
1740-00 · Computer Equipment	11,013	4,270	6,743	158%
1741-00 · Accum. Depr. - Computer Equip	(2,764)	(4,269)	1,505	35%
1750-00 · Computer Software	20,493	20,493	0	0%
1751-00 · Accum. Amort. - Software	(20,493)	(20,147)	(346)	(2)%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%
<b>Total Fixed Assets</b>	8,249	346	7,903	2,285%
<b>Other Assets</b>				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	269	11,946	(11,677)	(98)%
1430-00 · Prepaid 1st Class Postage	100	100	0	0%
1400-00 · Prepaid Expenses - Other	3,849	2,992	857	29%
<b>Total 1400-00 · Prepaid Expenses</b>	4,217	15,037	(10,820)	(72)%
<b>Total Other Assets</b>	4,217	15,037	(10,820)	(72)%
<b>TOTAL ASSETS</b>	<b>2,418,005</b>	<b>1,273,682</b>	<b>1,144,323</b>	<b>90%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				

**North Lake Tahoe Resort Association**  
**Balance Sheet**  
As of March 31, 2021

Accrual Basis

	Mar 31, 21	Mar 31, 20	\$ Change	% Change
2000-00 · Accounts Payable	34,387	41,558	(7,172)	(17)%
<b>Total Accounts Payable</b>	<b>34,387</b>	<b>41,558</b>	<b>(7,172)</b>	<b>(17)%</b>
<b>Other Current Liabilities</b>				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	16,640	15,983	657	4%
2101-00 · Incentive Payable	85,087	49,860	35,228	71%
2102-00 · Commissions Payable	30	7,286	(7,257)	(100)%
2120-00 · Empl. Federal Tax Payable	7,651	7,204	447	6%
2175-00 · 401 (k) Plan	4,422	2,299	2,123	92%
2180-00 · Estimated PTO Liability	54,845	36,333	18,512	51%
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>168,674</b>	<b>118,965</b>	<b>49,709</b>	<b>42%</b>
2190-00 · Sales and Use Tax Payable				
2195-00 · Use Tax Payable	0	10	(10)	(100)%
25500 · *Sales Tax Payable	862	1,035	(173)	(17)%
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>862</b>	<b>1,045</b>	<b>(183)</b>	<b>(18)%</b>
2300-00 · Marketing Cooperative Liabili	0	8,910	(8,910)	(100)%
2400-11 · Deferred Revenue - Marketing	0	37,000	(37,000)	(100)%
2400-60 · Deferred Revenue- Member Dues	80,233	81,245	(1,012)	(1)%
2500-00 · Deferred Revenue - TMBC	1,290	1,290	(0)	0%
2650-00 · Deferred Rev - Events	0	2,255	(2,255)	(100)%
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%
2900-00 · Due To/From County of Placer	384,939	19,871	365,068	1,837%
<b>Total Other Current Liabilities</b>	<b>1,161,303</b>	<b>620,886</b>	<b>540,417</b>	<b>87%</b>
<b>Total Current Liabilities</b>	<b>1,195,690</b>	<b>662,445</b>	<b>533,245</b>	<b>81%</b>
<b>Total Liabilities</b>	<b>1,195,690</b>	<b>662,445</b>	<b>533,245</b>	<b>81%</b>
<b>Equity</b>				
32000 · Unrestricted Net Assets	(10,145)	(17,007)	6,862	40%
3300-11 · Designated Marketing Reserve	324,590	308,202	16,388	5%
3301 · Cash Flow Reserve	100,248	100,248	0	0%
3302 · Marketing Cash Reserve	50,018	50,018	0	0%
Net Income	757,604	169,776	587,828	346%
<b>Total Equity</b>	<b>1,222,315</b>	<b>611,237</b>	<b>611,078</b>	<b>100%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>2,418,005</b>	<b>1,273,682</b>	<b>1,144,323</b>	<b>90%</b>

