

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

November 30, 2021

North Lake Tahoe Resort Association
Balance Sheet
As of November 30, 2021

	Nov 30, 21	Nov 30, 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	2,477,350	0	2,477,350	100%	1,965,992
1003-00 · Cash - Operations BOTW #6712	0	1,016,464	(1,016,464)	(100%)	(268,644)
1007-00 · Cash - Payroll BOTW #7421	24,050	4,065	19,985	492%	38,521
1008-00 · Marketing Reserve - Plumas	50,369	50,333	36	0%	50,356
1009-00 · Cash Flow Reserve - Plumas	101,018	100,902	116	0%	100,976
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	18,439	69,301	(50,862)	(73%)	39,803
10950 · Cash in Drawer	1,433	139	1,294	931%	139
Total Checking/Savings	2,702,399	1,270,944	1,431,455	113%	1,956,883
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	0	2,500	(2,500)	(100%)	1,000
1290-00 · A/R - TOT	268,879	480,122	(211,243)	(44%)	432,499
Total Accounts Receivable	268,879	482,622	(213,743)	(44%)	433,499
Other Current Assets					
1200-99 · AR Other	6,203	1,420	4,783	337%	2,442
12000 · Undeposited Funds	18	0	18	100%	
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	28,662	85,760	(57,098)	(67%)	17,025
1201-03 · Member AR - Other	555	1,550	(995)	(64%)	985
Total 1201-00 · Member Accounts Receivable	29,217	87,310	(58,093)	(67%)	18,010
1201-02 · Allowance for Doubtful Accounts	(9,523)	(24,987)	15,464	62%	(9,632)
12100 · Inventory Asset					
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	29,701	25,396	4,305	17%	26,867
Total 12100 · Inventory Asset	29,719	25,414	4,305	17%	26,885
1220-00 · AR TBID	1,943,011	0	1,943,011	100%	
1299 · Receivable from NLTMC	2,038	1,790	248	14%	5,932
1490-00 · Security Deposits	1,150	1,150	0	0%	1,150
Total Other Current Assets	2,001,833	92,097	1,909,736	2,074%	44,787
Total Current Assets	4,973,111	1,845,663	3,127,448	169%	2,435,169
Fixed Assets					
1700-00 · Furniture & Fixtures	43,330	45,289	(1,959)	(4%)	43,330
1701-00 · Accum. Depr. - Furn & Fix	(43,330)	(45,289)	1,959	4%	(43,330)
1740-00 · Computer Equipment	11,013	7,674	3,339	44%	11,013
1741-00 · Accum. Depr. - Computer Equip	(3,986)	(2,041)	(1,945)	(95%)	(3,222)
1750-00 · Computer Software	6,206	20,493	(14,287)	(70%)	6,206
1751-00 · Accum. Amort. - Software	(6,206)	(20,493)	14,287	70%	(6,206)
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	7,027	5,633	1,394	25%	7,791
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	6,434	14,723	(8,289)	(56%)	2,689

