

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period Ending

September 30, 2021

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

	<u>Sep 30, 21</u>	<u>Sep 30, 20</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 21</u>
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	158	158	0	0%	158
1002-00 · Cash - Operations BOTW #8328	2,399,957	0	2,399,957	100%	1,965,992
1003-00 · Cash - Operations BOTW #6712	0	1,036,571	(1,036,571)	(100%)	(268,644)
1007-00 · Cash - Payroll BOTW #7421	4,565	3,917	648	17%	38,521
1008-00 · Marketing Reserve - Plumas	50,364	50,325	39	0%	50,356
1009-00 · Cash Flow Reserve - Plumas	101,001	100,877	124	0%	100,976
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	29,136	76,030	(46,894)	(62%)	39,803
10950 · Cash in Drawer	876	145	731	504%	139
<b>Total Checking/Savings</b>	<b>2,615,639</b>	<b>1,297,605</b>	<b>1,318,034</b>	<b>102%</b>	<b>1,956,883</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	0	2,500	(2,500)	(100%)	1,000
1290-00 · A/R - TOT	249,450	276,280	(26,830)	(10%)	432,499
<b>Total Accounts Receivable</b>	<b>249,450</b>	<b>278,780</b>	<b>(29,330)</b>	<b>(11%)</b>	<b>433,499</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	5,383	1,323	4,060	307%	2,442
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	25,124	82,785	(57,661)	(70%)	17,025
1201-03 · Member AR - Other	320	1,395	(1,075)	(77%)	985
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>25,444</b>	<b>84,180</b>	<b>(58,736)</b>	<b>(70%)</b>	<b>18,010</b>
1201-02 · Allowance for Doubtful Accounts	(9,178)	(24,987)	15,809	63%	(9,632)
<b>12100 · Inventory Asset</b>					
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	27,204	30,050	(2,846)	(9%)	26,867
<b>Total 12100 · Inventory Asset</b>	<b>27,222</b>	<b>30,068</b>	<b>(2,846)</b>	<b>(9%)</b>	<b>26,885</b>
1220-00 · AR TBID	559,336	0	559,336	100%	0
1299 · Receivable from NLTMC	941	6,719	(5,778)	(86%)	5,932
1490-00 · Security Deposits	1,150	1,150	0	0%	1,150
<b>Total Other Current Assets</b>	<b>610,298</b>	<b>98,453</b>	<b>511,845</b>	<b>520%</b>	<b>44,787</b>
<b>Total Current Assets</b>	<b>3,475,387</b>	<b>1,674,838</b>	<b>1,800,549</b>	<b>108%</b>	<b>2,435,169</b>
<b>Fixed Assets</b>					
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	4,270	6,743	158%	11,013
1741-00 · Accum. Depr. - Computer Equip	(3,680)	(4,270)	590	14%	(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)
<b>Total Fixed Assets</b>	<b>7,333</b>	<b>0</b>	<b>7,333</b>	<b>100%</b>	<b>7,791</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	8,279	16,112	(7,833)	(49%)	2,689
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	4,550	6,801	(2,251)	(33%)	6,500
<b>Total 1400-00 · Prepaid Expenses</b>	<b>12,929</b>	<b>23,013</b>	<b>(10,084)</b>	<b>(44%)</b>	<b>9,289</b>

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**Balance Sheet**  
As of September 30, 2021

	<u>Sep 30, 21</u>	<u>Sep 30, 20</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 21</u>
Total Other Assets	12,929	23,013	(10,084)	(44%)	9,289
<b>TOTAL ASSETS</b>	<b><u>3,495,649</u></b>	<b><u>1,697,851</u></b>	<b><u>1,797,798</u></b>	<b><u>106%</u></b>	<b><u>2,452,249</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	33,085	22,034	11,051	50%	69,892
<b>Total Accounts Payable</b>	<u>33,085</u>	<u>22,034</u>	<u>11,051</u>	<u>50%</u>	<u>69,892</u>
<b>Other Current Liabilities</b>					
2000-01 · Accounts Payable - Other	23,835	0	23,835	100%	22,140
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	13,609	18,421	(4,812)	(26%)	41,223
2101-00 · Incentive Payable	9,982	37,560	(27,578)	(73%)	44,055
2102-00 · Commissions Payable	0	3,500	(3,500)	(100%)	0
2120-00 · Empl. Federal Tax Payable	6,213	8,065	(1,852)	(23%)	3,379
2175-00 · 401 (k) Plan	3,535	3,392	143	4%	1,218
2180-00 · Estimated PTO Liability	45,948	54,845	(8,897)	(16%)	62,280
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<u>79,287</u>	<u>125,783</u>	<u>(46,496)</u>	<u>(37%)</u>	<u>152,155</u>
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	12	0	12	100%	0
25500 · *Sales Tax Payable	3,126	2,542	584	23%	1,418
2190-00 · Sales and Use Tax Payable - Other	0	88	(88)	(100%)	2,877
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<u>3,138</u>	<u>2,630</u>	<u>508</u>	<u>19%</u>	<u>4,295</u>
2250-00 · Accrued Expenses	22,500	20,507	1,993	10%	200,350
2400-60 · Deferred Revenue- Member Dues	29,970	47,960	(17,990)	(38%)	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
<b>Total Other Current Liabilities</b>	<u>2,166,128</u>	<u>1,108,414</u>	<u>1,057,714</u>	<u>95%</u>	<u>1,881,860</u>
<b>Total Current Liabilities</b>	<u>2,199,213</u>	<u>1,130,448</u>	<u>1,068,765</u>	<u>95%</u>	<u>1,951,752</u>
<b>Total Liabilities</b>	2,199,213	1,130,448	1,068,765	95%	1,951,752
<b>Equity</b>					
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	795,942	102,688	693,254	675%	28,518
<b>Total Equity</b>	<u>1,296,436</u>	<u>567,399</u>	<u>729,037</u>	<u>128%</u>	<u>500,495</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>3,495,649</u></b>	<b><u>1,697,847</u></b>	<b><u>1,797,802</u></b>	<b><u>106%</u></b>	<b><u>2,452,247</u></b>