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

Accrual Basis

All Departments

	Mar 21	Budget	\$ Over Budget	Jul '20 - Mar ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	288,229	359,229	(71,000)	2,549,282	2,837,333	(288,051)	4,043,867
4200-00 · Membership Dues Revenue	11,591	10,417	1,175	104,184	93,750	10,434	125,000
<b>4250-00 · Revenues-Membership Activities</b>							
<b>4250-01 · Community Awards</b>							
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	1,500	(1,500)	0	4,500	(4,500)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
<b>4251-00 · Tues AM Breakfast Club</b>							
4251-01 · Tues AM Breakfast Club Sponsors	500	200	300	500	1,200	(700)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	550	(550)	0	2,350	(2,350)	4,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>500</b>	<b>750</b>	<b>(250)</b>	<b>500</b>	<b>3,550</b>	<b>(3,050)</b>	<b>6,000</b>
4250-00 · Revenues-Membership Activities - Other	2,320	0	2,320	5,490	0	5,490	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>2,820</b>	<b>2,250</b>	<b>570</b>	<b>5,990</b>	<b>9,550</b>	<b>(3,560)</b>	<b>72,500</b>
4253-00 · Revenue- Other	0	500	(500)	1,525	1,000	525	2,500
<b>46000 · Merchandise Sales</b>							
4502-00 · Non-Retail VIC income	170	0	170	1,983	0	1,983	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	4,908	5,000	(92)	68,097	59,500	8,597	85,000
<b>Total 46000 · Merchandise Sales</b>	<b>5,078</b>	<b>5,000</b>	<b>78</b>	<b>70,640</b>	<b>59,500</b>	<b>11,140</b>	<b>85,000</b>
4720-00 · Miscellaneous	2,279	0	2,279	10,278	0	10,278	0
<b>Total Income</b>	<b>309,998</b>	<b>377,396</b>	<b>(67,398)</b>	<b>2,741,899</b>	<b>3,001,133</b>	<b>(259,234)</b>	<b>4,328,867</b>
<b>Gross Profit</b>	<b>309,998</b>	<b>377,396</b>	<b>(67,398)</b>	<b>2,741,899</b>	<b>3,001,133</b>	<b>(259,234)</b>	<b>4,328,867</b>
<b>Expense</b>							
<b>5000-00 · Salaries &amp; Wages</b>							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	6,144	7,049	(905)	54,832	63,440	(8,607)	84,586
5030-00 · P/R - Health Insurance Expense	9,207	11,750	(2,543)	90,866	105,750	(14,884)	141,000
5040-00 · P/R - Workmans Comp	973	1,128	(155)	8,494	10,149	(1,655)	13,532
5060-00 · 401 (k)	1,739	3,308	(1,569)	16,614	29,775	(13,161)	39,700
5070-00 · Other Benefits and Expenses	562	428	134	3,366	3,851	(485)	5,135
5000-00 · Salaries & Wages - Other	93,403	94,593	(1,191)	753,392	851,341	(97,949)	1,135,121
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>112,028</b>	<b>118,256</b>	<b>(6,228)</b>	<b>929,669</b>	<b>1,064,306</b>	<b>(134,636)</b>	<b>1,419,074</b>
<b>5100-00 · Rent</b>							
5110-00 · Utilities	902	957	(54)	7,938	8,765	(827)	11,655
5140-00 · Repairs & Maintenance	1,282	888	393	5,877	7,995	(2,118)	10,660
5150-00 · Office - Cleaning	600	1,058	(458)	5,275	9,525	(4,250)	12,700
5100-00 · Rent - Other	13,365	12,819	546	120,119	114,342	5,777	152,798
<b>Total 5100-00 · Rent</b>	<b>16,149</b>	<b>15,722</b>	<b>427</b>	<b>139,210</b>	<b>140,627</b>	<b>(1,417)</b>	<b>187,813</b>
<b>5310-00 · Telephone</b>							
5320-00 · Telephone	3,810	1,924	1,886	21,672	17,316	4,357	23,088
<b>Total 5310-00 · Telephone</b>	<b>3,810</b>	<b>1,924</b>	<b>1,886</b>	<b>21,672</b>	<b>17,316</b>	<b>4,357</b>	<b>23,088</b>
<b>5420-00 · Mail - USPS</b>							
5510-00 · Insurance/Bonding	269	1,692	(1,423)	8,815	15,225	(6,411)	20,300
<b>5520-00 · Supplies</b>							
5525-00 · Supplies- Computer	1,377	287	1,090	7,221	2,580	4,641	3,440
5520-00 · Supplies - Other	4,611	7,598	(2,987)	18,525	68,381	(49,856)	91,174
<b>Total 5520-00 · Supplies</b>	<b>5,987</b>	<b>7,885</b>	<b>(1,897)</b>	<b>25,745</b>	<b>70,961</b>	<b>(45,215)</b>	<b>94,614</b>
5610-00 · Depreciation	153	0	153	917	0	917	0
5700-00 · Equipment Support & Maintenance	2,553	2,267	287	19,479	20,400	(921)	27,200
5710-00 · Taxes, Licenses & Fees	1,380	1,025	355	10,929	9,225	1,704	12,300
5740-00 · Equipment Rental/Leasing	484	969	(485)	3,872	8,723	(4,850)	11,630
5800-00 · Training Seminars	0	2,667	(2,667)	376	16,000	(15,624)	22,000
5850-00 · Artist of Month - Commissions	0	250	(250)	1,010	2,250	(1,240)	3,000
<b>5900-00 · Professional Fees</b>							
5910-00 · Professional Fees - Attorneys	0	750	(750)	2,380	6,750	(4,370)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	9,900	13,250	(3,351)	48,320	89,750	(41,431)	134,000
<b>Total 5900-00 · Professional Fees</b>	<b>9,900</b>	<b>14,000</b>	<b>(4,101)</b>	<b>72,500</b>	<b>122,500</b>	<b>(50,001)</b>	<b>169,000</b>
5941-00 · Research & Planning	0	6,250	(6,250)	0	36,250	(36,250)	55,000
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	(625)	10,000	(10,625)	(474)	23,750	(24,224)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	15,000	(15,000)	30,000
<b>Total 6020-00 · Programs</b>	<b>(625)</b>	<b>10,000</b>	<b>(10,625)</b>	<b>(474)</b>	<b>38,750</b>	<b>(39,224)</b>	<b>80,000</b>
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							

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

Accrual Basis

All Departments

	Mar 21	Budget	\$ Over Budget	Jul '20 - Mar ...	YTD Budget	\$ Over Budget	Annual Bud...
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	6,000	(6,000)	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	24,400	(24,400)	24,400
6421-17 · Enduro	0	0	0	0	31,500	(31,500)	31,500
6420-01 · Sponsorships - Other	0	50,000	(50,000)	0	100,000	(100,000)	240,800
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>0</b>	<b>207,300</b>	<b>(207,300)</b>	<b>529,000</b>
6421-00 · New Event Development	0	5,000	(5,000)	4,000	17,500	(13,500)	30,000
6424-00 · Event Operation Expenses	0	1,000	(1,000)	0	3,500	(3,500)	6,000
<b>Total 6420-00 · Events</b>	<b>0</b>	<b>56,000</b>	<b>(56,000)</b>	<b>4,000</b>	<b>228,300</b>	<b>(224,300)</b>	<b>565,000</b>
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	0	0	0	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	413	(413)	0	1,763	(1,763)	3,000
6442-00 · Public Relations/Website/Digita	644	417	227	5,283	3,750	1,533	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	3,750	(2,835)	5,000
<b>Total 6423-00 · Membership Activities</b>	<b>644</b>	<b>1,246</b>	<b>(602)</b>	<b>6,493</b>	<b>9,763</b>	<b>(3,270)</b>	<b>42,000</b>
6730-00 · Marketing Cooperative/Media	0	83,686	(83,686)	546,253	798,852	(252,599)	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	15,000	(15,000)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	448	23,000	(22,552)	4,116	163,000	(158,884)	232,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	13,409	7,000	6,409	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	7,000	(7,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	7,000	(7,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	7,000	(7,000)	10,000
6743-06 · COVID Summer Recovery Campaign	(14,507)	4,000	(18,507)	(14,507)	28,000	(42,507)	40,000
6743-07 · Winter Regional Campaign	0	0	0	17,277	0	17,277	0
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>(14,507)</b>	<b>8,000</b>	<b>(22,507)</b>	<b>16,178</b>	<b>56,000</b>	<b>(39,822)</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	395	11,250	(10,855)	15,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	50	125	(75)	1,118	1,125	(7)	1,500
59900 · POS Inventory Adjustments	0	0	0	583	0	583	0
8100-01 · CGS - Other	149	0	149	247	0	247	0
8100-00 · Cost of Goods Sold - Other	2,483	2,235	248	36,097	26,597	9,501	38,000
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>2,682</b>	<b>2,360</b>	<b>322</b>	<b>38,045</b>	<b>27,722</b>	<b>10,324</b>	<b>39,500</b>
8200-00 · Associate Relations	222	135	87	2,338	1,194	1,144	1,600
8300-00 · Board Functions	434	500	(66)	2,988	5,500	(2,512)	7,000
8500-00 · Credit Card Fees	258	235	23	2,988	2,797	192	5,850
8600-00 · Additional Opportunites	1,500	10,000	(8,500)	74,453	90,000	(15,547)	120,000
8700-00 · Automobile Expenses	230	466	(236)	1,891	4,053	(2,162)	5,450
8750-00 · Meals/Meetings	76	763	(686)	406	6,613	(6,206)	8,900
8810-00 · Dues & Subscriptions	2,996	1,513	1,483	10,976	13,360	(2,384)	17,900
8910-00 · Travel	134	2,500	(2,366)	134	5,000	(4,866)	12,600
8920-00 · Bad Debt	0	0	0	38,230	0	38,230	0
<b>Total Expense</b>	<b>147,404</b>	<b>376,352</b>	<b>(228,948)</b>	<b>1,984,436</b>	<b>3,002,075</b>	<b>(1,017,639)</b>	<b>4,299,338</b>
<b>Net Ordinary Income</b>	<b>162,593</b>	<b>1,043</b>	<b>161,550</b>	<b>757,464</b>	<b>(941)</b>	<b>758,405</b>	<b>29,529</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	15	0	15	140	0	140	0
<b>Total Other Income</b>	<b>15</b>	<b>0</b>	<b>15</b>	<b>140</b>	<b>0</b>	<b>140</b>	<b>0</b>
<b>Other Expense</b>							
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>15</b>	<b>0</b>	<b>15</b>	<b>140</b>	<b>0</b>	<b>140</b>	<b>(0)</b>
<b>Net Income</b>	<b>162,608</b>	<b>1,043</b>	<b>161,564</b>	<b>757,604</b>	<b>(941)</b>	<b>758,545</b>	<b>29,529</b>