North Lake Tahoe Resort Association
Balance Sheet
As of November 30, 2021

	Nov 30, 21	Nov 30, 20	\$ Change	% Change	Jun 30, 21
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	9,201	11,429	(2,228)	(19%)	6,500
Total 1400-00 · Prepaid Expenses	15,735	26,252	(10,517)	(40%)	9,289
Total Other Assets	15,735	26,252	(10,517)	(40%)	9,289
TOTAL ASSETS	<u>4,995,873</u>	<u>1,877,548</u>	<u>3,118,325</u>	<u>166%</u>	<u>2,452,249</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	71,225	32,204	39,021	121%	69,892
Total Accounts Payable	71,225	32,204	39,021	121%	69,892
Other Current Liabilities					
2000-01 · Accounts Payable - Other	23,835	0	23,835	100%	22,140
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	13,122	23,603	(10,481)	(44%)	41,223
2101-00 · Incentive Payable	15,329	53,328	(37,999)	(71%)	44,055
2102-00 · Commissions Payable	0	3,500	(3,500)	(100%)	0
2120-00 · Empl. Federal Tax Payable	5,806	10,478	(4,672)	(45%)	3,379
2175-00 · 401 (k) Plan	3,569	5,342	(1,773)	(33%)	1,218
2180-00 · Estimated PTO Liability	45,948	54,845	(8,897)	(16%)	62,280
Total 21000 · Salaries/Wages/Payroll Liabilit	83,774	151,096	(67,322)	(45%)	152,155
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	0	551	(551)	(100%)	
25500 · *Sales Tax Payable	1,571	1,797	(226)	(13%)	1,418
2190-00 · Sales and Use Tax Payable - Other	0	(496)	496	100%	2,877
Total 2190-00 · Sales and Use Tax Payable	1,571	1,852	(281)	(15%)	4,295
2250-00 · Accrued Expenses					
					200,350
2250-01 · Business Association Grant	3,333	0	3,333	100%	
2250-00 · Accrued Expenses - Other	22,500	20,507	1,993	10%	
Total 2250-00 · Accrued Expenses	25,833	20,507	5,326	26%	
2400-60 · Deferred Revenue- Member Dues	23,287	33,024	(9,737)	(29%)	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	1,480,803	384,939	1,095,864	285%	1,480,803
Total Other Current Liabilities	2,165,698	1,118,013	1,047,685	94%	1,881,860
Total Current Liabilities	<u>2,236,923</u>	<u>1,150,217</u>	<u>1,086,706</u>	<u>94%</u>	<u>1,951,752</u>
Total Liabilities	2,236,923	1,150,217	1,086,706	94%	1,951,752
Equity					
32000 · Unrestricted Net Assets	17,781	(10,145)	27,926	275%	(10,736)
3300-11 · Designated Marketing Reserve	331,856	324,590	7,266	2%	331,856
3301 · Cash Flow Reserve	100,839	100,248	591	1%	100,839
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	2,258,453	262,619	1,995,834	760%	28,518
Total Equity	<u>2,758,947</u>	<u>727,330</u>	<u>2,031,617</u>	<u>279%</u>	<u>500,495</u>
TOTAL LIABILITIES & EQUITY	<u>4,995,870</u>	<u>1,877,547</u>	<u>3,118,323</u>	<u>166%</u>	<u>2,452,247</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Nov 21	Budget	\$ Over Bu...	Jul - Nov 21	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	268,879	268,879	0	1,386,038	1,527,288	(141,250)	3,395,286
4100-00 · TBID Assessment Revenue	469,712	469,712	(0)	1,943,011	1,530,775	412,235	4,689,362
4200-00 · Membership Dues Revenue	6,547	6,250	297	32,483	31,250	1,233	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	1,500	(1,500)	0	1,500	(1,500)	4,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	250	(250)	0	500	(500)	2,350
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	400	(400)	1,200
Total 4251-00 · Tues AM Breakfast Club	0	450	(450)	0	900	(900)	3,550
4250-00 · Revenues-Membership Activities - Other	150	0	150	1,570	0	1,570	0
Total 4250-00 · Revenues-Membership Activities	150	1,950	(1,800)	1,570	3,900	(2,330)	9,550
4253-00 · Revenue- Other	0	0	0	0	0	0	1,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	204	0	204	478	0	478	0
46000 · Merchandise Sales - Other	8,954	6,000	2,954	53,472	41,500	11,972	59,500
Total 46000 · Merchandise Sales	9,158	6,000	3,158	53,950	41,500	12,450	59,500
Total Income	754,446	752,791	1,655	3,417,052	3,134,714	282,338	8,210,947
Gross Profit	754,446	752,791	1,655	3,417,052	3,134,714	282,338	8,210,947
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,909	10,695	(7,787)	23,572	53,476	(29,904)	98,560
5030-00 · P/R - Health Insurance Expense	11,420	13,890	(2,469)	32,659	69,448	(36,789)	128,597
5040-00 · P/R - Workmans Comp	40	1,131	(1,091)	3,694	5,657	(1,963)	10,260
5060-00 · 401 (k)	1,344	3,834	(2,490)	8,470	19,170	(10,701)	35,428
5070-00 · Other Benefits and Expenses	106	646	(540)	1,625	3,231	(1,606)	5,993
5000-00 · Salaries & Wages - Other	41,008	108,002	(66,995)	331,910	540,011	(208,101)	995,051
Total 5000-00 · Salaries & Wages	56,827	138,199	(81,372)	401,930	690,993	(289,063)	1,273,889
5100-00 · Rent							
5110-00 · Utilities	2,100	1,113	988	6,123	5,563	561	10,088
5140-00 · Repairs & Maintenance	0	1,104	(1,104)	180	5,521	(5,341)	9,983
5150-00 · Office - Cleaning	1,375	929	446	3,925	4,646	(721)	8,483
5100-00 · Rent - Other	13,698	14,391	(693)	68,523	71,954	(3,432)	130,642
Total 5100-00 · Rent	17,173	17,537	(363)	78,751	87,683	(8,932)	159,197
5310-00 · Telephone							
5320-00 · Telephone	2,942	2,973	(32)	13,010	14,867	(1,857)	27,002
Total 5310-00 · Telephone	2,942	2,973	(32)	13,010	14,867	(1,857)	27,002
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	21	(21)	50
5480-00 · Mail - Fed Ex	0	4	(4)	233	21	213	50
5420-00 · Mail - USPS - Other	23	127	(103)	223	633	(410)	1,140
Total 5420-00 · Mail - USPS	23	135	(112)	457	675	(218)	1,240
5510-00 · Insurance/Bonding	3,162	1,250	1,912	6,678	6,250	428	11,250
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	492	(492)	135	7,458	(7,324)	9,425
5520-00 · Supplies - Other	1,239	1,779	(540)	5,310	13,896	(8,586)	22,263
Total 5520-00 · Supplies	1,239	2,271	(1,032)	5,445	21,354	(15,909)	31,688
5610-00 · Depreciation	153	153	0	764	764	0	1,375
5700-00 · Equipment Support & Maintenance	238	2,933	(2,695)	1,004	14,667	(13,663)	26,400
5710-00 · Taxes, Licenses & Fees	1,481	1,308	173	7,473	6,542	931	11,832
5740-00 · Equipment Rental/Leasing	2,977	435	2,542	6,909	2,177	4,732	4,116
5800-00 · Training Seminars	649	500	149	649	2,500	(1,851)	4,500
5850-00 · Artist of Month - Commissions	153	167	(14)	980	833	147	1,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	6,125	8,750	(2,625)	11,750
5920-00 · Professional Fees - Accountant	0	2,000	(2,000)	19,345	26,000	(6,655)	26,000
5921-00 · Professional Fees - Other	8,520	1,792	6,728	40,637	8,958	31,679	18,625
Total 5900-00 · Professional Fees	8,520	4,542	3,978	66,107	43,708	22,399	56,375
5941-00 · Research & Planning	0	1,250	(1,250)	0	6,250	(6,250)	11,250
6020-00 · Programs							

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Nov 21	Budget	\$ Over Bu...	Jul - Nov 21	YTD Budget	\$ Over Bu...	Annual Bu...
6016-00 · Special Event Partnership	220	0	220	220	0	220	50,000
6018-00 · Business Assoc. Grants	0	20,000	(20,000)	10,000	20,000	(10,000)	20,000
Total 6020-00 · Programs	220	20,000	(19,780)	10,220	20,000	(9,780)	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	5,000	400	4,600	25,400
6421-06 · Spartan	0	175,000	(175,000)	0	179,400	(179,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	8,000	(8,000)	8,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	25,000	(25,000)	25,400
6421-17 · Enduro	0	0	0	0	0	0	80,000
6421-18 · Sponsorships - Other	0	0	0	0	15,400	(15,400)	62,800
Total 6420-01 · Sponsorships	0	175,000	(175,000)	5,000	228,200	(223,200)	411,000
6421-00 · New Event Development	0	0	0	0	68,050	(68,050)	102,075
6424-00 · Event Operation Expenses	63	0	63	289	0	289	1,500
Total 6420-00 · Events	63	175,000	(174,937)	5,289	296,250	(290,961)	514,575
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	500
6437-00 · Tuesday Morning Breakfast Club	0	188	(188)	(500)	375	(875)	1,763
6442-00 · Public Relations/Website/Digita	2,157	500	1,657	3,995	2,500	1,495	4,500
6444-00 · Trades	0	0	0	295	0	295	0
6423-00 · Membership Activities - Other	0	417	(417)	403	2,083	(1,680)	3,750
Total 6423-00 · Membership Activities	2,157	1,104	1,053	4,193	5,458	(1,265)	10,513
6730-00 · Marketing Cooperative/Media	65,226	65,226	0	356,435	356,435	0	871,278
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	8,333	(8,333)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	11,215	6,000	5,215	26,951	30,000	(3,049)	54,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	2,500	2,000	500	2,500	6,000	(3,500)	14,000
6743-03 · Winter Lakeside Campaign	2,500	3,600	(1,100)	2,500	7,200	(4,700)	20,000
Total 6743-00 · BACC Marketing Programs	5,000	5,600	(600)	5,000	13,200	(8,200)	34,000
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	8,333	8,333	0	41,667	41,667	(0)	100,000
6750-02 · Business Assn Grant - TCDA	8,333	8,333	0	41,667	41,667	(0)	100,000
Total 6750-00 · Business Association Grant	16,667	16,667	0	83,333	83,333	(0)	200,000
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	8,333	(8,333)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	130	125	5	978	625	353	1,125
59900 · POS Inventory Adjustments	(3)	0	(3)	110	0	110	0
8100-01 · CGS - Other	0	0	0	10	0	10	0
8100-00 · Cost of Goods Sold - Other	4,574	3,000	1,574	27,146	20,750	6,396	29,750
Total 8100-00 · Cost of Goods Sold	4,701	3,125	1,576	28,243	21,375	6,868	30,875
8200-00 · Associate Relations	0	195	(195)	454	975	(521)	1,770
8300-00 · Board Functions	570	583	(13)	32,113	2,917	29,197	5,250
8500-00 · Credit Card Fees	257	332	(75)	1,576	2,201	(624)	3,247
8600-00 · Additional Opportunites	650	5,833	(5,183)	8,275	29,167	(20,892)	55,000
8700-00 · Automobile Expenses	0	542	(542)	379	2,708	(2,330)	5,025
8750-00 · Meals/Meetings	0	642	(642)	111	3,208	(3,098)	6,088
8810-00 · Dues & Subscriptions	737	1,275	(538)	4,999	6,375	(1,376)	11,500
8910-00 · Travel	0	417	(417)	303	2,083	(1,780)	3,750
8920-00 · Bad Debt	0	0	0	624	0	624	0
Total Expense	203,001	479,526	(276,526)	1,158,654	1,791,615	(632,961)	3,528,482
Net Ordinary Income	551,445	273,265	278,181	2,258,398	1,343,099	915,300	4,682,465
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	11	0	11	55	0	55	0
Total Other Income	11	0	11	55	0	55	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

