

North Lake Tahoe Resort Association
Balance Sheet
As of September 30, 2018

	<u>Sep 30, 18</u>	<u>Sep 30, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	441	630	(189)	(30%)	289
1003-00 · Cash - Operations BOTW #6712	862,419	725,995	136,424	19%	619,232
1007-00 · Cash - Payroll BOTW #7421	38,483	8,328	30,155	362%	6,195
1008-00 · Marketing Reserve - Plumas	50,187	50,112	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,500	100,299	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	151,539	167,258	(15,719)	(9%)	88,355
10950 · Cash in Drawer	2,349	1,266	1,083	86%	597
Total Checking/Savings	<u>1,235,500</u>	<u>1,083,470</u>	<u>152,030</u>	<u>14%</u>	<u>894,867</u>
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	22,629	30,381	(7,752)	(26%)	0
1210-00 · A/R - Sales Estimates	0	7,759	(7,759)	(100%)	0
1290-00 · A/R - TOT	305,863	0	305,863	100%	24,331
Total Accounts Receivable	<u>328,492</u>	<u>38,140</u>	<u>290,352</u>	<u>761%</u>	<u>24,331</u>
Other Current Assets					
1200-99 · AR Other	(41)	1,614	(1,655)	(103%)	(41)
1201-00 · WebLink Accounts Receivable					
1201-01 · WebLink AR - Member Dues	17,615	0	17,615	100%	3,417
1201-00 · WebLink Accounts Receivable - Other	3,350	3,878	(528)	(14%)	2,870
Total 1201-00 · WebLink Accounts Receivable	<u>20,965</u>	<u>3,878</u>	<u>17,087</u>	<u>441%</u>	<u>6,287</u>
1201-02 · Allowance for Doubtful Accounts	(2,775)	0	(2,775)	(100%)	(2,500)
12100 · Inventory Asset	22,840	19,303	3,537	18%	28,203
1299 · Receivable from NLTMC	19,962	0	19,962	100%	28,954
1490-00 · Security Deposits	1,250	550	700	127%	650
Total Other Current Assets	<u>62,201</u>	<u>25,345</u>	<u>36,856</u>	<u>145%</u>	<u>61,553</u>
Total Current Assets	<u>1,626,193</u>	<u>1,146,955</u>	<u>479,238</u>	<u>42%</u>	<u>980,751</u>
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(7,897)	(538)	(7%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(18,927)	(17,139)	(1,788)	(10%)	(18,480)
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	<u>2,594</u>	<u>4,920</u>	<u>(2,326)</u>	<u>(47%)</u>	<u>3,041</u>
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	15,818	1,851	13,967	755%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	13,775	14,989	(1,214)	(8%)	17,116
Total 1400-00 · Prepaid Expenses	<u>30,593</u>	<u>17,840</u>	<u>12,753</u>	<u>71%</u>	<u>27,267</u>
Total Other Assets	<u>30,593</u>	<u>17,840</u>	<u>12,753</u>	<u>71%</u>	<u>27,267</u>
TOTAL ASSETS	<u><u>1,659,380</u></u>	<u><u>1,169,715</u></u>	<u><u>489,665</u></u>	<u><u>42%</u></u>	<u><u>1,011,059</u></u>