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

Accrual Basis

July 2020 through March 2021

	Jul '20 - Mar 21	Jul '19 - Mar 20	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	2,549,282	2,829,952	(280,670)	(10)%
4200-00 · Membership Dues Revenue	104,184	101,115	3,069	3%
<b>4250-00 · Revenues-Membership Activities</b>				
4250-01 · Community Awards				
4250-05 · Sponsorships	0	1,405	(1,405)	(100)%
<b>Total 4250-01 · Community Awards</b>	0	1,405	(1,405)	(100)%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	500	3,325	(2,825)	(85)%
4251-00 · Tues AM Breakfast Club - Other	0	4,380	(4,380)	(100)%
<b>Total 4251-00 · Tues AM Breakfast Club</b>	500	7,705	(7,205)	(94)%
4250-00 · Revenues-Membership Activities - Other	5,490	7,806	(2,316)	(30)%
<b>Total 4250-00 · Revenues-Membership Activities</b>	5,990	16,916	(10,926)	(65)%
4253-00 · Revenue- Other	1,525	1,000	525	53%
4350-00 · Special Events (Marketing)	0	0	0	0%
<b>4600-00 · Commissions</b>				
4601-00 · Commissions - South Shore	0	10,138	(10,138)	(100)%
4600-00 · Commissions - Other	0	34,320	(34,320)	(100)%
<b>Total 4600-00 · Commissions</b>	0	44,459	(44,459)	(100)%
<b>46000 · Merchandise Sales</b>				
4502-00 · Non-Retail VIC income	1,983	9,867	(7,884)	(80)%
4504-00 · Retail Revenue - Other	560	0	560	100%
46000 · Merchandise Sales - Other	68,097	73,746	(5,649)	(8)%
<b>Total 46000 · Merchandise Sales</b>	70,640	83,613	(12,973)	(16)%
4720-00 · Miscellaneous	10,278	0	10,278	100%
<b>Total Income</b>	2,741,899	3,077,055	(335,156)	(11)%
<b>Cost of Goods Sold</b>				
52900 · Purchases - Resale Items	0	0	0	0%
<b>Total COGS</b>	0	0	0	0%
<b>Gross Profit</b>	2,741,899	3,077,055	(335,156)	(11)%
<b>Expense</b>				
<b>5000-00 · Salaries &amp; Wages</b>				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	15,512	(13,406)	(86)%
5020-00 · P/R - Tax Expense	54,832	55,344	(512)	(1)%
5030-00 · P/R - Health Insurance Expense	90,866	93,438	(2,572)	(3)%
5040-00 · P/R - Workmans Comp	8,494	7,187	1,306	18%
5060-00 · 401 (k)	16,614	24,699	(8,085)	(33)%
5070-00 · Other Benefits and Expenses	3,366	2,685	681	25%
5000-00 · Salaries & Wages - Other	753,392	648,217	105,175	16%
<b>Total 5000-00 · Salaries &amp; Wages</b>	929,669	847,083	82,587	10%
<b>5100-00 · Rent</b>				
5110-00 · Utilities	7,938	7,862	76	1%
5140-00 · Repairs & Maintenance	5,877	6,459	(582)	(9)%
5150-00 · Office - Cleaning	5,275	6,250	(975)	(16)%
5100-00 · Rent - Other	120,119	117,585	2,534	2%
<b>Total 5100-00 · Rent</b>	139,210	138,156	1,054	1%
<b>5310-00 · Telephone</b>				
5320-00 · Telephone	21,672	17,688	3,985	23%
<b>Total 5310-00 · Telephone</b>	21,672	17,688	3,985	23%
5420-00 · Mail - USPS	831	1,417	(586)	(41)%
5510-00 · Insurance/Bonding	8,815	9,673	(859)	(9)%
<b>5520-00 · Supplies</b>				
5525-00 · Supplies- Computer	7,221	794	6,426	809%
5520-00 · Supplies - Other	18,525	28,610	(10,086)	(35)%
<b>Total 5520-00 · Supplies</b>	25,745	29,405	(3,659)	(12)%
5610-00 · Depreciation	917	1,062	(145)	(14)%