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

All Departments

	Sep 21	Budget	\$ Over Bu...	Jul - Sep 21	YTD Budget	\$ Over Bu...	Annual B...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	249,450	255,226	(5,776)	854,897	893,722	(38,825)	3,395,286
4100-00 · TBID Assessment Revenue	185,257	185,257	0	559,336	559,336	0	4,689,362
4200-00 · Membership Dues Revenue	6,493	6,250	243	19,415	18,750	665	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	0	0	4,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	0	0	2,350
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	1,200
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,550</b>
4250-00 · Revenues-Membership Activities - Other	25	0	25	1,085	0	1,085	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>25</b>	<b>0</b>	<b>25</b>	<b>1,085</b>	<b>0</b>	<b>1,085</b>	<b>9,550</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	1,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	35	0	35	105	0	105	0
46000 · Merchandise Sales - Other	5,074	11,000	(5,926)	37,809	26,500	11,309	59,500
<b>Total 46000 · Merchandise Sales</b>	<b>5,109</b>	<b>11,000</b>	<b>(5,891)</b>	<b>37,914</b>	<b>26,500</b>	<b>11,414</b>	<b>59,500</b>
<b>Total Income</b>	<b>446,334</b>	<b>457,733</b>	<b>(11,399)</b>	<b>1,472,646</b>	<b>1,498,307</b>	<b>(25,661)</b>	<b>8,210,947</b>
<b>Gross Profit</b>	<b>446,334</b>	<b>457,733</b>	<b>(11,399)</b>	<b>1,472,646</b>	<b>1,498,307</b>	<b>(25,661)</b>	<b>8,210,947</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,795	10,695	(6,900)	18,218	32,086	(13,868)	98,560
5030-00 · P/R - Health Insurance Expense	11,445	13,890	(2,445)	16,180	41,669	(25,489)	128,597
5040-00 · P/R - Workmans Comp	524	1,131	(608)	3,190	3,394	(204)	10,260
5060-00 · 401 (k)	1,922	3,834	(1,912)	6,026	11,502	(5,476)	35,428
5070-00 · Other Benefits and Expenses	254	646	(392)	1,090	1,939	(849)	5,993
5000-00 · Salaries & Wages - Other	55,037	108,002	(52,965)	256,534	324,006	(67,473)	995,051
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>72,977</b>	<b>138,199</b>	<b>(65,222)</b>	<b>301,237</b>	<b>414,596</b>	<b>(113,358)</b>	<b>1,273,889</b>
5100-00 · Rent							
5110-00 · Utilities	263	1,113	(849)	2,718	3,338	(620)	10,088
5140-00 · Repairs & Maintenance	(80)	1,104	(1,184)	94	3,313	(3,219)	9,983
5150-00 · Office - Cleaning	1,375	929	446	2,550	2,788	(238)	8,483
5100-00 · Rent - Other	13,698	14,391	(693)	41,141	43,172	(2,032)	130,642
<b>Total 5100-00 · Rent</b>	<b>15,256</b>	<b>17,537</b>	<b>(2,280)</b>	<b>46,502</b>	<b>52,610</b>	<b>(6,108)</b>	<b>159,197</b>
5310-00 · Telephone							
5320-00 · Telephone	3,253	2,973	280	7,101	8,920	(1,819)	27,002
<b>Total 5310-00 · Telephone</b>	<b>3,253</b>	<b>2,973</b>	<b>280</b>	<b>7,101</b>	<b>8,920</b>	<b>(1,819)</b>	<b>27,002</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	13	(13)	50
5480-00 · Mail - Fed Ex	0	4	(4)	233	13	221	50
5420-00 · Mail - USPS - Other	0	127	(127)	200	380	(180)	1,140
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>135</b>	<b>(135)</b>	<b>433</b>	<b>405</b>	<b>28</b>	<b>1,240</b>
5510-00 · Insurance/Bonding	1,803	1,250	553	2,731	3,750	(1,019)	11,250
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	492	(492)	135	6,475	(6,340)	9,425
5520-00 · Supplies - Other	1,878	1,779	99	2,998	10,338	(7,340)	22,263
<b>Total 5520-00 · Supplies</b>	<b>1,878</b>	<b>2,271</b>	<b>(392)</b>	<b>3,133</b>	<b>16,813</b>	<b>(13,680)</b>	<b>31,688</b>
5610-00 · Depreciation	153	153	0	458	458	0	1,375
5700-00 · Equipment Support & Maintenance	131	2,933	(2,802)	428	8,800	(8,372)	26,400
5710-00 · Taxes, Licenses & Fees	1,312	1,308	4	4,663	3,925	738	11,832
5740-00 · Equipment Rental/Leasing	586	435	150	1,316	1,306	10	4,116
5800-00 · Training Seminars	0	500	(500)	0	1,500	(1,500)	4,500
5850-00 · Artist of Month - Commissions	0	167	(167)	670	500	170	1,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	4,775	750	4,025	4,775	7,250	(2,475)	11,750
5920-00 · Professional Fees - Accountant	0	22,500	(22,500)	0	22,500	(22,500)	26,000
5921-00 · Professional Fees - Other	0	1,792	(1,792)	12,077	5,375	6,702	18,625
<b>Total 5900-00 · Professional Fees</b>	<b>4,775</b>	<b>25,042</b>	<b>(20,267)</b>	<b>16,852</b>	<b>35,125</b>	<b>(18,273)</b>	<b>56,375</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	3,750	(3,750)	11,250
6020-00 · Programs							