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	<u>Sep 30, 18</u>	<u>Sep 30, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	398,190	282,949	115,241	41%	36,793
Total Accounts Payable	398,190	282,949	115,241	41%	36,793
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-15 MC_2339 Liz	624	0	624	100%	0
2080-16 MC_2321 Bonnie	128	0	128	100%	0
2080-02 · MC_6765_Jason	15	15	0	0%	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-06 · MC_5288_Emily	0	739	(739)	(100%)	0
2080-09 · MC_0319_Sarah	45	400	(355)	(89%)	0
2080-10 · MC_9495_AI	165	1,145	(980)	(86%)	180
2080-11 · MC_3978_Amber	1,061	0	1,061	100%	3,070
2080-12 · MC_3960_Natalie	0	281	(281)	(100%)	0
2080-13 · MC_6903_Cindy	1,036	0	1,036	100%	2,430
2080-14 · MC_6193_Daphne	56	0	56	100%	83
Total 2080-00 · Bank of the West - Master Cards	3,130	2,580	550	21%	5,904
Total Credit Cards	3,130	2,580	550	21%	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	12,078	38,973	(26,895)	(69%)	36,870
2101-00 · Incentive Payable	38,113	29,874	8,239	28%	43,384
2102-00 · Commissions Payable	2,921	4,729	(1,808)	(38%)	4,698
2120-00 · Empl. Federal Tax Payable	5,287	3,118	2,169	70%	3,072
2175-00 · 401 (k) Plan	2,408	1,559	849	54%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	109,811	152,978	(43,167)	(28%)	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	350	0	350	100%	853
25500 · *Sales Tax Payable	3,168	(147)	3,315	2,255%	1,941
Total 2190-00 · Sales and Use Tax Payable	3,518	(147)	3,665	2,493%	2,794
2250-00 · Accrued Expenses	26,927	18,940	7,987	42%	49,521
2400-60 · Deferred Revenue- Member Dues	50,022	39,235	10,787	27%	67,000
2500-00 · Deferred Revenue - TMBC	987	0	987	100%	56,979
2651-00 · Deferred Rev - Conference	7,012	8,250	(1,238)	(15%)	535
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,067	530	3,537	667%	4,202
2900-00 · Due To/From County of Placer	224,118	231,039	(6,921)	(3%)	210,357
Total Other Current Liabilities	776,767	450,825	325,942	72%	529,573
Total Current Liabilities	1,178,087	736,354	441,733	60%	572,270
Total Liabilities	1,178,087	736,354	441,733	60%	572,270
Equity					
32000 · Unrestricted Net Assets	(14,195)	(8,754)	(5,441)	(62%)	(6,230)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	291,620