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

Accrual Basis

July 2020 through March 2021

	Jul '20 - Mar 21	Jul '19 - Mar 20	\$ Change	% Change
5700-00 · Equipment Support & Maintenance	19,479	19,422	57	0%
5710-00 · Taxes, Licenses & Fees	10,929	9,482	1,447	15%
5740-00 · Equipment Rental/Leasing	3,872	6,676	(2,804)	(42)%
5800-00 · Training Seminars	376	4,513	(4,136)	(92)%
5850-00 · Artist of Month - Commissions	1,010	9,927	(8,917)	(90)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	2,380	4,320	(1,940)	(45)%
5920-00 · Professional Fees - Accountant	21,800	21,825	(25)	(0)%
5921-00 · Professional Fees - Other	48,320	91,498	(43,179)	(47)%
<b>Total 5900-00 · Professional Fees</b>	<b>72,500</b>	<b>117,643</b>	<b>(45,144)</b>	<b>(38)%</b>
6020-00 · Programs				
6016-00 · Special Event Partnership	(474)	19,000	(19,474)	(103)%
<b>Total 6020-00 · Programs</b>	<b>(474)</b>	<b>19,000</b>	<b>(19,474)</b>	<b>(103)%</b>
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	0	34,668	(34,668)	(100)%
6421-04 · Broken Arrow Skyrace	0	25,000	(25,000)	(100)%
6421-06 · Spartan	0	254,019	(254,019)	(100)%
6421-07 · Tahoe Lacrosse Tournament	0	6,000	(6,000)	(100)%
6421-10 · WinterWonderGrass - Tahoe	0	21,120	(21,120)	(100)%
6421-13 · Big Blue Adventure	0	0	0	0%
6421-16 · Mountain Travel Symposium	0	10,078	(10,078)	(100)%
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>350,885</b>	<b>(350,885)</b>	<b>(100)%</b>
6421-00 · New Event Development	4,000	0	4,000	100%
6424-00 · Event Operation Expenses	0	1,617	(1,617)	(100)%
<b>Total 6420-00 · Events</b>	<b>4,000</b>	<b>352,502</b>	<b>(348,502)</b>	<b>(99)%</b>
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	295	1,215	(920)	(76)%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	633	(633)	(100)%
6437-00 · Tuesday Morning Breakfast Club	0	2,724	(2,724)	(100)%
6442-00 · Public Relations/Website/Digita	5,283	4,179	1,104	26%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	915	1,894	(979)	(52)%
<b>Total 6423-00 · Membership Activities</b>	<b>6,493</b>	<b>10,645</b>	<b>(4,152)</b>	<b>(39)%</b>
6730-00 · Marketing Cooperative/Media	546,253	1,190,611	(644,358)	(54)%
6740-00 · Media/Collateral/Production	0	413	(413)	(100)%
6742-00 · Non-NLT Co-Op Marketing Program	4,116	9,529	(5,413)	(57)%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	13,409	10,557	2,852	27%
6743-03 · Winter Lakeside Campaign	0	19,788	(19,788)	(100)%
6743-04 · Summerlong Music Campaign	0	0	0	0%
6743-05 · Summer Mountain Campaign	0	(1,000)	1,000	100%
6743-06 · COVID Summer Recovery Campaign	(14,507)	0	(14,507)	(100)%
6743-07 · Winter Regional Campaign	17,277	0	17,277	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>16,178</b>	<b>29,345</b>	<b>(13,166)</b>	<b>(45)%</b>
7500-00 · Trade Shows/Travel	395	3,722	(3,327)	(89)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,118	885	233	26%
52500 · Purchase Discounts	0	(101)	101	100%
59900 · POS Inventory Adjustments	583	351	232	66%
8100-01 · CGS - Other	247	0	247	100%
8100-00 · Cost of Goods Sold - Other	36,097	39,399	(3,302)	(8)%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>38,045</b>	<b>40,535</b>	<b>(2,489)</b>	<b>(6)%</b>
8200-00 · Associate Relations	2,338	1,042	1,296	124%
8300-00 · Board Functions	2,988	21,334	(18,346)	(86)%
8500-00 · Credit Card Fees	2,988	4,568	(1,579)	(35)%
8600-00 · Additional Opportunites	74,453	0	74,453	100%
8700-00 · Automobile Expenses	1,891	1,967	(76)	(4)%
8750-00 · Meals/Meetings	406	1,346	(940)	(70)%
8810-00 · Dues & Subscriptions	10,976	5,583	5,393	97%
8910-00 · Travel	134	0	134	100%
8920-00 · Bad Debt	38,230	3,199	35,031	1,095%
<b>Total Expense</b>	<b>1,984,436</b>	<b>2,907,487</b>	<b>(923,051)</b>	<b>(32)%</b>

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

Accrual Basis

July 2020 through March 2021

	Jul '20 - Mar 21	Jul '19 - Mar 20	\$ Change	% Change
Net Ordinary Income	757,464	169,568	587,895	347%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	140	208	(67)	(32)%
Total Other Income	140	208	(67)	(32)%
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	140	208	(67)	(32)%
Net Income	<b>757,604</b>	<b>169,776</b>	<b>587,828</b>	<b>346%</b>