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	<u>Nov 21</u>	<u>Budget</u>	<u>\$ Over Bu...</u>	<u>Jul - Nov 21</u>	<u>YTD Budget</u>	<u>\$ Over Bu...</u>	<u>Annual Bu...</u>
Net Other Income	11	(0)	11	55	(0)	55	(9,744)
Net Income	<u>551,456</u>	<u>273,264</u>	<u>278,191</u>	<u>2,258,453</u>	<u>1,343,099</u>	<u>915,355</u>	<u>4,672,721</u>

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
 July through November 2021

	Jul - Nov 21	Jul - Nov 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,386,038	1,201,425	184,614	15%
4100-00 · TBID Assessment Revenue	1,943,011	0	1,943,011	100%
4200-00 · Membership Dues Revenue	32,483	56,660	(24,177)	(43)%
4250-00 · Revenues-Membership Activities	1,570	2,255	(685)	(30)%
4253-00 · Revenue- Other	0	1,525	(1,525)	(100)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	478	1,255	(777)	(62)%
4504-00 · Retail Revenue - Other	0	560	(560)	(100)%
46000 · Merchandise Sales - Other	53,472	52,513	959	2%
Total 46000 · Merchandise Sales	53,950	54,328	(378)	(1)%
Total Income	3,417,052	1,316,192	2,100,860	160%
Gross Profit	3,417,052	1,316,192	2,100,860	160%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	0	2,106	(2,106)	(100)%
5020-00 · P/R - Tax Expense	23,572	27,709	(4,137)	(15)%
5030-00 · P/R - Health Insurance Expense	32,659	49,542	(16,883)	(34)%
5040-00 · P/R - Workmans Comp	3,694	2,924	770	26%
5060-00 · 401 (k)	8,470	7,517	952	13%
5070-00 · Other Benefits and Expenses	1,625	1,964	(339)	(17)%
5000-00 · Salaries & Wages - Other	331,910	415,059	(83,150)	(20)%
Total 5000-00 · Salaries & Wages	401,930	506,822	(104,892)	(21)%
5100-00 · Rent				
5110-00 · Utilities	6,123	4,007	2,117	53%
5140-00 · Repairs & Maintenance	180	750	(570)	(76)%
5150-00 · Office - Cleaning	3,925	2,750	1,175	43%
5100-00 · Rent - Other	68,523	66,912	1,611	2%
Total 5100-00 · Rent	78,751	74,419	4,332	6%
5310-00 · Telephone				
5320-00 · Telephone	13,010	11,469	1,541	13%
Total 5310-00 · Telephone	13,010	11,469	1,541	13%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	233	0	233	100%
5420-00 · Mail - USPS - Other	223	431	(208)	(48)%
Total 5420-00 · Mail - USPS	457	431	26	6%
5510-00 · Insurance/Bonding	6,678	4,583	2,095	46%
5520-00 · Supplies				
5525-00 · Supplies- Computer	135	1,610	(1,475)	(92)%
5520-00 · Supplies - Other	5,310	6,018	(708)	(12)%
Total 5520-00 · Supplies	5,445	7,629	(2,184)	(29)%
5610-00 · Depreciation	764	194	570	293%
5700-00 · Equipment Support & Maintenance	1,004	14,035	(13,031)	(93)%
5710-00 · Taxes, Licenses & Fees	7,473	4,107	3,366	82%
5740-00 · Equipment Rental/Leasing	6,909	2,173	4,736	218%
5800-00 · Training Seminars	649	66	583	882%
5850-00 · Artist of Month - Commissions	980	918	62	7%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	6,125	1,380	4,745	344%
5920-00 · Professional Fees - Accountant	19,345	17,000	2,345	14%
5921-00 · Professional Fees - Other	40,637	24,960	15,677	63%
Total 5900-00 · Professional Fees	66,107	43,340	22,767	53%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
 July through November 2021