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3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,048
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	69,467	35,221	34,246	97%	3,334
Total Equity	<u>481,293</u>	<u>433,363</u>	<u>47,930</u>	<u>11%</u>	<u>438,790</u>
TOTAL LIABILITIES & EQUITY	<u>1,659,380</u>	<u>1,169,717</u>	<u>489,663</u>	<u>42%</u>	<u>1,011,060</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	275,863	298,198	(22,335)	1,066,621	1,109,666	(43,044)	3,793,727
4200-00 · Membership Dues	11,126	10,600	526	33,185	31,800	1,385	128,000
4205-00 · Conference Dues	1,329	825	504	2,887	2,475	412	9,900
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	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	25	208	(183)	63	628	(565)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	591	580	11	1,162	1,740	(578)	6,960
Total 4251-00 · Tues AM Breakfast Club	591	930	(339)	1,162	2,790	(1,628)	10,010
4250-00 · Revenues-Membership Activities - Other	920	0	920	1,680	0	1,680	0
Total 4250-00 · Revenues-Membership Activities	1,536	1,138	398	2,905	3,418	(513)	70,510
4600-00 · Commissions							
4601-00 · Commissions - South Shore	2,677	1,667	1,010	8,770	4,997	3,773	20,000
4600-00 · Commissions - Other	3,393	2,500	893	20,720	7,500	13,220	30,000
Total 4600-00 · Commissions	6,070	4,167	1,903	29,491	12,497	16,994	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	884	500	384	1,684	5,000	(3,316)	9,500
46000 · Merchandise Sales - Other	12,346	9,000	3,346	42,173	34,000	8,173	95,000
Total 46000 · Merchandise Sales	13,230	9,500	3,730	43,857	39,000	4,857	104,500
Total Income	309,154	324,428	(15,274)	1,178,947	1,198,856	(19,909)	4,156,637
Gross Profit	309,154	324,428	(15,274)	1,178,947	1,198,856	(19,909)	4,156,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	433	633	(200)	9,276	1,903	7,373	7,600
5020-00 · P/R - Tax Expense	5,271	7,514	(2,243)	19,971	23,320	(3,349)	86,761
5030-00 · P/R - Health Insurance Expense	10,923	11,058	(135)	31,754	33,168	(1,414)	132,690
5040-00 · P/R - Workmans Comp	1,933	996	937	3,285	3,285	123	11,845
5060-00 · 401 (k)	3,703	3,582	121	9,685	11,043	(1,358)	43,048
5070-00 · Other Benefits and Expenses	158	586	(428)	832	1,755	(923)	7,029
5000-00 · Salaries & Wages - Other	79,667	88,869	(9,202)	261,963	274,122	(12,159)	1,068,067
Total 5000-00 · Salaries & Wages	102,089	113,238	(11,149)	336,766	348,473	(11,707)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,078	928	150	2,919	2,689	230	12,191
5140-00 · Repairs & Maintenance	0	3,902	(3,902)	45	11,703	(11,658)	46,850
5150-00 · Office - Cleaning	700	800	(100)	1,800	2,721	(921)	10,444
5100-00 · Rent - Other	12,946	12,957	(11)	38,506	38,855	(349)	155,468
Total 5100-00 · Rent	14,724	18,587	(3,863)	43,270	55,968	(12,698)	224,953
5310-00 · Telephone							
5320-00 · Telephone	2,629	2,129	500	10,295	6,387	3,908	25,548
5350-00 · Internet	0	0	0	25	0	25	0
5310-00 · Telephone - Other	0	461	(461)	0	1,386	(1,386)	5,535
Total 5310-00 · Telephone	2,629	2,590	39	10,320	7,773	2,547	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	54	0	54	54	0	54	0
5420-00 · Mail - USPS - Other	0	326	(326)	521	1,128	(607)	5,203
Total 5420-00 · Mail - USPS	54	326	(272)	574	1,128	(554)	5,203
5510-00 · Insurance/Bonding	915	600	315	1,444	1,773	(329)	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1,078	1,925	(847)	1,978	2,175	(197)	7,600
5520-00 · Supplies - Other	605	1,650	(1,045)	3,474	5,643	(2,169)	21,493
Total 5520-00 · Supplies	1,683	3,575	(1,892)	5,452	7,818	(2,366)	29,093
5610-00 · Depreciation	149	177	(28)	447	536	(89)	2,129
5700-00 · Equipment Support & Maintenance	10	1,118	(1,108)	630	3,354	(2,724)	13,412
5710-00 · Taxes, Licenses & Fees	875	1,255	(380)	2,769	3,351	(582)	12,951
5740-00 · Equipment Rental/Leasing	1,303	1,478	(175)	4,081	4,424	(343)	17,726
5800-00 · Training Seminars	159	1,067	(908)	564	3,597	(3,033)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	499	1,378	(879)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	840	2,250	(1,410)	9,000
5920-00 · Professional Fees - Accountant	9,600	22,000	(12,400)	10,000	25,000	(15,000)	25,000
5921-00 · Professional Fees - Other	0	2,792	(2,792)	0	7,626	(7,626)	26,000
Total 5900-00 · Professional Fees	9,600	25,542	(15,942)	10,840	34,876	(24,036)	60,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Bud...
5941-00 · Research & Planning	5,000	2,500	2,500	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	29,936	4,250	25,686	30,398	37,375	(6,977)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0	4,500	(4,500)	250,000	254,500	(4,500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	29,936	8,750	21,186	280,445	291,875	(11,430)	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	8,250	(8,250)	58,000
6422-00 · Event Media	300	0	300	300	0	300	0
6424-00 · Event Operation Expenses	496	667	(171)	2,089	1,999	90	8,000
Total 6420-00 · Events	30,732	12,167	18,565	282,834	302,124	(19,290)	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	486	650	(164)	891	1,300	(409)	7,150
6441-00 · Membership - Miscellaneous Exp	50	0	50	60	0	0	0
6442-00 · Public Relations/Website	318	344	(26)	1,492	2,532	(1,040)	5,628
6423-00 · Membership Activities - Other	226	0	226	251	0	251	0
Total 6423-00 · Membership Activities	1,079	994	85	2,693	3,832	(1,139)	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	364,959	364,955	4	1,459,823
6742-00 · Non-NLT Co-Op Marketing Program	1,028	4,318	(3,290)	2,933	12,954	(10,021)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,100	2,500	(1,400)	1,100	5,000	(3,900)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	1,100	2,500	(1,400)	1,100	5,000	(3,900)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	93	0	93	536	0	536	0
52500 · Purchase Discounts	(19)	0	(19)	(34)	0	(34)	0
59900 · POS Inventory Adjustments	0	0	0	(150)	0	(150)	0
8100-00 · Cost of Goods Sold - Other	7,416	4,725	2,691	22,656	17,848	4,808	49,875
Total 8100-00 · Cost of Goods Sold	7,489	4,725	2,764	23,009	17,848	5,161	49,875
8200-00 · Associate Relations	27	616	(589)	653	1,856	(1,203)	7,400
8300-00 · Board Functions	2,200	150	2,050	3,337	450	2,887	4,500
8500-00 · Credit Card Fees	613	503	110	1,816	1,953	(137)	6,658
8600-00 · Additional Opportunites	0	3,133	(3,133)	0	9,395	(9,395)	37,600
8700-00 · Automobile Expenses	480	528	(48)	1,450	1,681	(231)	6,183
8750-00 · Meals/Meetings	75	637	(562)	278	1,907	(1,629)	7,640
8810-00 · Dues & Subscriptions	305	852	(547)	1,763	2,552	(789)	10,220
8910-00 · Travel	0	100	(100)	0	100	(100)	6,600
Total Expense	305,969	325,386	(19,417)	1,109,480	1,213,556	(104,076)	4,153,480
Net Ordinary Income	3,185	(958)	4,143	69,467	(14,700)	84,167	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	23	70	0	0	0
Total Other Income	23	0	23	70	0	0	0
Other Expense							
8990-00 · Allocated	0	(0)	0	0	(0)	0	0
Total Other Expense	0	(0)	0	0	(0)	0	0
Net Other Income	23	0	23	70	0	70	0
Net Income	3,208	(958)	4,165	69,537	(14,700)	84,237	3,157