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

### 11 - Marketing

Accrual Basis

	Mar 21	Budget	\$ Over Budget	Jul '20 - Mar 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	194,785	265,785	(71,000)	1,761,183	2,049,233	(288,050)	2,983,682
4253-00 · Revenue- Other	0			1,525	0	1,525	0
4720-00 · Miscellaneous	0			1,250			
<b>Total Income</b>	<b>194,785</b>	<b>265,785</b>	<b>(71,000)</b>	<b>1,763,958</b>	<b>2,049,233</b>	<b>(285,275)</b>	<b>2,983,682</b>
<b>Gross Profit</b>	<b>194,785</b>	<b>265,785</b>	<b>(71,000)</b>	<b>1,763,958</b>	<b>2,049,233</b>	<b>(285,275)</b>	<b>2,983,682</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,242	1,667	(425)	13,397	15,000	(1,603)	20,000
5030-00 · P/R - Health Insurance Expense	3,446	4,000	(554)	30,030	36,000	(5,970)	48,000
5040-00 · P/R - Workmans Comp	350	125	225	3,422	1,125	2,297	1,500
5060-00 · 401 (k)	810	833	(23)	7,428	7,500	(72)	10,000
5070-00 · Other Benefits and Expenses	31	142	(110)	704	1,275	(571)	1,700
5000-00 · Salaries & Wages - Other	22,159	22,299	(140)	202,297	200,694	1,603	267,592
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>28,039</b>	<b>29,066</b>	<b>(1,027)</b>	<b>257,278</b>	<b>261,594</b>	<b>(4,316)</b>	<b>348,792</b>
5100-00 · Rent							
5110-00 · Utilities	129	140	(11)	1,285	1,415	(130)	1,855
5140-00 · Repairs & Maintenance	74	75	(1)	334	675	(341)	900
5150-00 · Office - Cleaning	180	250	(70)	1,692	2,250	(558)	3,000
5100-00 · Rent - Other	2,164	2,400	(236)	19,458	20,576	(1,119)	27,777
<b>Total 5100-00 · Rent</b>	<b>2,547</b>	<b>2,865</b>	<b>(318)</b>	<b>22,769</b>	<b>24,916</b>	<b>(2,147)</b>	<b>33,532</b>
5310-00 · Telephone							
5320-00 · Telephone	913	549	364	4,995	4,941	54	6,588
<b>Total 5310-00 · Telephone</b>	<b>913</b>	<b>549</b>	<b>364</b>	<b>4,995</b>	<b>4,941</b>	<b>54</b>	<b>6,588</b>
5420-00 · Mail - USPS	53	0	53	133	0	133	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			3,382	0	3,382	0
5520-00 · Supplies - Other	104	1,716	(1,612)	647	15,446	(14,798)	20,594
<b>Total 5520-00 · Supplies</b>	<b>104</b>	<b>1,716</b>	<b>(1,612)</b>	<b>4,030</b>	<b>15,446</b>	<b>(11,416)</b>	<b>20,594</b>
5700-00 · Equipment Support & Maintenance	0	13	(13)	0	113	(113)	150
5710-00 · Taxes, Licenses & Fees	0	13	(13)	79	113	(33)	150
5740-00 · Equipment Rental/Leasing	121	167	(46)	972	1,500	(528)	2,000
5800-00 · Training Seminars	0	750	(750)	0	6,750	(6,750)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,125	(1,125)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	10,125	(10,125)	13,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>1,250</b>	<b>(1,250)</b>	<b>0</b>	<b>11,250</b>	<b>(11,250)</b>	<b>15,000</b>
5941-00 · Research & Planning	0	5,000	(5,000)	0	25,000	(25,000)	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	(625)	10,000	(10,625)	(474)	23,750	(24,224)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	15,000	(15,000)	30,000
<b>Total 6020-00 · Programs</b>	<b>(625)</b>	<b>10,000</b>	<b>(10,625)</b>	<b>(474)</b>	<b>38,750</b>	<b>(39,224)</b>	<b>80,000</b>
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	6,000	(6,000)	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	24,400	(24,400)	24,400
6421-17 · Enduro	0	0	0	0	31,500	(31,500)	31,500
6420-01 · Sponsorships - Other	0	50,000	(50,000)	0	100,000	(100,000)	240,800
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>0</b>	<b>207,300</b>	<b>(207,300)</b>	<b>529,000</b>
6421-00 · New Event Development	0	5,000	(5,000)	4,000	17,500	(13,500)	30,000
6424-00 · Event Operation Expenses	0	1,000	(1,000)	0	3,500	(3,500)	6,000
<b>Total 6420-00 · Events</b>	<b>0</b>	<b>56,000</b>	<b>(56,000)</b>	<b>4,000</b>	<b>228,300</b>	<b>(224,300)</b>	<b>565,000</b>
6423-00 · Membership Activities							
6442-00 · Public Relations/Website/Digital	0			600			
<b>Total 6423-00 · Membership Activities</b>	<b>0</b>	<b></b>	<b></b>	<b>600</b>	<b></b>	<b></b>	<b></b>
6730-00 · Marketing Cooperative/Media	0	75,187	(75,187)	503,399	740,915	(237,516)	925,000
6742-00 · Non-NLT Co-Op Marketing Program	248	22,000	(21,752)	2,316	154,000	(151,684)	220,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	13,409	7,000	6,409	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	7,000	(7,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	7,000	(7,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	7,000	(7,000)	10,000
6743-06 · COVID Summer Recovery Campaign	(14,507)	4,000	(18,507)	(14,507)	28,000	(42,507)	40,000
6743-07 · Winter Regional Campaign	0	0	0	17,277	0	17,277	0
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>(14,507)</b>	<b>8,000</b>	<b>(22,507)</b>	<b>16,178</b>	<b>56,000</b>	<b>(39,822)</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0	0	0	395	0	395	0
8200-00 · Associate Relations	0	23	(23)	168	182	(14)	250
8600-00 · Additional Opportunit	850	7,917	(7,067)	68,603	71,250	(2,647)	95,000
8700-00 · Automobile Expenses	26	136	(110)	303	1,091	(788)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	2,000	(1,984)	2,750
8810-00 · Dues & Subscriptions	32	259	(227)	433	2,073	(1,640)	2,850
8910-00 · Travel	0	2,500	(2,500)	0	5,000	(5,000)	11,100
8920-00 · Bad Debt	0			556			
<b>Total Expense</b>	<b>17,800</b>	<b>223,660</b>	<b>(205,860)</b>	<b>886,749</b>	<b>1,651,182</b>	<b>(764,434)</b>	<b>2,459,256</b>
<b>Net Ordinary Income</b>	<b>176,985</b>	<b>42,125</b>	<b>134,860</b>	<b>877,210</b>	<b>398,051</b>	<b>479,159</b>	<b>524,426</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	15	0	15	140	0	140	0
<b>Total Other Income</b>	<b>15</b>	<b>0</b>	<b>15</b>	<b>140</b>	<b>0</b>	<b>140</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	39,069	42,125	(3,056)	317,524	398,051	(80,527)	524,426

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

Accrual Basis

**11 - Marketing**

	Mar 21	Budget	\$ Over Budget	Jul '20 - Mar 21	YTD Budget	\$ Over Budget	Annual Budget
Total Other Expense	39,069	42,125	(3,056)	317,524	398,051	(80,527)	524,426
Net Other Income	(39,054)	(42,125)	3,071	(317,384)	(398,051)	80,667	(524,426)
Net Income	<u>137,931</u>	<u>0</u>	<u>137,931</u>	<u>559,826</u>	<u>(0)</u>	<u>559,826</u>	<u>0</u>

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

Accrual Basis

30 - Conference

	Mar 21	Budget	\$ Over Budget	Jul '20 - Mar 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	34,884	34,884	0	289,837	289,837	0	384,054
<b>Total Income</b>	34,884	34,884	0	289,837	289,837	0	384,054
<b>Gross Profit</b>	34,884	34,884	0	289,837	289,837	0	384,054
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	1,130	1,157	(27)	10,550	10,415	136	13,886
5030-00 · P/R - Health Insurance Expense	2,227	2,042	185	20,165	18,375	1,790	24,500
5040-00 · P/R - Workmans Comp	250	167	83	2,234	1,500	734	2,000
5060-00 · 401 (k)	614	500	114	5,198	4,500	698	6,000
5070-00 · Other Benefits and Expenses	56	38	18	813	338	475	450
5000-00 · Salaries & Wages - Other	16,410	14,030	2,379	135,403	126,274	9,130	168,365
<b>Total 5000-00 · Salaries &amp; Wages</b>	20,686	17,933	2,752	176,469	161,401	15,068	215,201
5100-00 · Rent							
5110-00 · Utilities	92	75	17	866	675	191	900
5140-00 · Repairs & Maintenance	55	22	33	248	195	52	260
5150-00 · Office - Cleaning	133	142	(8)	1,172	1,275	(103)	1,700
5100-00 · Rent - Other	1,422	1,167	255	12,796	10,500	2,296	14,000
<b>Total 5100-00 · Rent</b>	1,702	1,405	297	15,082	12,645	2,437	16,860
5310-00 · Telephone							
5320-00 · Telephone	681	267	414	3,762	2,400	1,362	3,200
<b>Total 5310-00 · Telephone</b>	681	267	414	3,762	2,400	1,362	3,200
5420-00 · Mail - USPS	36	17	20	91	150	(59)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer	1,232	45	1,187	1,232	405	827	540
5520-00 · Supplies - Other	72	113	(41)	403	1,013	(610)	1,350
<b>Total 5520-00 · Supplies</b>	1,304	158	1,146	1,635	1,418	217	1,890
5710-00 · Taxes, Licenses & Fees	0	8	(8)	120	75	45	100
5740-00 · Equipment Rental/Leasing	62	83	(22)	452	750	(298)	1,000
5800-00 · Training Seminars	0	1,000	(1,000)	0	1,000	(1,000)	2,000
6730-00 · Marketing Cooperative/Media	0	8,499	(8,499)	42,853	57,937	(15,084)	75,000
8200-00 · Associate Relations	0	0	0	28	0	28	0
8750-00 · Meals/Meetings	0	29	(29)	0	263	(263)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	563	(563)	750
<b>Total Expense</b>	24,470	29,462	(4,991)	240,491	238,600	1,891	316,551
<b>Net Ordinary Income</b>	10,414	5,422	4,991	49,345	51,236	(1,891)	67,503
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	5,027	5,422	(396)	40,854	51,236	(10,382)	67,503
<b>Total Other Expense</b>	5,027	5,422	(396)	40,854	51,236	(10,382)	67,503
<b>Net Other Income</b>	(5,027)	(5,422)	396	(40,854)	(51,236)	10,382	(67,503)
<b>Net Income</b>	<b>5,387</b>	<b>(0)</b>	<b>5,387</b>	<b>8,491</b>	<b>(0)</b>	<b>8,491</b>	<b>0</b>