	Jul - Nov 21	Jul - Nov 20	\$ Change	% Change
6020-00 · Programs				
6016-00 · Special Event Partnership	220	131	90	69%
6018-00 · Business Assoc. Grants	10,000	0	10,000	100%
Total 6020-00 · Programs	10,220	131	10,090	7,721%
6420-00 · Events				
6420-01 · Sponsorships				
6421-04 · Broken Arrow Skyrace	5,000	0	5,000	100%
Total 6420-01 · Sponsorships	5,000	0	5,000	100%
6421-00 · New Event Development	0	4,000	(4,000)	(100)%
6424-00 · Event Operation Expenses	289	0	289	100%
Total 6420-00 · Events	5,289	4,000	1,289	32%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	0	295	(295)	(100)%
6437-00 · Tuesday Morning Breakfast Club	(500)	0	(500)	(100)%
6442-00 · Public Relations/Website/Digital	3,995	3,154	841	27%
6444-00 · Trades	295	0	295	100%
6423-00 · Membership Activities - Other	403	915	(512)	(56)%
Total 6423-00 · Membership Activities	4,193	4,364	(171)	(4)%
6730-00 · Marketing Cooperative/Media	356,435	263,148	93,287	36%
6742-00 · Non-NLT Co-Op Marketing Program	26,951	1,652	25,299	1,532%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	2,500	0	2,500	100%
6743-03 · Winter Lakeside Campaign	2,500	0	2,500	100%
Total 6743-00 · BACC Marketing Programs	5,000	0	5,000	100%
6750-00 · Business Association Grant				
6750-01 · Business Assn Grant - NTBA	41,667	0	41,667	100%
6750-02 · Business Assn Grant - TCDA	41,667	0	41,667	100%
Total 6750-00 · Business Association Grant	83,333	0	83,333	100%
7500-00 · Trade Shows/Travel	0	395	(395)	(100)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	978	997	(19)	(2)%
59900 · POS Inventory Adjustments	110	478	(368)	(77)%
8100-01 · CGS - Other	10	58,178	(58,168)	(100)%
8100-00 · Cost of Goods Sold - Other	27,146	27,796	(650)	(2)%
Total 8100-00 · Cost of Goods Sold	28,243	87,449	(59,206)	(68)%
8200-00 · Associate Relations	454	1,260	(806)	(64)%
8300-00 · Board Functions	32,113	1,914	30,199	1,578%
8500-00 · Credit Card Fees	1,576	2,238	(662)	(30)%
8600-00 · Additional Opportunitites	8,275	11,760	(3,485)	(30)%
8700-00 · Automobile Expenses	379	1,289	(910)	(71)%
8750-00 · Meals/Meetings	111	247	(136)	(55)%
8810-00 · Dues & Subscriptions	4,999	3,342	1,658	50%
8910-00 · Travel	303	0	303	100%
8920-00 · Bad Debt	624	285	339	119%
Total Expense	1,158,654	1,053,657	104,997	10%
Net Ordinary Income	2,258,398	262,535	1,995,863	760%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	55	84	(29)	(34)%
Total Other Income	55	84	(29)	(34)%
Other Expense				

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
July through November 2021

	<u>Jul - Nov 21</u>	<u>Jul - Nov 20</u>	<u>\$ Change</u>	<u>% Change</u>
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	55	84	(29)	(34)%
Net Income	<u>2,258,453</u>	<u>262,619</u>	<u>1,995,835</u>	<u>760%</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

	Nov 21	Budget	\$ Over Budget	Jul - Nov 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	141,891	141,891	0	742,322	883,572	(141,250)	2,188,080
Total Income	141,891	141,891	0	742,322	883,572	(141,250)	2,188,080
Gross Profit	141,891	141,891	0	742,322	883,572	(141,250)	2,188,080
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	681	2,393	(1,712)	5,100	11,964	(6,863)	21,534
5030-00 · P/R - Health Insurance Expense	995	4,120	(3,125)	10,537	20,600	(10,063)	37,080
5040-00 · P/R - Workmans Comp	(17)	129	(146)	634	644	(10)	1,159
5060-00 · 401 (k)	401	957	(556)	2,805	4,785	(1,980)	8,614
5070-00 · Other Benefits and Expenses	50	121	(72)	992	606	386	1,092
5000-00 · Salaries & Wages - Other	12,977	23,927	(10,950)	80,335	119,635	(39,300)	215,344
Total 5000-00 · Salaries & Wages	15,087	31,647	(16,560)	100,403	158,235	(57,831)	284,822
5100-00 · Rent							
5110-00 · Utilities	282	125	157	868	625	243	1,125
5140-00 · Repairs & Maintenance	0	75	(75)	0	375	(375)	675
5150-00 · Office - Cleaning	363	188	175	975	938	38	1,688
5100-00 · Rent - Other	1,858	2,083	(226)	9,289	10,417	(1,128)	18,750
Total 5100-00 · Rent	2,502	2,471	31	11,132	12,354	(1,222)	22,237
5310-00 · Telephone							
5320-00 · Telephone	591	578	13	2,733	2,892	(159)	5,205
Total 5310-00 · Telephone	591	578	13	2,733	2,892	(159)	5,205
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			85			
5420-00 · Mail - USPS - Other	0	0	0	53	0	53	0
Total 5420-00 · Mail - USPS	0	0	0	137	0	137	0
5510-00 · Insurance/Bonding	0			87			
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	417	(417)	40	2,083	(2,044)	3,750
5520-00 · Supplies - Other	103	0	103	390	0	390	0
Total 5520-00 · Supplies	103	417	(314)	430	2,083	(1,654)	3,750
5700-00 · Equipment Support & Maintenance	0	13	(13)	0	63	(63)	113
5710-00 · Taxes, Licenses & Fees	0	13	(13)	48	63	(15)	113
5740-00 · Equipment Rental/Leasing	0	83	(83)	378	417	(39)	750
5800-00 · Training Seminars	649	0	649	649	0	649	0
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	625	(625)	1,125
5921-00 · Professional Fees - Other	0	125	(125)	0	625	(625)	1,125
Total 5900-00 · Professional Fees	0	250	(250)	0	1,250	(1,250)	2,250
6020-00 · Programs							
6016-00 · Special Event Partnership	220	0	220	220	0	220	50,000
6018-00 · Business Assoc. Grants	0	20,000	(20,000)	10,000	20,000	(10,000)	20,000
Total 6020-00 · Programs	220	20,000	(19,780)	10,220	20,000	(9,780)	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	5,000	400	4,600	25,400
6421-06 · Spartan	0	175,000	(175,000)	0	179,400	(179,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	8,000	(8,000)	8,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	25,000	(25,000)	25,400
6421-17 · Enduro	0	0	0	0	0	0	80,000
6421-18 · Sponsorships - Other	0	0	0	0	15,400	(15,400)	62,800
Total 6420-01 · Sponsorships	0	175,000	(175,000)	5,000	228,200	(223,200)	411,000
6421-00 · New Event Development	0	0	0	0	68,050	(68,050)	102,075
6424-00 · Event Operation Expenses	63	0	63	289	0	289	1,500
Total 6420-00 · Events	63	175,000	(174,937)	5,289	296,250	(290,961)	514,575
6730-00 · Marketing Cooperative/Media	57,487	57,487	0	317,741	317,741	0	801,630
6742-00 · Non-NLT Co-Op Marketing Program	11,015	5,000	6,015	25,951	25,000	951	45,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	2,500	2,000	500	2,500	6,000	(3,500)	14,000
6743-03 · Winter Lakeside Campaign	2,500	3,600	(1,100)	2,500	7,200	(4,700)	20,000
Total 6743-00 · BACC Marketing Programs	5,000	5,600	(600)	5,000	13,200	(8,200)	34,000
8200-00 · Associate Relations	0	21	(21)	41	104	(63)	187
8600-00 · Additional Opportunities	0	4,167	(4,167)	5,025	20,833	(15,808)	37,500
8700-00 · Automobile Expenses	0	125	(125)	181	625	(444)	1,125
8750-00 · Meals/Meetings	0	42	(42)	0	208	(208)	375
8810-00 · Dues & Subscriptions	45	83	(38)	174	417	(242)	750
8910-00 · Travel	0	417	(417)	303	2,083	(1,780)	3,750