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

Accrual Basis

11 - Marketing

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	205,436	223,433	(17,997)	866,610	908,633	(42,023)	2,983,906
Total Income	205,436	223,433	(17,997)	866,610	908,633	(42,023)	2,983,906
Gross Profit	205,436	223,433	(17,997)	866,610	908,633	(42,023)	2,983,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	4,125	4,125	0	16,500
5020-00 · P/R - Tax Expense	1,464	1,848	(384)	5,011	5,721	(710)	22,712
5030-00 · P/R - Health Insurance Expense	5,581	4,080	1,501	15,759	12,240	3,519	48,960
5040-00 · P/R - Workmans Comp	290	183	107	547	572	(25)	2,268
5060-00 · 401 (k)	1,380	1,056	324	3,298	3,267	31	12,978
5070-00 · Other Benefits and Expenses	41	167	(126)	122	505	(383)	2,008
5000-00 · Salaries & Wages - Other	26,533	26,401	132	79,481	81,720	(2,239)	324,453
Total 5000-00 · Salaries & Wages	36,664	35,110	1,554	108,344	108,150	194	429,879
5100-00 · Rent							
5110-00 · Utilities	156	135	21	433	405	28	1,620
5140-00 · Repairs & Maintenance	0	1,167	(1,167)	0	3,501	(3,501)	14,033
5150-00 · Office - Cleaning	233	175	58	600	725	(125)	2,700
5100-00 · Rent - Other	2,216	1,984	232	6,482	5,949	533	23,805
Total 5100-00 · Rent	2,605	3,461	(856)	7,515	10,580	(3,065)	42,158
5310-00 · Telephone							
5320-00 · Telephone	624	670	(46)	2,318	2,010	308	8,040
Total 5310-00 · Telephone	624	670	(46)	2,318	2,010	308	8,040
5420-00 · Mail - USPS	0	0	0	95	150	(55)	900
5510-00 · Insurance/Bonding	174	169	5	274	507	(233)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	293	1,800	(1,507)	740	1,800	(1,060)	3,600
5520-00 · Supplies - Other	214	417	(203)	325	1,247	(922)	5,000
Total 5520-00 · Supplies	508	2,217	(1,709)	1,065	3,047	(1,982)	8,600
5610-00 · Depreciation	0	20	(20)	0	60	(60)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	0	876	(876)	3,500
5740-00 · Equipment Rental/Leasing	309	315	(6)	981	945	36	3,780
5800-00 · Training Seminars	34	0	34	259	0	259	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	375	(375)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	1,251	(1,251)	5,000
Total 5900-00 · Professional Fees	0	542	(542)	0	1,626	(1,626)	6,500
5941-00 · Research & Planning	5,000	2,500	2,500	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	29,936	4,250	25,686	30,398	37,375	(6,977)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0	4,500	(4,500)	250,000	254,500	(4,500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	29,936	8,750	21,186	280,445	291,875	(11,430)	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	8,250	(8,250)	58,000
6424-00 · Event Operation Expenses	491	667	(176)	1,818	1,999	(181)	8,000
Total 6420-00 · Events	30,426	12,167	18,259	282,263	302,124	(19,861)	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	334,152	334,148	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	678	834	(156)	2,183	2,502	(319)	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,100	2,500	(1,400)	1,100	5,000	(3,900)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	1,100	2,500	(1,400)	1,100	5,000	(3,900)	80,000
8200-00 · Associate Relations	0	134	(134)	0	402	(402)	1,600
8500-00 · Credit Card Fees	45	0	45	45	0	45	0
8600-00 · Additional Opportunitites	0	2,666	(2,666)	0	7,998	(7,998)	32,000