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

### All Departments

	Sep 21	Budget	\$ Over Bu...	Jul - Sep 21	YTD Budget	\$ Over Bu...	Annual B...
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	20,000
<b>Total 6020-00 · Programs</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>70,000</b>
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	30,000
6421-04 · Broken Arrow Skyrace	5,000	0	5,000	5,000	0	5,000	25,400
6421-06 · Spartan	0	4,400	(4,400)	0	4,400	(4,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	8,000
6421-09 · Wanderlust	0	0	0	0	0	0	25,400
6421-17 · Enduro	0	0	0	0	0	0	80,000
6421-18 · Sponsorships - Other	0	400	(400)	0	400	(400)	62,800
<b>Total 6420-01 · Sponsorships</b>	<b>5,000</b>	<b>4,800</b>	<b>200</b>	<b>5,000</b>	<b>4,800</b>	<b>200</b>	<b>411,000</b>
6421-00 · New Event Development	0	0	0	0	34,025	(34,025)	102,075
6424-00 · Event Operation Expenses	0	0	0	225	0	225	1,500
<b>Total 6420-00 · Events</b>	<b>5,000</b>	<b>4,800</b>	<b>200</b>	<b>5,225</b>	<b>38,825</b>	<b>(33,600)</b>	<b>514,575</b>
<b>6423-00 · Membership Activities</b>							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	500
6437-00 · Tuesday Morning Breakfast Club	0	0	0	(500)	0	(500)	1,763
6442-00 · Public Relations/Website/Digita	600	500	100	1,838	1,500	338	4,500
6423-00 · Membership Activities - Other	62	417	(355)	403	1,250	(847)	3,750
<b>Total 6423-00 · Membership Activities</b>	<b>662</b>	<b>917</b>	<b>(255)</b>	<b>1,741</b>	<b>2,750</b>	<b>(1,009)</b>	<b>10,513</b>
6730-00 · Marketing Cooperative/Media	33,270	33,270	0	231,391	231,391	0	871,278
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	5,000	(5,000)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	8,893	6,000	2,893	9,323	18,000	(8,677)	54,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Year Round Shopping Campaign	0	2,000	(2,000)	0	2,000	(2,000)	14,000
6743-03 · Winter Lakeside Campaign	0	0	0	0	0	0	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>0</b>	<b>2,000</b>	<b>(2,000)</b>	<b>0</b>	<b>2,000</b>	<b>(2,000)</b>	<b>34,000</b>
<b>6750-00 · Business Association Grant</b>							
6750-01 · Business Assn Grant - NTBA	0	8,333	(8,333)	0	25,000	(25,000)	100,000
6750-02 · Business Assn Grant - TCDA	0	8,333	(8,333)	0	25,000	(25,000)	100,000
<b>Total 6750-00 · Business Association Grant</b>	<b>0</b>	<b>16,667</b>	<b>(16,667)</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>200,000</b>
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	5,000	(5,000)	15,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	120	125	(5)	696	375	321	1,125
59900 · POS Inventory Adjustments	135	0	135	112	0	112	0
8100-01 · CGS - Other	0	0	0	10	0	10	0
8100-00 · Cost of Goods Sold - Other	2,596	5,500	(2,904)	19,103	13,250	5,853	29,750
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>2,851</b>	<b>5,625</b>	<b>(2,774)</b>	<b>19,921</b>	<b>13,625</b>	<b>6,296</b>	<b>30,875</b>
8200-00 · Associate Relations	0	195	(195)	190	585	(395)	1,770
8300-00 · Board Functions	823	583	240	16,248	1,750	14,498	5,250
8500-00 · Credit Card Fees	168	567	(399)	1,109	1,396	(286)	3,247
8600-00 · Additional Opportunit	650	5,833	(5,183)	1,950	17,500	(15,550)	55,000
8700-00 · Automobile Expenses	56	542	(486)	136	1,625	(1,489)	5,025
8750-00 · Meals/Meetings	0	642	(642)	111	1,925	(1,814)	6,088
8810-00 · Dues & Subscriptions	1,249	1,275	(26)	3,243	3,825	(582)	11,500
8910-00 · Travel	0	417	(417)	0	1,250	(1,250)	3,750
8920-00 · Bad Debt	624	0	624	624	0	624	0
<b>Total Expense</b>	<b>156,369</b>	<b>276,818</b>	<b>(120,448)</b>	<b>676,737</b>	<b>948,905</b>	<b>(272,167)</b>	<b>3,528,482</b>
<b>Net Ordinary Income</b>	<b>289,964</b>	<b>180,916</b>	<b>109,049</b>	<b>795,909</b>	<b>549,403</b>	<b>246,506</b>	<b>4,682,465</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	11	0	11	33	0	33	0
<b>Total Other Income</b>	<b>11</b>	<b>0</b>	<b>11</b>	<b>33</b>	<b>0</b>	<b>33</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	0	0	(0)	0	0	0	9,744
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>9,744</b>
<b>Net Other Income</b>	<b>11</b>	<b>(0)</b>	<b>11</b>	<b>33</b>	<b>0</b>	<b>33</b>	<b>(9,744)</b>