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

	Nov 21	Budget	\$ Over Budget	Jul - Nov 21	YTD Budget	\$ Over Budget	Annual Budget
Total Expense	92,763	303,413	(210,650)	485,922	873,818	(387,896)	1,828,132
Net Ordinary Income	49,128	(161,522)	210,650	256,400	9,755	246,646	359,948
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	11	0	11	55	0	55	0
Total Other Income	11	0	11	55	0	55	0
Other Expense							
8990-00 · Allocated	27,519	33,478	(5,959)	206,918	184,755	22,163	359,948
Total Other Expense	27,519	33,478	(5,959)	206,918	184,755	22,163	359,948
Net Other Income	(27,508)	(33,478)	5,970	(206,863)	(184,755)	(22,108)	(359,948)
Net Income	21,620	(195,000)	216,620	49,537	(175,000)	224,537	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

30 - Conference

	Nov 21	Budget	\$ Over Bud...	Jul - Nov 21	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	41,970	41,970	0	208,685	208,685	0	360,285
Total Income	41,970	41,970	0	208,685	208,685	0	360,285
Gross Profit	41,970	41,970	0	208,685	208,685	0	360,285
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	179	1,747	(1,569)	1,867	8,737	(6,871)	15,727
5030-00 · P/R - Health Insurance Expense	1,341	2,103	(762)	3,147	10,515	(7,368)	18,926
5040-00 · P/R - Workmans Comp	(7)	167	(173)	247	833	(586)	1,500
5060-00 · 401 (k)	81	417	(336)	997	2,083	(1,086)	3,750
5070-00 · Other Benefits and Expenses	16	75	(59)	79	375	(296)	675
5000-00 · Salaries & Wages - Other	2,025	17,474	(15,450)	26,901	87,371	(60,471)	157,268
Total 5000-00 · Salaries & Wages	3,635	21,983	(18,348)	33,238	109,915	(76,676)	197,846
5100-00 · Rent							
5110-00 · Utilities	194	83	111	602	417	186	750
5140-00 · Repairs & Maintenance	0	63	(63)	0	313	(313)	563
5150-00 · Office - Cleaning	250	125	125	673	625	48	1,125
5100-00 · Rent - Other	1,186	1,333	(148)	5,929	6,667	(738)	12,000
Total 5100-00 · Rent	1,630	1,604	26	7,204	8,021	(817)	14,437
5310-00 · Telephone							
5320-00 · Telephone	367	417	(49)	1,727	2,083	(356)	3,750
Total 5310-00 · Telephone	367	417	(49)	1,727	2,083	(356)	3,750
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			137			
5420-00 · Mail - USPS - Other	0	17	(17)	36	83	(47)	150
Total 5420-00 · Mail - USPS	0	17	(17)	173	83	90	150
5510-00 · Insurance/Bonding	0			60			
5520-00 · Supplies	28	113	(85)	226	563	(336)	1,013
5710-00 · Taxes, Licenses & Fees	0	8	(8)	53	42	11	75
5740-00 · Equipment Rental/Leasing	0	63	(63)	262	313	(51)	563
5800-00 · Training Seminars	0	83	(83)	0	417	(417)	750
6730-00 · Marketing Cooperative/Media	7,739	7,739	0	38,693	38,693	0	69,648
8200-00 · Associate Relations	0	13	(13)	80	63	18	113
8750-00 · Meals/Meetings	0	29	(29)	0	146	(146)	263
Total Expense	13,398	32,067	(18,669)	81,717	160,337	(78,620)	288,607
Net Ordinary Income	28,571	9,902	18,669	126,968	48,348	78,620	71,678
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,782	9,902	(5,121)	35,954	48,348	(12,394)	71,678
Total Other Expense	4,782	9,902	(5,121)	35,954	48,348	(12,394)	71,678
Net Other Income	(4,782)	(9,902)	5,121	(35,954)	(48,348)	12,394	(71,678)
Net Income	23,790	(0)	23,790	91,014	(0)	91,014	(0)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	Nov 21	Budget	\$ Over Budget	Jul - Nov 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	40,312	40,312	0	197,315	197,315	0	342,770
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	204	0	204	478	0	478	0
46000 · Merchandise Sales - Other	8,954	6,000	2,954	53,472	41,500	11,972	59,500
Total 46000 · Merchandise Sales	9,158	6,000	3,158	53,950	41,500	12,450	59,500
Total Income	49,470	46,312	3,158	251,264	238,815	12,450	402,270
Gross Profit	49,470	46,312	3,158	251,264	238,815	12,450	402,270
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	717	1,551	(834)	5,091	7,755	(2,664)	13,959
5030-00 · P/R - Health Insurance Expense	6,969	1,583	5,386	6,674	7,917	(1,243)	14,250
5040-00 · P/R - Workmans Comp	24	583	(559)	1,828	2,917	(1,089)	5,250
5060-00 · 401 (k)	308	417	(108)	2,038	2,083	(45)	3,750
5070-00 · Other Benefits and Expenses	16	83	(67)	49	417	(368)	750
5000-00 · Salaries & Wages - Other	8,029	15,510	(7,481)	52,118	77,550	(25,433)	139,591
Total 5000-00 · Salaries & Wages	16,064	19,728	(3,664)	67,798	98,639	(30,841)	177,550
5100-00 · Rent							
5110-00 · Utilities	1,033	667	366	2,865	3,333	(468)	6,000
5140-00 · Repairs & Maintenance	0	500	(500)	0	2,500	(2,500)	4,500
5150-00 · Office - Cleaning	0	208	(208)	225	1,042	(817)	1,875
5100-00 · Rent - Other	6,522	6,667	(145)	32,608	33,333	(726)	60,000
Total 5100-00 · Rent	7,554	8,042	(487)	35,698	40,208	(4,510)	72,375
5310-00 · Telephone							
5320-00 · Telephone	392	413	(20)	1,752	2,063	(310)	3,713
Total 5310-00 · Telephone	392	413	(20)	1,752	2,063	(310)	3,713
5420-00 · Mail - USPS	0	17	(17)	36	83	(47)	150
5510-00 · Insurance/Bonding	0			60			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	75	(75)	0	375	(375)	675
5520-00 · Supplies - Other	517	583	(66)	2,613	2,917	(304)	5,250
Total 5520-00 · Supplies	517	658	(141)	2,613	3,292	(679)	5,925
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	21	(21)	38
5710-00 · Taxes, Licenses & Fees	0	4	(4)	376	21	355	38
5740-00 · Equipment Rental/Leasing	0	63	(63)	262	313	(51)	563
5850-00 · Artist of Month - Commissions	153	167	(14)	980	833	147	1,500
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	8,333	(8,333)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,000	5,000	(4,000)	9,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	130	125	5	978	625	353	1,125
59900 · POS Inventory Adjustments	(3)	0	(3)	110	0	110	0
8100-01 · CGS - Other	0	0	0	10	0	10	0
8100-00 · Cost of Goods Sold - Other	4,574	3,000	1,574	27,146	20,750	6,396	29,750
Total 8100-00 · Cost of Goods Sold	4,701	3,125	1,576	28,243	21,375	6,868	30,875
8200-00 · Associate Relations	0	25	(25)	154	125	29	225
8500-00 · Credit Card Fees	237	282	(45)	1,377	1,951	(574)	2,797
8700-00 · Automobile Expenses	0	42	(42)	0	208	(208)	375
8750-00 · Meals/Meetings	0	17	(17)	0	83	(83)	150
8810-00 · Dues & Subscriptions	0	133	(133)	0	667	(667)	1,200
Total Expense	29,819	35,385	(5,565)	140,349	183,214	(42,866)	321,471
Net Ordinary Income	19,651	10,927	8,724	110,916	55,600	55,316	80,798
Other Income/Expense							
Other Expense							
8990-00 · Allocated	7,736	10,927	(3,191)	58,168	55,600	2,568	80,798
Total Other Expense	7,736	10,927	(3,191)	58,168	55,600	2,568	80,798
Net Other Income	(7,736)	(10,927)	3,191	(58,168)	(55,600)	(2,568)	(80,798)
Net Income	11,915	(0)	11,915	52,748	(0)	52,748	(0)