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

Accrual Basis

11 - Marketing

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	146	125	21	443	375	68	1,500
8750-00 · Meals/Meetings	0	300	(300)	14	900	(887)	3,600
8810-00 · Dues & Subscriptions	30	292	(262)	438	872	(434)	3,500
8910-00 · Travel	0	0	0	0	0	0	5,500
Total Expense	189,728	175,698	14,030	746,487	794,772	(48,285)	2,582,654
Net Ordinary Income	15,709	47,735	(32,026)	120,123	113,861	6,262	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			53			
Total Other Income	23			53			
Other Expense							
8990-00 · Allocated	32,132	47,735	(15,603)	94,677	113,861	(19,184)	401,252
Total Other Expense	32,132	47,735	(15,603)	94,677	113,861	(19,184)	401,252
Net Other Income	(32,110)	(47,735)	15,626	(94,624)	(113,861)	19,237	(401,252)
Net Income	(16,401)	0	(16,401)	25,499	0	25,499	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	31,330	31,330	0	89,933	89,923	10	352,299
4205-00 · Conference Dues	1,329	825	504	2,887	2,475	412	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	2,677	1,667	1,010	8,770	4,997	3,773	20,000
4600-00 · Commissions - Other	3,393	2,500	893	20,720	7,500	13,220	30,000
Total 4600-00 · Commissions	6,070	4,167	1,903	29,491	12,497	16,994	50,000
Total Income	38,729	36,322	2,407	122,311	104,895	17,416	412,199
Gross Profit	38,729	36,322	2,407	122,311	104,895	17,416	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	433	633	(200)	9,276	1,903	7,373	7,600
5020-00 · P/R - Tax Expense	939	1,165	(226)	3,246	3,492	(246)	13,977
5030-00 · P/R - Health Insurance Expense	2,326	1,633	693	4,920	4,893	27	19,590
5040-00 · P/R - Workmans Comp	236	172	64	321	517	(196)	2,065
5060-00 · 401 (k)	772	555	217	2,000	1,662	338	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	126	248	(122)	1,004
5000-00 · Salaries & Wages - Other	11,824	13,236	(1,412)	36,087	39,703	(3,616)	158,827
Total 5000-00 · Salaries & Wages	16,573	17,478	(905)	55,976	52,418	3,558	209,720
5100-00 · Rent							
5110-00 · Utilities	78	70	8	212	210	2	840
5140-00 · Repairs & Maintenance	0	43	(43)	0	130	(130)	517
5150-00 · Office - Cleaning	117	102	15	300	305	(5)	1,223
5100-00 · Rent - Other	1,025	953	72	3,075	2,856	219	11,433
Total 5100-00 · Rent	1,219	1,168	51	3,587	3,501	86	14,013
5310-00 · Telephone							
5320-00 · Telephone	215	206	9	797	618	179	2,472
Total 5310-00 · Telephone	215	206	9	797	618	179	2,472
5420-00 · Mail - USPS	0	42	(42)	31	122	(91)	500
5510-00 · Insurance/Bonding	57	115	(58)	90	342	(252)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	91	0	91	0
5520-00 · Supplies - Other	43	52	(9)	98	150	(52)	618
Total 5520-00 · Supplies	73	52	21	190	150	40	618
5610-00 · Depreciation	0	8	(8)	0	22	(22)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	0	425	(425)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	24	(24)	96
5740-00 · Equipment Rental/Leasing	133	155	(22)	424	461	(37)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	30,807	30,807	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	75	(75)	300
8810-00 · Dues & Subscriptions	0	84	(84)	0	252	(252)	1,000
Total Expense	28,539	29,749	(1,210)	91,902	89,217	2,685	356,950
Net Ordinary Income	10,190	6,573	3,617	30,409	15,678	14,731	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,424	6,573	(2,148)	13,036	15,678	(2,642)	55,249
Total Other Expense	4,424	6,573	(2,148)	13,036	15,678	(2,642)	55,249
Net Other Income	(4,424)	(6,573)	2,148	(13,036)	(15,678)	2,642	(55,249)
Net Income	5,766	0	5,766	17,373	0	17,373	0