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10/21/21

Accrual Basis

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

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	<u>Sep 21</u>	<u>Budget</u>	<u>\$ Over Bu...</u>	<u>Jul - Sep 21</u>	<u>YTD Budget</u>	<u>\$ Over Bu...</u>	<u>Annual B...</u>
Net Income	<u>289,975</u>	<u>180,916</u>	<u>109,060</u>	<u>795,942</u>	<u>549,403</u>	<u>246,539</u>	<u>4,672,721</u>

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

	Jul - Sep 21	Jul - Sep 20	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	854,897	721,302	133,594	19%
4100-00 · TBID Assessment Revenue	559,336	0	559,336	100%
4200-00 · Membership Dues Revenue	19,415	34,018	(14,603)	(43)%
4250-00 · Revenues-Membership Activities	1,085	1,780	(695)	(39)%
<b>46000 · Merchandise Sales</b>				
4502-00 · Non-Retail VIC income	105	1,132	(1,027)	(91)%
4504-00 · Retail Revenue - Other	0	450	(450)	(100)%
46000 · Merchandise Sales - Other	37,809	34,698	3,111	9%
<b>Total 46000 · Merchandise Sales</b>	37,914	36,280	1,634	5%
<b>Total Income</b>	1,472,646	793,381	679,265	86%
<b>Gross Profit</b>	1,472,646	793,381	679,265	86%
<b>Expense</b>				
<b>5000-00 · Salaries &amp; Wages</b>				
5010-00 · Sales Commissions	0	2,106	(2,106)	(100)%
5020-00 · P/R - Tax Expense	18,218	17,164	1,054	6%
5030-00 · P/R - Health Insurance Expense	16,180	29,403	(13,223)	(45)%
5040-00 · P/R - Workmans Comp	3,190	2,823	367	13%
5060-00 · 401 (k)	6,026	2,681	3,345	125%
5070-00 · Other Benefits and Expenses	1,090	818	272	33%
5000-00 · Salaries & Wages - Other	256,534	251,995	4,539	2%
<b>Total 5000-00 · Salaries &amp; Wages</b>	301,237	306,990	(5,753)	(2)%
<b>5100-00 · Rent</b>				
5110-00 · Utilities	2,718	2,413	305	13%
5140-00 · Repairs & Maintenance	94	260	(167)	(64)%
5150-00 · Office - Cleaning	2,550	1,975	575	29%
5100-00 · Rent - Other	41,141	40,009	1,132	3%
<b>Total 5100-00 · Rent</b>	46,502	44,657	1,845	4%
<b>5310-00 · Telephone</b>				
5320-00 · Telephone	7,101	6,846	256	4%
<b>Total 5310-00 · Telephone</b>	7,101	6,846	256	4%
<b>5420-00 · Mail - USPS</b>				
5480-00 · Mail - Fed Ex	233	0	233	100%
5420-00 · Mail - USPS - Other	200	100	100	100%
<b>Total 5420-00 · Mail - USPS</b>	433	100	333	333%
<b>5510-00 · Insurance/Bonding</b>	2,731	3,165	(434)	(14)%
<b>5520-00 · Supplies</b>				
5525-00 · Supplies- Computer	135	307	(172)	(56)%
5520-00 · Supplies - Other	2,998	2,281	717	31%
<b>Total 5520-00 · Supplies</b>	3,133	2,588	544	21%
<b>5610-00 · Depreciation</b>	458	0	458	100%
<b>5700-00 · Equipment Support &amp; Maintenance</b>	428	7,141	(6,714)	(94)%
<b>5710-00 · Taxes, Licenses &amp; Fees</b>	4,663	2,514	2,149	86%
<b>5740-00 · Equipment Rental/Leasing</b>	1,316	1,282	34	3%
<b>5800-00 · Training Seminars</b>	0	66	(66)	(100)%
<b>5850-00 · Artist of Month - Commissions</b>	670	918	(248)	(27)%
<b>5900-00 · Professional Fees</b>				
5910-00 · Professional Fees - Attorneys	4,775	1,080	3,695	342%
5920-00 · Professional Fees - Accountant	0	2,390	(2,390)	(100)%
5921-00 · Professional Fees - Other	12,077	12,480	(403)	(3)%
<b>Total 5900-00 · Professional Fees</b>	16,852	15,950	902	6%
<b>6420-00 · Events</b>				
6420-01 · Sponsorships				