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

**42 - Visitor Center**

Accrual Basis

	Mar 21	Budget	\$ Over Budget	Jul '20 - Mar 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	38,807	38,807	0	345,101	345,102	(1)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	170	0	170	1,983	0	1,983	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	4,908	5,000	(92)	68,097	59,500	8,597	85,000
<b>Total 46000 · Merchandise Sales</b>	<b>5,078</b>	<b>5,000</b>	<b>78</b>	<b>70,640</b>	<b>59,500</b>	<b>11,140</b>	<b>85,000</b>
<b>Total Income</b>	<b>43,885</b>	<b>43,807</b>	<b>78</b>	<b>415,741</b>	<b>404,602</b>	<b>11,139</b>	<b>542,711</b>
<b>Gross Profit</b>	<b>43,885</b>	<b>43,807</b>	<b>78</b>	<b>415,741</b>	<b>404,602</b>	<b>11,139</b>	<b>542,711</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	738	1,292	(554)	7,493	11,625	(4,132)	15,500
5030-00 · P/R - Health Insurance Expense	1,221	1,583	(363)	10,572	14,250	(3,678)	19,000
5040-00 · P/R - Workmans Comp	247	433	(186)	3,029	3,900	(871)	5,200
5060-00 · 401 (k)	326	417	(90)	3,169	3,750	(581)	5,000
5070-00 · Other Benefits and Expenses	417	82	335	948	736	212	982
5000-00 · Salaries & Wages - Other	8,618	15,568	(6,950)	83,392	140,114	(56,722)	186,818
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>11,567</b>	<b>19,375</b>	<b>(7,808)</b>	<b>108,603</b>	<b>174,375</b>	<b>(65,772)</b>	<b>232,500</b>
5100-00 · Rent							
5110-00 · Utilities	490	583	(93)	3,985	5,250	(1,265)	7,000
5140-00 · Repairs & Maintenance	248	458	(211)	1,114	4,125	(3,011)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	3,225	(3,225)	4,300
5100-00 · Rent - Other	6,398	6,721	(323)	57,582	60,487	(2,905)	80,650
<b>Total 5100-00 · Rent</b>	<b>7,136</b>	<b>8,121</b>	<b>(985)</b>	<b>62,680</b>	<b>73,087</b>	<b>(10,407)</b>	<b>97,450</b>
5310-00 · Telephone							
5320-00 · Telephone	578	238	341	2,940	2,138	802	2,850
<b>Total 5310-00 · Telephone</b>	<b>578</b>	<b>238</b>	<b>341</b>	<b>2,940</b>	<b>2,138</b>	<b>802</b>	<b>2,850</b>
5420-00 · Mail - USPS	36	17	20	91	150	(59)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer	85	75	10	85	675	(590)	900
5520-00 · Supplies - Other	335	2,917	(2,582)	2,989	26,250	(23,261)	35,000
<b>Total 5520-00 · Supplies</b>	<b>420</b>	<b>2,992</b>	<b>(2,572)</b>	<b>3,074</b>	<b>26,925</b>	<b>(23,851)</b>	<b>35,900</b>
5610-00 · Depreciation	153	0	153	568	0	568	0
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	38	(38)	50
5710-00 · Taxes, Licenses & Fees	0	4	(4)	30	38	(8)	50
5740-00 · Equipment Rental/Leasing	95	129	(34)	768	1,163	(395)	1,550
5800-00 · Training Seminars	0	250	(250)	0	2,250	(2,250)	3,000
5850-00 · Artist of Month - Commissions	0	250	(250)	1,010	2,250	(1,240)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	15,000	(15,000)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,800	9,000	(7,200)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	50	125	(75)	1,118	1,125	(7)	1,500
59900 · POS Inventory Adjustments	0	0	0	583	0	583	0
8100-01 · CGS - Other	149	0	149	247	0	247	0
8100-00 · Cost of Goods Sold - Other	2,483	2,235	248	36,097	26,597	9,501	38,000
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>2,682</b>	<b>2,360</b>	<b>322</b>	<b>38,045</b>	<b>27,722</b>	<b>10,324</b>	<b>39,500</b>
8200-00 · Associate Relations	0	17	(17)	112	150	(38)	200
8500-00 · Credit Card Fees	149	235	(86)	2,564	2,797	(233)	4,000
8700-00 · Automobile Expenses	30	46	(16)	113	412	(299)	550
8750-00 · Meals/Meetings	0	33	(33)	58	300	(242)	400
8810-00 · Dues & Subscriptions	0	8	(8)	1,530	75	1,455	100
8910-00 · Travel	0	0	0	0	0	0	1,500
<b>Total Expense</b>	<b>23,046</b>	<b>36,745</b>	<b>(13,699)</b>	<b>223,987</b>	<b>337,868</b>	<b>(113,881)</b>	<b>454,800</b>
<b>Net Ordinary Income</b>	<b>20,839</b>	<b>7,062</b>	<b>13,777</b>	<b>191,754</b>	<b>66,734</b>	<b>125,020</b>	<b>87,911</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	7,227	7,062	165	58,736	66,734	(7,998)	87,921
<b>Total Other Expense</b>	<b>7,227</b>	<b>7,062</b>	<b>165</b>	<b>58,736</b>	<b>66,734</b>	<b>(7,998)</b>	<b>87,921</b>
<b>Net Other Income</b>	<b>(7,227)</b>	<b>(7,062)</b>	<b>(165)</b>	<b>(58,736)</b>	<b>(66,734)</b>	<b>7,998</b>	<b>(87,921)</b>
<b>Net Income</b>	<b>13,612</b>	<b>0</b>	<b>13,612</b>	<b>133,018</b>	<b>0</b>	<b>133,018</b>	<b>(10)</b>