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

42 - Visitor Center

Accrual Basis

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	38,340	42,673	(4,333)	107,920	108,903	(983)	448,844
46000 · Merchandise Sales							
46000 · Non-Retail VIC income	884	500	384	1,684	5,000	(3,316)	9,500
46000 · Merchandise Sales - Other	12,346	9,000	3,346	42,173	34,000	8,173	95,000
Total 46000 · Merchandise Sales	13,230	9,500	3,730	43,857	39,000	4,857	104,500
Total Income	51,570	52,173	(603)	151,778	147,903	3,875	553,344
Gross Profit	51,570	52,173	(603)	151,778	147,903	3,875	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,078	1,791	(713)	4,831	5,975	(1,144)	17,550
5030-00 · P/R - Health Insurance Expense	729	1,806	(1,077)	4,445	5,418	(973)	21,672
5040-00 · P/R - Workmans Comp	862	448	414	1,312	1,491	(179)	5,193
5060-00 · 401 (k)	677	597	80	1,857	1,991	(134)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	129	307	(178)	1,225
5000-00 · Salaries & Wages - Other	12,725	14,925	(2,200)	48,549	49,778	(1,229)	173,103
Total 5000-00 · Salaries & Wages	16,118	19,669	(3,552)	61,124	64,960	(3,836)	225,667
5100-00 · Rent							
5110-00 · Utilities	650	550	100	1,707	1,550	157	7,650
5140-00 · Repairs & Maintenance	0	2,292	(2,292)	45	6,872	(6,827)	27,500
5150-00 · Office - Cleaning	58	237	(179)	150	714	(564)	2,847
5100-00 · Rent - Other	6,663	7,025	(363)	19,988	21,072	(1,085)	84,297
Total 5100-00 · Rent	7,371	10,104	(2,733)	21,889	30,208	(8,319)	122,294
5310-00 · Telephone							
5320-00 · Telephone	689	0	689	2,872	0	2,872	0
5310-00 · Telephone - Other	0	461	(461)	0	1,386	(1,386)	5,535
Total 5310-00 · Telephone	689	461	228	2,872	1,386	1,486	5,535
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	54	0	54	54	0	54	0
5420-00 · Mail - USPS - Other	0	145	(145)	166	439	(273)	1,744
Total 5420-00 · Mail - USPS	54	145	(91)	220	439	(219)	1,744
5510-00 · Insurance/Bonding	305	146	159	481	439	42	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	129	125	4	250	375	(125)	1,500
5520-00 · Supplies - Other	158	473	(315)	1,834	2,118	(284)	7,375
Total 5520-00 · Supplies	286	598	(312)	2,084	2,493	(409)	8,875
5610-00 · Depreciation	118	87	31	354	266	88	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	0	900	(900)	3,600
5710-00 · Taxes, Licenses & Fees	0	155	(155)	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	302	429	(127)	922	1,289	(367)	5,150
5800-00 · Training Seminars	0	650	(650)	0	650	(650)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	499	1,378	(879)	5,500
6742-00 · Non-NLT Co-Op Marketing Program	350	3,484	(3,134)	750	10,452	(9,702)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	93	0	93	536	0	536	0
52500 · Purchase Discounts	(19)	0	(19)	(34)	0	(34)	0
59900 · POS Inventory Adjustments	0	0	0	(150)	0	(150)	0
8100-00 · Cost of Goods Sold - Other	6,658	4,725	1,933	21,899	17,848	4,051	49,875
Total 8100-00 · Cost of Goods Sold	6,731	4,725	2,006	22,251	17,848	4,403	49,875
8200-00 · Associate Relations	0	58	(58)	0	178	(178)	700
8500-00 · Credit Card Fees	345	333	12	1,082	1,363	(281)	3,658
8700-00 · Automobile Expenses	114	75	39	210	325	(115)	750
8750-00 · Meals/Meetings	5	67	(62)	11	197	(186)	800
8810-00 · Dues & Subscriptions	0	166	(166)	0	498	(498)	2,000
8910-00 · Travel	0	100	(100)	0	100	(100)	1,100
Total Expense	32,788	42,210	(9,422)	114,749	135,524	(20,775)	487,005
Net Ordinary Income	18,782	9,963	8,819	37,029	12,379	24,650	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,033	8,963	(2,930)	17,777	21,379	(3,602)	75,339
Total Other Expense	6,033	8,963	(2,930)	17,777	21,379	(3,602)	75,339
Net Other Income	(6,033)	(8,963)	2,930	(17,777)	(21,379)	3,602	(75,339)
Net Income	12,749	1,000	11,749	19,252	(9,000)	28,252	(9,000)