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

	Jul - Sep 21	Jul - Sep 20	\$ Change	% Change
6421-04 · Broken Arrow Skyrace	5,000	0	5,000	100%
<b>Total 6420-01 · Sponsorships</b>	<b>5,000</b>	<b>0</b>	<b>5,000</b>	<b>100%</b>
6421-00 · New Event Development	0	4,000	(4,000)	(100)%
6424-00 · Event Operation Expenses	225	0	225	100%
<b>Total 6420-00 · Events</b>	<b>5,225</b>	<b>4,000</b>	<b>1,225</b>	<b>31%</b>
<b>6423-00 · Membership Activities</b>				
6434-00 · Community Awards Dinner	0	295	(295)	(100)%
6437-00 · Tuesday Morning Breakfast Club	(500)	0	(500)	(100)%
6442-00 · Public Relations/Website/Digita	1,838	1,843	(5)	(0)%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	403	915	(512)	(56)%
<b>Total 6423-00 · Membership Activities</b>	<b>1,741</b>	<b>3,053</b>	<b>(1,312)</b>	<b>(43)%</b>
6730-00 · Marketing Cooperative/Media	231,391	205,271	26,120	13%
6742-00 · Non-NLT Co-Op Marketing Program	9,323	1,177	8,146	692%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Year Round Shopping Campaign	0	0	0	0%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	696	601	95	16%
59900 · POS Inventory Adjustments	112	0	112	100%
8100-01 · CGS - Other	10	52,330	(52,321)	(100)%
8100-00 · Cost of Goods Sold - Other	19,103	18,021	1,082	6%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>19,921</b>	<b>70,952</b>	<b>(51,032)</b>	<b>(72)%</b>
8200-00 · Associate Relations	190	522	(332)	(64)%
8300-00 · Board Functions	16,248	1,268	14,981	1,182%
8500-00 · Credit Card Fees	1,109	1,103	6	1%
8600-00 · Additional Opportunitites	1,950	8,905	(6,955)	(78)%
8700-00 · Automobile Expenses	136	547	(411)	(75)%
8750-00 · Meals/Meetings	111	200	(89)	(45)%
8810-00 · Dues & Subscriptions	3,243	1,528	1,715	112%
8920-00 · Bad Debt	624	0	624	100%
<b>Total Expense</b>	<b>676,737</b>	<b>690,744</b>	<b>(14,007)</b>	<b>(2)%</b>
<b>Net Ordinary Income</b>	<b>795,909</b>	<b>102,637</b>	<b>693,272</b>	<b>676%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	33	51	(18)	(35)%
<b>Total Other Income</b>	<b>33</b>	<b>51</b>	<b>(18)</b>	<b>(35)%</b>
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>33</b>	<b>51</b>	<b>(18)</b>	<b>(35)%</b>
<b>Net Income</b>	<b>795,942</b>	<b>102,688</b>	<b>693,254</b>	<b>675%</b>