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
51 - TMPI

	Nov 21	Budget	\$ Over ...	Jul - No...	YTD Bu...	\$ Over ...	Annual ...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	13,946	13,946	0	82,809	82,809	0	141,237
Total Income	13,946	13,946	0	82,809	82,809	0	141,237
Gross Profit	13,946	13,946	0	82,809	82,809	0	141,237
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	768	(768)	201	3,839	(3,638)	7,363
5030-00 · P/R - Health Insurance Expense	0	1,000	(1,000)	133	5,000	(4,867)	9,590
5040-00 · P/R - Workmans Comp	(3)	25	(28)	50	125	(75)	240
5060-00 · 401 (k)	0	307	(307)	0	1,535	(1,535)	2,945
5070-00 · Other Benefits and Expenses	0	88	(88)	1	439	(438)	842
5000-00 · Salaries & Wages - Other	0	7,677	(7,677)	1,354	38,387	(37,033)	73,628
Total 5000-00 · Salaries & Wages	(3)	9,865	(9,868)	1,738	49,325	(47,586)	94,608
5100-00 · Rent							
5110-00 · Utilities	58	25	33	167	125	42	238
5140-00 · Repairs & Maintenance	0	17	(17)	0	83	(83)	158
5150-00 · Office - Cleaning	75	42	33	202	208	(7)	396
5100-00 · Rent - Other	356	375	(19)	1,779	1,875	(96)	3,563
Total 5100-00 · Rent	489	458	31	2,147	2,292	(144)	4,354
5310-00 · Telephone							
5320-00 · Telephone	103	134	(32)	412	671	(259)	1,275
Total 5310-00 · Telephone	103	134	(32)	412	671	(259)	1,275
5420-00 · Mail - USPS	0			2			
5510-00 · Insurance/Bonding	0			18			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	0	1,250	(1,250)	1,250
5520-00 · Supplies - Other	8	0	8	63	5,000	(4,937)	5,000
Total 5520-00 · Supplies	8	0	8	63	6,250	(6,187)	6,250
5710-00 · Taxes, Licenses & Fees	0	13	(13)	10	63	(53)	120
5740-00 · Equipment Rental/Leasing	0	19	(19)	313	94	219	178
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	0	5,000	(5,000)	5,000
5921-00 · Professional Fees - Other	0	0	0	11,954	0	11,954	0
Total 5900-00 · Professional Fees	0	0	0	11,954	5,000	6,954	5,000
8700-00 · Automobile Expenses	0	42	(42)	0	208	(208)	400
8750-00 · Meals/Meetings	0	83	(83)	0	417	(417)	1,000
8810-00 · Dues & Subscriptions	0	42	(42)	5	208	(203)	400
Total Expense	597	10,655	(10,059)	16,663	64,527	(47,865)	113,584
Net Ordinary Income	13,349	3,290	10,059	66,146	18,282	47,865	27,653
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,124	3,290	(2,166)	8,455	18,282	(9,827)	27,653
Total Other Expense	1,124	3,290	(2,166)	8,455	18,282	(9,827)	27,653
Net Other Income	(1,124)	(3,290)	2,166	(8,455)	(18,282)	9,827	(27,653)
Net Income	<u>12,225</u>	<u>(0)</u>	<u>12,225</u>	<u>57,691</u>	<u>(0)</u>	<u>57,692</u>	<u>(0)</u>

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
52 - TBID Assessment**

	<u>Nov 21</u>	<u>Budget</u>	<u>\$ Over Bud...</u>	<u>Jul - Nov 21</u>	<u>YTD Budget</u>	<u>\$ Over Bud...</u>	<u>Annual Bud...</u>
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	<u>469,712</u>	<u>469,712</u>	<u>(0)</u>	<u>1,943,011</u>	<u>1,530,775</u>	<u>412,235</u>	<u>4,689,362</u>
Total Income	<u>469,712</u>	<u>469,712</u>	<u>(0)</u>	<u>1,943,011</u>	<u>1,530,775</u>	<u>412,235</u>	<u>4,689,362</u>
Gross Profit	<u>469,712</u>	<u>469,712</u>	<u>(0)</u>	<u>1,943,011</u>	<u>1,530,775</u>	<u>412,235</u>	<u>4,689,362</u>
Net Ordinary Income	<u>469,712</u>	<u>469,712</u>	<u>(0)</u>	<u>1,943,011</u>	<u>1,530,775</u>	<u>412,235</u>	<u>4,689,362</u>
Net Income	<u>469,712</u>	<u>469,712</u>	<u>(0)</u>	<u>1,943,011</u>	<u>1,530,775</u>	<u>412,235</u>	<u>4,689,362</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