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

Accrual Basis

51 - TMPI

	Mar 21	Budget	\$ Over Bu...	Jul '20 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	19,753	19,753	0	153,161	153,161	0	218,419
<b>Total Income</b>	19,753	19,753	0	153,161	153,161	0	218,419
<b>Gross Profit</b>	19,753	19,753	0	153,161	153,161	0	218,419
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	126	225	(99)	983	2,025	(1,042)	2,700
5030-00 · P/R - Health Insurance Expense	151	167	(16)	1,375	1,500	(125)	2,000
5040-00 · P/R - Workmans Comp	6	175	(169)	61	1,575	(1,514)	2,100
5060-00 · 401 (k)	0	167	(167)	0	1,500	(1,500)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	8	152	(145)	203
5000-00 · Salaries & Wages - Other	2,016	3,836	(1,819)	15,071	34,520	(19,449)	46,026
<b>Total 5000-00 · Salaries &amp; Wages</b>	2,301	4,586	(2,285)	17,498	41,272	(23,774)	55,029
5100-00 · Rent							
5110-00 · Utilities	5			40	0	40	0
5140-00 · Repairs & Maintenance	3			12	0	12	0
5150-00 · Office - Cleaning	7			59	0	59	0
5100-00 · Rent - Other	71	0	71	640	0	640	0
<b>Total 5100-00 · Rent</b>	85	0	85	751	0	751	0
5310-00 · Telephone							
5320-00 · Telephone	31	0	31	164	0	164	0
<b>Total 5310-00 · Telephone</b>	31	0	31	164	0	164	0
5420-00 · Mail - USPS	2			5	0	5	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			3	0	3	0
5520-00 · Supplies - Other	3,754	2,083	1,670	11,999	18,750	(6,751)	25,000
<b>Total 5520-00 · Supplies</b>	3,754	2,083	1,670	12,003	18,750	(6,747)	25,000
5710-00 · Taxes, Licenses & Fees	0			1			
5740-00 · Equipment Rental/Leasing	1			3	0	3	0
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	9,900	10,000	(101)	48,320	64,000	(15,681)	100,000
<b>Total 5900-00 · Professional Fees</b>	9,900	10,000	(101)	48,320	64,000	(15,681)	100,000
8700-00 · Automobile Expenses	12	0	12	65	0	65	0
8750-00 · Meals/Meetings	61	0	61	61	0	61	0
8810-00 · Dues & Subscriptions	2	0	2	63	0	63	0
8910-00 · Travel	13			13			
<b>Total Expense</b>	16,161	16,669	(508)	78,945	124,022	(45,077)	180,029
<b>Net Ordinary Income</b>	3,592	3,084	508	74,216	29,139	45,077	38,390
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	2,860	3,084	(223)	23,247	29,139	(5,892)	38,390
<b>Total Other Expense</b>	2,860	3,084	(223)	23,247	29,139	(5,892)	38,390
<b>Net Other Income</b>	(2,860)	(3,084)	223	(23,247)	(29,139)	5,892	(38,390)
<b>Net Income</b>	<b>731</b>	<b>(0)</b>	<b>731</b>	<b>50,969</b>	<b>(0)</b>	<b>50,969</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Mar 21	Budget	\$ Over Budget	Jul '20 - Mar 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,591	10,417	1,175	104,184	93,750	10,434	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	1,500	(1,500)	0	4,500	(4,500)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	500	200	300	500	1,200	(700)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	550	(550)	0	2,350	(2,350)	4,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>500</b>	<b>750</b>	<b>(250)</b>	<b>500</b>	<b>3,550</b>	<b>(3,050)</b>	<b>6,000</b>
4250-00 · Revenues-Membership Activities - Other	2,320	0	2,320	5,490	0	5,490	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>2,820</b>	<b>2,250</b>	<b>570</b>	<b>5,990</b>	<b>9,550</b>	<b>(3,560)</b>	<b>72,500</b>
4253-00 · Revenue- Other	0	500	(500)	0	1,000	(1,000)	2,500
<b>Total Income</b>	<b>14,411</b>	<b>13,167</b>	<b>1,245</b>	<b>110,174</b>	<b>104,300</b>	<b>5,874</b>	<b>200,000</b>
<b>Gross Profit</b>	<b>14,411</b>	<b>13,167</b>	<b>1,245</b>	<b>110,174</b>	<b>104,300</b>	<b>5,874</b>	<b>200,000</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	312	458	(146)	2,408	4,125	(1,717)	5,500
5030-00 · P/R - Health Insurance Expense	356	667	(310)	1,920	6,000	(4,080)	8,000
5040-00 · P/R - Workmans Comp	15	33	(18)	97	300	(203)	400
5060-00 · 401 (k)	137	142	(5)	752	1,275	(523)	1,700
5070-00 · Other Benefits and Expenses	0	33	(33)	19	300	(281)	400
5000-00 · Salaries & Wages - Other	4,640	5,333	(693)	29,511	48,000	(18,489)	64,000
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>5,461</b>	<b>6,667</b>	<b>(1,206)</b>	<b>34,708</b>	<b>60,000</b>	<b>(25,292)</b>	<b>80,000</b>
5100-00 · Rent							
5110-00 · Utilities	34	33	0	306	300	6	400
5140-00 · Repairs & Maintenance	23	8	15	105	75	30	100
5150-00 · Office - Cleaning	57	58	(2)	390	525	(135)	700
5100-00 · Rent - Other	565	638	(73)	5,062	5,738	(675)	7,650
<b>Total 5100-00 · Rent</b>	<b>678</b>	<b>737</b>	<b>(59)</b>	<b>5,864</b>	<b>6,637</b>	<b>(774)</b>	<b>8,850</b>
5310-00 · Telephone							
5320-00 · Telephone	205	121	84	1,044	1,087	(44)	1,450
<b>Total 5310-00 · Telephone</b>	<b>205</b>	<b>121</b>	<b>84</b>	<b>1,044</b>	<b>1,087</b>	<b>(44)</b>	<b>1,450</b>
5420-00 · Mail - USPS	12	10	2	29	90	(61)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			2	0	2	0
5520-00 · Supplies - Other	23	167	(143)	162	1,500	(1,338)	2,000
<b>Total 5520-00 · Supplies</b>	<b>23</b>	<b>167</b>	<b>(143)</b>	<b>164</b>	<b>1,500</b>	<b>(1,336)</b>	<b>2,000</b>
5710-00 · Taxes, Licenses & Fees	0			23	0	23	0
5740-00 · Equipment Rental/Leasing	64	173	(109)	549	1,560	(1,010)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	500	(500)	0	1,000	(1,000)	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>500</b>	<b>(500)</b>	<b>0</b>	<b>1,000</b>	<b>(1,000)</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	413	(413)	0	1,763	(1,763)	3,000
6442-00 · Public Relations/Website/Digita	644	417	227	4,683	3,750	933	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	3,750	(2,835)	5,000
<b>Total 6423-00 · Membership Activities</b>	<b>644</b>	<b>1,246</b>	<b>(602)</b>	<b>5,893</b>	<b>9,763</b>	<b>(3,870)</b>	<b>42,000</b>
8200-00 · Associate Relations	0	13	(13)	93	113	(20)	150
8500-00 · Credit Card Fees	109	0	109	425	0	425	1,850
8700-00 · Automobile Expenses	6	33	(27)	154	300	(146)	400
8750-00 · Meals/Meetings	1	33	(32)	8	300	(292)	400
8810-00 · Dues & Subscriptions	21	17	4	172	150	22	200
8910-00 · Travel	7			7			
8920-00 · Bad Debt	0	0	0	37,587	0	37,587	0
<b>Total Expense</b>	<b>7,231</b>	<b>9,717</b>	<b>(2,486)</b>	<b>86,718</b>	<b>82,500</b>	<b>4,218</b>	<b>140,500</b>
<b>Net Ordinary Income</b>	<b>7,180</b>	<b>3,450</b>	<b>3,730</b>	<b>23,457</b>	<b>21,800</b>	<b>1,656</b>	<b>59,500</b>
<b>Other Income/Expense</b>							
Other Expense							
8990-00 · Allocated	2,234	2,407	(173)	18,157	22,741	(4,584)	29,961
<b>Total Other Expense</b>	<b>2,234</b>	<b>2,407</b>	<b>(173)</b>	<b>18,157</b>	<b>22,741</b>	<b>(4,584)</b>	<b>29,961</b>