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

### 11 - Marketing

	Sep 21	Budget	\$ Over Budget	Jul - Sep 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	122,337	114,492	7,845	455,033	493,858	(38,825)	2,188,080
<b>Total Income</b>	122,337	114,492	7,845	455,033	493,858	(38,825)	2,188,080
<b>Gross Profit</b>	122,337	114,492	7,845	455,033	493,858	(38,825)	2,188,080
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	934	2,393	(1,459)	3,700	7,178	(3,478)	21,534
5030-00 · P/R - Health Insurance Expense	4,644	4,120	524	8,256	12,360	(4,104)	37,080
5040-00 · P/R - Workmans Comp	77	129	(52)	579	386	193	1,159
5060-00 · 401 (k)	453	957	(504)	2,045	2,871	(826)	8,614
5070-00 · Other Benefits and Expenses	116	121	(5)	913	364	549	1,092
5000-00 · Salaries & Wages - Other	14,722	23,927	(9,205)	54,851	71,781	(16,930)	215,344
<b>Total 5000-00 · Salaries &amp; Wages</b>	20,947	31,647	(10,700)	70,344	94,941	(24,596)	284,822
5100-00 · Rent							
5110-00 · Utilities	35	125	(90)	407	375	32	1,125
5140-00 · Repairs & Maintenance	0	75	(75)	0	225	(225)	675
5150-00 · Office - Cleaning	363	188	175	613	563	50	1,688
5100-00 · Rent - Other	1,858	2,083	(226)	5,573	6,250	(677)	18,750
<b>Total 5100-00 · Rent</b>	2,255	2,471	(216)	6,593	7,412	(819)	22,237
5310-00 · Telephone							
5320-00 · Telephone	655	578	77	1,550	1,735	(185)	5,205
<b>Total 5310-00 · Telephone</b>	655	578	77	1,550	1,735	(185)	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
<b>Total 5420-00 · Mail - USPS</b>	0	0	0	137	0	137	0
5510-00 · Insurance/Bonding	0			87			
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	417	(417)	40	1,250	(1,210)	3,750
5520-00 · Supplies - Other	156	0	156	210	0	210	0
<b>Total 5520-00 · Supplies</b>	156	417	(261)	250	1,250	(1,000)	3,750
5700-00 · Equipment Support & Maintenance	0	13	(13)	0	38	(38)	113
5710-00 · Taxes, Licenses & Fees	0	13	(13)	48	38	10	113
5740-00 · Equipment Rental/Leasing	133	83	50	296	250	46	750
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	375	(375)	1,125
5921-00 · Professional Fees - Other	0	125	(125)	0	375	(375)	1,125
<b>Total 5900-00 · Professional Fees</b>	0	250	(250)	0	750	(750)	2,250
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	20,000
<b>Total 6020-00 · Programs</b>	0	0	0	0	0	0	70,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	30,000
6421-04 · Broken Arrow Skyrace	5,000	0	5,000	5,000	0	5,000	25,400
6421-06 · Spartan	0	4,400	(4,400)	0	4,400	(4,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	8,000
6421-09 · Wanderlust	0	0	0	0	0	0	25,400
6421-17 · Enduro	0	0	0	0	0	0	80,000
6421-18 · Sponsorships - Other	0	400	(400)	0	400	(400)	62,800
<b>Total 6420-01 · Sponsorships</b>	5,000	4,800	200	5,000	4,800	200	411,000
6421-00 · New Event Development	0	0	0	0	34,025	(34,025)	102,075
6424-00 · Event Operation Expenses	0	0	0	225	0	225	1,500
<b>Total 6420-00 · Events</b>	5,000	4,800	200	5,225	38,825	(33,600)	514,575
6730-00 · Marketing Cooperative/Media	25,531	25,531	0	208,175	208,175	0	801,630
6742-00 · Non-NLT Co-Op Marketing Program	8,493	5,000	3,493	8,723	15,000	(6,277)	45,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	2,000	(2,000)	0	2,000	(2,000)	14,000
6743-03 · Winter Lakeside Campaign	0	0	0	0	0	0	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	0	2,000	(2,000)	0	2,000	(2,000)	34,000
8200-00 · Associate Relations	0	21	(21)	0	62	(62)	187
8600-00 · Additional Opportunit	0	4,167	(4,167)	0	12,500	(12,500)	37,500
8700-00 · Automobile Expenses	28	125	(97)	59	375	(316)	1,125
8750-00 · Meals/Meetings	0	42	(42)	0	125	(125)	375
8810-00 · Dues & Subscriptions	32	83	(51)	97	250	(153)	750
8910-00 · Travel	0	417	(417)	0	1,250	(1,250)	3,750
<b>Total Expense</b>	63,230	77,656	(14,426)	301,586	384,976	(83,390)	1,828,132
<b>Net Ordinary Income</b>	59,107	36,836	22,271	153,447	108,882	44,565	359,948