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

Accrual Basis

51 - TMPI

	Sep 18	Budget	\$ Over Bu...	Jul - Sep 18	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	757	763	(6)	2,158	2,207	(49)	8,677
Total Income	757	763	(6)	2,158	2,207	(49)	8,677
Gross Profit	757	763	(6)	2,158	2,207	(49)	8,677
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(98)	100	(198)	401
5030-00 · P/R - Health Insurance Expense	11	4	8	23	11	12	42
5040-00 · P/R - Workmans Comp	16	4	12	41	12	29	48
5060-00 · 401 (k)	28	23	5	66	68	(2)	272
5070-00 · Other Benefits and Expenses	0	0	0	0	0	0	0
5000-00 · Salaries & Wages - Other	767	567	200	2,156	1,700	457	6,798
Total 5000-00 · Salaries & Wages	822	630	192	2,189	1,890	299	7,561
5100-00 · Rent							
5110-00 · Utilities	5			17			
5150-00 · Office - Cleaning	8			21			
5100-00 · Rent - Other	72	0	72	215	0	215	0
Total 5100-00 · Rent	85	0	85	253	0	253	0
5310-00 · Telephone							
5320-00 · Telephone	36			160			
Total 5310-00 · Telephone	36	0	36	160	0	160	0
5420-00 · Mail - USPS	0	0	0	9	0	9	0
5510-00 · Insurance/Bonding	17	0	17	27	0	27	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12			35			
5520-00 · Supplies - Other	3	0	3	7	0	7	0
Total 5520-00 · Supplies	15	0	15	42	0	42	0
5740-00 · Equipment Rental/Leasing	36	0	36	116	0	116	0
8700-00 · Automobile Expenses	8	0	8	8	0	8	0
8750-00 · Meals/Meetings	1	0	1	1	0	1	0
8810-00 · Dues & Subscriptions	0			46			
Total Expense	1,020	630	390	2,852	1,890	961	7,561
Net Ordinary Income	(263)	133	(396)	(694)	317	(1,010)	1,116
Other Income/Expense							
Other Expense							
8990-00 · Allocated	89	133	(43)	263	317	(53)	1,116
Total Other Expense	89	133	(43)	263	317	(53)	1,116
Net Other Income	(89)	(133)	43	(263)	(317)	53	(1,116)
Net Income	<u>(353)</u>	<u>0</u>	<u>(353)</u>	<u>(957)</u>	<u>0</u>	<u>(957)</u>	<u>0</u>