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

Accrual Basis

60 - Membership

	Mar 21	Budget	\$ Over Budget	Jul '20 - Mar 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Net Other Income</b>	(2,234)	(2,407)	173	(18,157)	(22,741)	4,584	(29,961)
<b>Net Income</b>	<u>4,946</u>	<u>1,043</u>	<u>3,903</u>	<u>5,299</u>	<u>(941)</u>	<u>6,240</u>	<u>29,539</u>

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

### 70 - Administration

Accrual Basis

	Mar 21	Budget	\$ Over Budget	Jul '20 - Mar 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
Income							
4720-00 · Miscellaneous	2,279	0	2,279	9,028	0	9,028	0
<b>Total Income</b>	<b>2,279</b>	<b>0</b>	<b>2,279</b>	<b>9,028</b>	<b>0</b>	<b>9,028</b>	<b>0</b>
<b>Gross Profit</b>	<b>2,279</b>	<b>0</b>	<b>2,279</b>	<b>9,028</b>	<b>0</b>	<b>9,028</b>	<b>0</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,596	2,250	346	20,001	20,250	(249)	27,000
5030-00 · P/R - Health Insurance Expense	1,806	3,292	(1,485)	26,804	29,625	(2,821)	39,500
5040-00 · P/R - Workmans Comp	105	194	(90)	(350)	1,749	(2,099)	2,332
5060-00 · 401 (k)	(148)	1,250	(1,398)	67	11,250	(11,183)	15,000
5070-00 · Other Benefits and Expenses	56	117	(60)	874	1,050	(176)	1,400
5000-00 · Salaries & Wages - Other	39,559	33,327	6,032	287,718	301,740	(14,022)	402,320
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>43,975</b>	<b>40,629</b>	<b>3,345</b>	<b>335,114</b>	<b>365,664</b>	<b>(30,550)</b>	<b>487,552</b>
5100-00 · Rent							
5110-00 · Utilities	153	125	28	1,457	1,125	332	1,500
5140-00 · Repairs & Maintenance	879	325	554	4,064	2,925	1,139	3,900
5150-00 · Office - Cleaning	223	250	(27)	1,962	2,250	(289)	3,000
5100-00 · Rent - Other	2,745	1,893	852	24,581	17,040	7,541	22,720
<b>Total 5100-00 · Rent</b>	<b>4,001</b>	<b>2,593</b>	<b>1,408</b>	<b>32,064</b>	<b>23,340</b>	<b>8,724</b>	<b>31,120</b>
5310-00 · Telephone							
5320-00 · Telephone	1,402	750	652	8,768	6,750	2,018	9,000
<b>Total 5310-00 · Telephone</b>	<b>1,402</b>	<b>750</b>	<b>652</b>	<b>8,768</b>	<b>6,750</b>	<b>2,018</b>	<b>9,000</b>
5420-00 · Mail - USPS	61	83	(22)	483	750	(267)	1,000
5510-00 · Insurance/Bonding	269	1,692	(1,423)	8,815	15,225	(6,411)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	60	167	(107)	2,517	1,500	1,017	2,000
5520-00 · Supplies - Other	324	603	(279)	2,324	5,423	(3,099)	7,230
<b>Total 5520-00 · Supplies</b>	<b>383</b>	<b>769</b>	<b>(386)</b>	<b>4,840</b>	<b>6,923</b>	<b>(2,082)</b>	<b>9,230</b>
5610-00 · Depreciation	0	0	0	349	0	349	0
5700-00 · Equipment Support & Maintenance	2,553	2,250	303	19,479	20,250	(771)	27,000
5710-00 · Taxes, Licenses & Fees	1,380	1,000	380	10,676	9,000	1,676	12,000
5740-00 · Equipment Rental/Leasing	142	417	(275)	1,128	3,750	(2,622)	5,000
5800-00 · Training Seminars	0	667	(667)	376	6,000	(5,624)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	2,380	5,625	(3,245)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	14,625	(14,625)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>2,250</b>	<b>(2,250)</b>	<b>24,180</b>	<b>46,250</b>	<b>(22,070)</b>	<b>53,000</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	11,250	(11,250)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	11,250	(11,250)	15,000
8200-00 · Associate Relations	222	83	139	1,936	750	1,186	1,000
8300-00 · Board Functions	434	500	(66)	2,988	5,500	(2,512)	7,000
8600-00 · Additional Opportunites	650	2,083	(1,433)	5,850	18,750	(12,900)	25,000
8700-00 · Automobile Expenses	155	250	(95)	1,256	2,250	(994)	3,000
8750-00 · Meals/Meetings	15	417	(402)	264	3,750	(3,486)	5,000
8810-00 · Dues & Subscriptions	2,941	1,167	1,775	8,778	10,500	(1,722)	14,000
8910-00 · Travel	114	0	114	114	0	114	0
8920-00 · Bad Debt	0	0	0	87	0	87	0
<b>Total Expense</b>	<b>58,696</b>	<b>60,100</b>	<b>(1,404)</b>	<b>467,546</b>	<b>567,902</b>	<b>(100,356)</b>	<b>748,202</b>
<b>Net Ordinary Income</b>	<b>(56,417)</b>	<b>(60,100)</b>	<b>3,683</b>	<b>(458,518)</b>	<b>(567,902)</b>	<b>109,384</b>	<b>(748,202)</b>
<b>Other Income/Expense</b>							
Other Expense							
8990-00 · Allocated	(56,417)	(60,100)	3,683	(458,518)	(567,902)	109,384	(748,202)
<b>Total Other Expense</b>	<b>(56,417)</b>	<b>(60,100)</b>	<b>3,683</b>	<b>(458,518)</b>	<b>(567,902)</b>	<b>109,384</b>	<b>(748,202)</b>
<b>Net Other Income</b>	<b>56,417</b>	<b>60,100</b>	<b>(3,683)</b>	<b>458,518</b>	<b>567,902</b>	<b>(109,384)</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>