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

Accrual Basis

### 11 - Marketing

	Sep 21	Budget	\$ Over Budget	Jul - Sep 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	11	0	11	33	0	33	0
<b>Total Other Income</b>	<b>11</b>	<b>0</b>	<b>11</b>	<b>33</b>	<b>0</b>	<b>33</b>	<b>0</b>
Other Expense							
8990-00 · Allocated	25,011	36,836	(11,825)	115,794	108,882	6,913	359,948
<b>Total Other Expense</b>	<b>25,011</b>	<b>36,836</b>	<b>(11,825)</b>	<b>115,794</b>	<b>108,882</b>	<b>6,913</b>	<b>359,948</b>
<b>Net Other Income</b>	<b>(25,000)</b>	<b>(36,836)</b>	<b>11,836</b>	<b>(115,761)</b>	<b>(108,882)</b>	<b>(6,879)</b>	<b>(359,948)</b>
<b>Net Income</b>	<b>34,107</b>	<b>0</b>	<b>34,107</b>	<b>37,686</b>	<b>0</b>	<b>37,686</b>	<b>0</b>

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

30 - Conference

	Sep 21	Budget	\$ Over Bud...	Jul - Sep 21	YTD Budget	\$ Over Bud...	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	42,365	47,279	(4,913)	128,030	128,030	0	360,285
<b>Total Income</b>	42,365	47,279	(4,913)	128,030	128,030	0	360,285
<b>Gross Profit</b>	42,365	47,279	(4,913)	128,030	128,030	0	360,285
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	714	1,747	(1,034)	1,702	5,242	(3,540)	15,727
5030-00 · P/R - Health Insurance Expense	651	2,103	(1,452)	197	6,309	(6,112)	18,926
5040-00 · P/R - Workmans Comp	60	167	(107)	236	500	(264)	1,500
5060-00 · 401 (k)	389	417	(27)	950	1,250	(300)	3,750
5070-00 · Other Benefits and Expenses	24	75	(51)	63	225	(162)	675
5000-00 · Salaries & Wages - Other	10,126	17,474	(7,348)	25,723	52,423	(26,700)	157,268
<b>Total 5000-00 · Salaries &amp; Wages</b>	11,964	21,983	(10,019)	28,872	65,949	(37,077)	197,846
5100-00 · Rent							
5110-00 · Utilities	24	83	(59)	282	250	32	750
5140-00 · Repairs & Maintenance	0	63	(63)	0	188	(188)	563
5150-00 · Office - Cleaning	250	125	125	423	375	48	1,125
5100-00 · Rent - Other	1,186	1,333	(148)	3,557	4,000	(443)	12,000
<b>Total 5100-00 · Rent</b>	1,460	1,604	(144)	4,262	4,812	(550)	14,437
5310-00 · Telephone							
5320-00 · Telephone	436	417	20	967	1,250	(283)	3,750
<b>Total 5310-00 · Telephone</b>	436	417	20	967	1,250	(283)	3,750
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			137			
5420-00 · Mail - USPS - Other	0	17	(17)	36	50	(14)	150
<b>Total 5420-00 · Mail - USPS</b>	0	17	(17)	173	50	123	150
5510-00 · Insurance/Bonding	0			60			
5520-00 · Supplies	108	113	(5)	145	338	(193)	1,013
5710-00 · Taxes, Licenses & Fees	5	8	(3)	38	25	13	75
5740-00 · Equipment Rental/Leasing	93	63	31	206	188	18	563
5800-00 · Training Seminars	0	83	(83)	0	250	(250)	750
6730-00 · Marketing Cooperative/Media	7,739	7,739	0	23,216	23,216	0	69,648
8200-00 · Associate Relations	0	13	(13)	0	38	(38)	113
8750-00 · Meals/Meetings	0	29	(29)	0	88	(88)	263
<b>Total Expense</b>	21,805	32,067	(10,263)	57,940	96,202	(38,262)	288,607
<b>Net Ordinary Income</b>	20,560	15,211	5,349	70,090	31,828	38,262	71,678
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,181	15,211	(11,031)	19,355	31,828	(12,472)	71,678
<b>Total Other Expense</b>	4,181	15,211	(11,031)	19,355	31,828	(12,472)	71,678
<b>Net Other Income</b>	(4,181)	(15,211)	11,031	(19,355)	(31,828)	12,472	(71,678)
<b>Net Income</b>	<b>16,380</b>	<b>(0)</b>	<b>16,380</b>	<b>50,735</b>	<b>(0)</b>	<b>50,735</b>	<b>(0)</b>