60 - Membership

	Nov 21	Budget	\$ Over Budget	Jul - Nov 21	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	6,547	6,250	297	32,483	31,250	1,233	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	1,500	(1,500)	0	1,500	(1,500)	4,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	250	(250)	0	500	(500)	2,350
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	400	(400)	1,200
Total 4251-00 · Tues AM Breakfast Club	0	450	(450)	0	900	(900)	3,550
4250-00 · Revenues-Membership Activities - Other	150	0	150	1,570	0	1,570	0
Total 4250-00 · Revenues-Membership Activities	150	1,950	(1,800)	1,570	3,900	(2,330)	9,550
4253-00 · Revenue- Other	0	0	0	0	0	0	1,000
Total Income	6,697	8,200	(1,503)	34,053	35,150	(1,097)	66,800
Gross Profit	6,697	8,200	(1,503)	34,053	35,150	(1,097)	66,800
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	289	418	(129)	1,222	2,090	(868)	3,761
5030-00 · P/R - Health Insurance Expense	218	333	(116)	1,138	1,667	(529)	3,000
5040-00 · P/R - Workmans Comp	11	13	(2)	140	63	77	113
5060-00 · 401 (k)	0	167	(167)	135	836	(701)	1,504
5070-00 · Other Benefits and Expenses	0	54	(54)	0	271	(270)	488
5000-00 · Salaries & Wages - Other	2,987	4,179	(1,192)	15,495	20,895	(5,400)	37,611
Total 5000-00 · Salaries & Wages	3,504	5,164	(1,660)	18,129	25,820	(7,691)	46,477
5100-00 · Rent							
5110-00 · Utilities	63	25	38	201	125	76	225
5140-00 · Repairs & Maintenance	0	21	(21)	0	104	(104)	187
5150-00 · Office - Cleaning	81	42	40	219	208	10	375
5100-00 · Rent - Other	524	527	(3)	2,619	2,633	(14)	4,740
Total 5100-00 · Rent	668	614	54	3,039	3,071	(32)	5,528
5310-00 · Telephone							
5320-00 · Telephone	141	139	2	641	696	(55)	1,253
Total 5310-00 · Telephone	141	139	2	641	696	(55)	1,253
5420-00 · Mail - USPS	0	10	(10)	12	50	(38)	90
5510-00 · Insurance/Bonding	0			20			
5520-00 · Supplies	9	167	(158)	73	833	(760)	1,500
5710-00 · Taxes, Licenses & Fees	0	4	(4)	11	21	(10)	38
5740-00 · Equipment Rental/Leasing	0	21	(21)	84	104	(20)	187
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	500
6437-00 · Tuesday Morning Breakfast Club	0	188	(188)	(500)	375	(875)	1,763
6442-00 · Public Relations/Website/Digita	2,157	500	1,657	3,995	2,500	1,495	4,500
6444-00 · Trades	0	0	0	295	0	295	0
6423-00 · Membership Activities - Other	0	417	(417)	403	2,083	(1,680)	3,750
Total 6423-00 · Membership Activities	2,157	1,104	1,053	4,193	5,458	(1,265)	10,513
8200-00 · Associate Relations	0	7	(7)	164	33	131	60
8500-00 · Credit Card Fees	20	50	(30)	180	250	(70)	450
8700-00 · Automobile Expenses	0	42	(42)	106	208	(103)	375
8750-00 · Meals/Meetings	0	33	(33)	111	167	(56)	300
8810-00 · Dues & Subscriptions	10	17	(6)	54	83	(30)	150
8920-00 · Bad Debt	0	0	0	325	0	325	0
Total Expense	6,510	7,372	(862)	27,140	36,795	(9,655)	66,919
Net Ordinary Income	187	828	(641)	6,913	(1,645)	8,558	(119)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,444	2,276	(832)	10,857	11,031	(174)	16,521
Total Other Expense	1,444	2,276	(832)	10,857	11,031	(174)	16,521
Net Other Income	(1,444)	(2,276)	832	(10,857)	(11,031)	174	(16,521)
Net Income	(1,257)	(1,448)	191	(3,945)	(12,677)	8,732	(16,640)

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

61 - Business Association Grant Funding

	Nov 21	Budget	\$ Over Budget	Jul - Nov 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	16,667	16,667	(0)	83,333	83,333	(0)	200,000
Total Income	16,667	16,667	(0)	83,333	83,333	(0)	200,000
Gross Profit	16,667	16,667	(0)	83,333	83,333	(0)	200,000
Expense							
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	8,333	8,333	0	41,667	41,667	(0)	100,000
6750-02 · Business Assn Grant - TCDA	8,333	8,333	0	41,667	41,667	(0)	100,000
Total 6750-00 · Business Association Grant	16,667	16,667	0	83,333	83,333	(0)	200,000
Total Expense	16,667	16,667	0	83,333	83,333	(0)	200,000
Net Ordinary Income	0	0	(0)	(0)	(0)	0	0
Net Income	0	0	(0)	(0)	(0)	0	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
80 - TOT Housing & Transportation