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

Accrual Basis

60 - Membership

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	11,126	10,600	526	33,185	31,800	1,385	128,000
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	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	25	208	(183)	63	628	(565)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	591	580	11	1,162	1,740	(578)	6,960
Total 4251-00 · Tues AM Breakfast Club	591	930	(339)	1,162	2,790	(1,628)	10,010
4250-00 · Revenues-Membership Activities - Other	920	0	920	1,680	0	1,680	0
Total 4250-00 · Revenues-Membership Activities	1,536	1,138	398	2,905	3,418	(513)	70,510
Total Income	12,662	11,738	924	36,090	35,218	872	198,510
Gross Profit	12,662	11,738	924	36,090	35,218	872	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(4,125)	(4,125)	0	(16,500)
5020-00 · P/R - Tax Expense	363	547	(184)	1,170	1,643	(473)	6,566
5030-00 · P/R - Health Insurance Expense	1,061	888	173	3,446	2,664	782	10,656
5040-00 · P/R - Workmans Comp	91	7	84	187	24	163	87
5060-00 · 401 (k)	206	262	(56)	639	787	(148)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	15	198	(183)	792
5000-00 · Salaries & Wages - Other	5,737	6,553	(816)	18,010	19,659	(1,649)	78,636
Total 5000-00 · Salaries & Wages	6,091	6,948	(857)	19,342	20,850	(1,508)	83,382
5100-00 · Rent							
5110-00 · Utilities	21	50	(29)	66	155	(89)	605
5140-00 · Repairs & Maintenance	0	25	(25)	0	75	(75)	300
5150-00 · Office - Cleaning	32	78	(46)	83	352	(270)	1,177
5100-00 · Rent - Other	448	819	(371)	1,178	2,455	(1,277)	9,826
Total 5100-00 · Rent	501	972	(471)	1,326	3,037	(1,711)	11,908
5310-00 · Telephone							
5320-00 · Telephone	165	253	(88)	677	759	(82)	3,036
Total 5310-00 · Telephone	165	253	(88)	677	759	(82)	3,036
5420-00 · Mail - USPS	0	50	(50)	36	150	(114)	1,000
5510-00 · Insurance/Bonding	65	170	(105)	103	280	(177)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	64	0	64	311	0	311	500
5520-00 · Supplies - Other	38	83	(45)	74	253	(179)	1,000
Total 5520-00 · Supplies	101	83	18	384	253	131	1,500
5610-00 · Depreciation	0	8	(8)	0	24	(24)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	168	(168)	672
5710-00 · Taxes, Licenses & Fees	0	50	(50)	0	50	(50)	200
5740-00 · Equipment Rental/Leasing	178	250	(72)	574	740	(166)	2,990
5800-00 · Training Seminars	0	0	0	180	1,700	(1,520)	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	375	(375)	0	375	(375)	1,500
Total 5900-00 · Professional Fees	0	375	(375)	0	375	(375)	1,500
6420-00 · Events							
6424-00 · Event Operation Expenses	5			271			
Total 6420-00 · Events	5			271			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	486	650	(164)	891	1,300	(409)	7,150
6441-00 · Membership - Miscellaneous Exp	50			60			
6442-00 · Public Relations/Website	318	344	(26)	1,492	2,532	(1,040)	5,628
6423-00 · Membership Activities - Other	226	0	226	251	0	251	0
Total 6423-00 · Membership Activities	1,079	994	85	2,693	3,832	(1,139)	45,278
8100-00 · Cost of Goods Sold	758			758			
8200-00 · Associate Relations	0	66	(66)	0	198	(198)	800
8500-00 · Credit Card Fees	178	170	8	644	590	54	3,000
8700-00 · Automobile Expenses	33	78	(45)	78	231	(153)	933
8750-00 · Meals/Meetings	49	150	(101)	113	450	(337)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	139	105	34	420

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

Accrual Basis

60 - Membership

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
Total Expense	9,204	10,708	(1,504)	27,318	33,792	(6,474)	161,240
Net Ordinary Income	3,458	1,030	2,428	8,772	1,426	7,346	37,270
Other Income/Expense							
Other Expense							
8990-00 - Allocated	2,011	2,988	(977)	5,926	7,126	(1,201)	25,113
Total Other Expense	2,011	2,988	(977)	5,926	7,126	(1,201)	25,113
Net Other Income	(2,011)	(2,988)	977	(5,926)	(7,126)	1,201	(25,113)
Net Income	1,447	(1,958)	3,405	2,847	(5,700)	8,547	12,157