	Nov 21	Budget	\$ Over Budget	Jul - Nov 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	14,094	14,094	0	71,574	71,574	0	162,914
Total Income	14,094	14,094	0	71,574	71,574	0	162,914
Gross Profit	14,094	14,094	0	71,574	71,574	0	162,914
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	617	(617)	0	3,083	(3,083)	7,400
5030-00 · P/R - Health Insurance Expense	0	1,000	(1,000)	0	5,000	(5,000)	12,000
5040-00 · P/R - Workmans Comp	0	21	(21)	0	104	(104)	250
5060-00 · 401 (k)	0	247	(247)	0	1,233	(1,233)	2,960
5070-00 · Other Benefits and Expenses	0	42	(42)	0	209	(209)	502
5000-00 · Salaries & Wages - Other	0	6,167	(6,167)	0	30,833	(30,833)	74,000
Total 5000-00 · Salaries & Wages	0	8,093	(8,093)	0	40,463	(40,463)	97,112
5100-00 · Rent							
5110-00 · Utilities	49	21	28	137	104	33	250
5140-00 · Repairs & Maintenance	0	13	(13)	0	63	(63)	150
5150-00 · Office - Cleaning	63	33	29	168	167	2	400
5100-00 · Rent - Other	296	313	(16)	1,482	1,563	(80)	3,750
Total 5100-00 · Rent	407	379	28	1,787	1,896	(109)	4,550
5310-00 · Telephone							
5320-00 · Telephone	86	58	27	332	292	40	700
Total 5310-00 · Telephone	86	58	27	332	292	40	700
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	21	(21)	50
5480-00 · Mail - Fed Ex	0	4	(4)	0	21	(21)	50
Total 5420-00 · Mail - USPS	0	8	(8)	0	42	(42)	100
5510-00 · Insurance/Bonding	0			15			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	0	1,250	(1,250)	1,250
5520-00 · Supplies - Other	7	417	(410)	52	2,083	(2,032)	5,000
Total 5520-00 · Supplies	7	417	(410)	52	3,333	(3,282)	6,250
5710-00 · Taxes, Licenses & Fees	0	17	(17)	8	83	(75)	200
5740-00 · Equipment Rental/Leasing	0	63	(63)	60	313	(252)	750
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	833	(833)	0	4,167	(4,167)	10,000
Total 5900-00 · Professional Fees	0	833	(833)	0	4,167	(4,167)	10,000
8200-00 · Associate Relations	0	5	(5)	0	25	(25)	60
8600-00 · Additional Opportunit	0	833	(833)	0	4,167	(4,167)	10,000
8700-00 · Automobile Expenses	0	42	(42)	0	208	(208)	500
8750-00 · Meals/Meetings	0	21	(21)	0	104	(104)	250
Total Expense	500	10,768	(10,269)	2,254	55,092	(52,838)	130,472
Net Ordinary Income	13,594	3,325	10,269	69,320	16,482	52,838	32,442
Other Income/Expense							
Other Expense							
8990-00 · Allocated	123	3,325	(3,203)	923	16,482	(15,559)	32,442
Total Other Expense	123	3,325	(3,203)	923	16,482	(15,559)	32,442
Net Other Income	(123)	(3,325)	3,203	(923)	(16,482)	15,559	(32,442)
Net Income	13,471	0	13,471	68,397	0	68,397	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

70 - Administration

	Nov 21	Budget	\$ Over Budget	Jul - Nov 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,043	3,202	(2,159)	10,091	16,009	(5,917)	28,816
5030-00 · P/R - Health Insurance Expense	1,898	3,750	(1,852)	11,032	18,750	(7,718)	33,750
5040-00 · P/R - Workmans Comp	32	194	(162)	795	972	(177)	1,749
5060-00 · 401 (k)	553	1,323	(769)	2,494	6,614	(4,120)	11,904
5070-00 · Other Benefits and Expenses	24	183	(159)	503	914	(411)	1,645
5000-00 · Salaries & Wages - Other	14,989	33,068	(18,078)	155,708	165,339	(9,631)	297,610
Total 5000-00 · Salaries & Wages	18,540	41,719	(23,179)	180,622	208,597	(27,974)	375,474
5100-00 · Rent							
5110-00 · Utilities	422	167	256	1,283	833	449	1,500
5140-00 · Repairs & Maintenance	0	417	(417)	180	2,083	(1,903)	3,750
5150-00 · Office - Cleaning	544	292	252	1,463	1,458	5	2,625
5100-00 · Rent - Other	2,957	3,093	(136)	14,817	15,467	(649)	27,840
Total 5100-00 · Rent	3,923	3,968	(45)	17,743	19,842	(2,098)	35,715
5310-00 · Telephone							
5320-00 · Telephone	1,262	1,234	28	5,413	6,171	(758)	11,108
Total 5310-00 · Telephone	1,262	1,234	28	5,413	6,171	(758)	11,108
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	12	0	12	0
5420-00 · Mail - USPS - Other	23	83	(60)	84	417	(333)	750
Total 5420-00 · Mail - USPS	23	83	(60)	96	417	(321)	750
5510-00 · Insurance/Bonding	3,162	1,250	1,912	6,418	6,250	168	11,250
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	95	2,500	(2,405)	2,500
5520-00 · Supplies - Other	567	500	67	1,893	2,500	(607)	4,500
Total 5520-00 · Supplies	567	500	67	1,988	5,000	(3,012)	7,000
5610-00 · Depreciation	153	153	0	764	764	0	1,375
5700-00 · Equipment Support & Maintenance	238	2,917	(2,679)	1,004	14,583	(13,579)	26,250
5710-00 · Taxes, Licenses & Fees	1,481	1,250	231	6,967	6,250	717	11,250
5740-00 · Equipment Rental/Leasing	2,977	125	2,852	5,550	625	4,925	1,125
5800-00 · Training Seminars	0	417	(417)	0	2,083	(2,083)	3,750
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	6,125	3,125	3,000	5,625
5920-00 · Professional Fees - Accountant	0	2,000	(2,000)	19,345	26,000	(6,655)	26,000
5921-00 · Professional Fees - Other	8,520	833	7,687	28,684	4,167	24,517	7,500
Total 5900-00 · Professional Fees	8,520	3,458	5,062	54,154	33,292	20,862	39,125
5941-00 · Research & Planning	0	1,250	(1,250)	0	6,250	(6,250)	11,250
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	8,333	(8,333)	15,000
8200-00 · Associate Relations	0	125	(125)	16	625	(609)	1,125
8300-00 · Board Functions	570	583	(13)	32,113	2,917	29,197	5,250
8500-00 · Credit Card Fees	0			20			
8600-00 · Additional Opportunit	650	833	(183)	3,250	4,167	(917)	7,500
8700-00 · Automobile Expenses	0	250	(250)	92	1,250	(1,158)	2,250
8750-00 · Meals/Meetings	0	417	(417)	0	2,083	(2,083)	3,750
8810-00 · Dues & Subscriptions	682	1,000	(318)	4,766	5,000	(234)	9,000
8920-00 · Bad Debt	0	0	0	299	0	299	0
Total Expense	42,747	63,200	(20,453)	321,276	334,498	(13,222)	579,296
Net Ordinary Income	(42,747)	(63,200)	20,453	(321,276)	(334,498)	13,222	(579,296)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(42,728)	(63,200)	20,472	(321,276)	(334,498)	13,222	(579,296)
Total Other Expense	(42,728)	(63,200)	20,472	(321,276)	(334,498)	13,222	(579,296)
Net Other Income	42,728	63,200	(20,472)	321,276	334,498	(13,222)	579,296
Net Income	(20)	0	(20)	0	0	0	0