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

### 42 - Visitor Center

	Sep 21	Budget	\$ Over Budget	Jul - Sep 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	39,777	45,202	(5,425)	121,336	121,336	0	342,770
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	35	0	35	105	0	105	0
46000 · Merchandise Sales - Other	5,074	11,000	(5,926)	37,809	26,500	11,309	59,500
<b>Total 46000 · Merchandise Sales</b>	<b>5,109</b>	<b>11,000</b>	<b>(5,891)</b>	<b>37,914</b>	<b>26,500</b>	<b>11,414</b>	<b>59,500</b>
<b>Total Income</b>	<b>44,886</b>	<b>56,202</b>	<b>(11,316)</b>	<b>159,250</b>	<b>147,836</b>	<b>11,414</b>	<b>402,270</b>
<b>Gross Profit</b>	<b>44,886</b>	<b>56,202</b>	<b>(11,316)</b>	<b>159,250</b>	<b>147,836</b>	<b>11,414</b>	<b>402,270</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	758	1,551	(793)	3,707	4,653	(946)	13,959
5030-00 · P/R - Health Insurance Expense	(547)	1,583	(2,131)	(298)	4,750	(5,048)	14,250
5040-00 · P/R - Workmans Comp	299	583	(284)	1,511	1,750	(239)	5,250
5060-00 · 401 (k)	383	417	(34)	1,453	1,250	203	3,750
5070-00 · Other Benefits and Expenses	33	83	(50)	33	250	(217)	750
5000-00 · Salaries & Wages - Other	9,894	15,510	(5,616)	37,668	46,530	(8,863)	139,591
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>10,821</b>	<b>19,728</b>	<b>(8,907)</b>	<b>44,074</b>	<b>59,183</b>	<b>(15,109)</b>	<b>177,550</b>
5100-00 · Rent							
5110-00 · Utilities	132	667	(535)	1,192	2,000	(808)	6,000
5140-00 · Repairs & Maintenance	0	500	(500)	0	1,500	(1,500)	4,500
5150-00 · Office - Cleaning	0	208	(208)	225	625	(400)	1,875
5100-00 · Rent - Other	6,522	6,667	(145)	19,565	20,000	(436)	60,000
<b>Total 5100-00 · Rent</b>	<b>6,653</b>	<b>8,042</b>	<b>(1,388)</b>	<b>20,981</b>	<b>24,125</b>	<b>(3,144)</b>	<b>72,375</b>
5310-00 · Telephone							
5320-00 · Telephone	436	413	24	967	1,238	(270)	3,713
<b>Total 5310-00 · Telephone</b>	<b>436</b>	<b>413</b>	<b>24</b>	<b>967</b>	<b>1,238</b>	<b>(270)</b>	<b>3,713</b>
5420-00 · Mail - USPS	0	17	(17)	36	50	(14)	150
5510-00 · Insurance/Bonding	0			60			
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	75	(75)	0	225	(225)	675
5520-00 · Supplies - Other	834	583	251	1,433	1,750	(317)	5,250
<b>Total 5520-00 · Supplies</b>	<b>834</b>	<b>658</b>	<b>176</b>	<b>1,433</b>	<b>1,975</b>	<b>(542)</b>	<b>5,925</b>
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	13	(13)	38
5710-00 · Taxes, Licenses & Fees	0	4	(4)	376	13	363	38
5740-00 · Equipment Rental/Leasing	93	63	31	206	188	18	563
5850-00 · Artist of Month - Commissions	0	167	(167)	670	500	170	1,500
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	5,000	(5,000)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	400	1,000	(600)	600	3,000	(2,400)	9,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	120	125	(5)	696	375	321	1,125
59900 · POS Inventory Adjustments	135	0	135	112	0	112	0
8100-01 · CGS - Other	0	0	0	10	0	10	0
8100-00 · Cost of Goods Sold - Other	2,596	5,500	(2,904)	19,103	13,250	5,853	29,750
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>2,851</b>	<b>5,625</b>	<b>(2,774)</b>	<b>19,921</b>	<b>13,625</b>	<b>6,296</b>	<b>30,875</b>
8200-00 · Associate Relations	0	25	(25)	26	75	(49)	225
8500-00 · Credit Card Fees	135	517	(382)	962	1,246	(283)	2,797
8700-00 · Automobile Expenses	0	42	(42)	0	125	(125)	375
8750-00 · Meals/Meetings	0	17	(17)	0	50	(50)	150
8810-00 · Dues & Subscriptions	0	133	(133)	0	400	(400)	1,200
<b>Total Expense</b>	<b>22,223</b>	<b>38,120</b>	<b>(15,897)</b>	<b>90,312</b>	<b>110,804</b>	<b>(20,492)</b>	<b>321,471</b>
<b>Net Ordinary Income</b>	<b>22,663</b>	<b>18,082</b>	<b>4,581</b>	<b>68,938</b>	<b>37,032</b>	<b>31,906</b>	<b>80,798</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,715	18,082	(13,367)	21,829	37,032	(15,203)	80,798
<b>Total Other Expense</b>	<b>4,715</b>	<b>18,082</b>	<b>(13,367)</b>	<b>21,829</b>	<b>37,032</b>	<b>(15,203)</b>	<b>80,798</b>
<b>Net Other Income</b>	<b>(4,715)</b>	<b>(18,082)</b>	<b>13,367</b>	<b>(21,829)</b>	<b>(37,032)</b>	<b>15,203</b>	<b>(80,798)</b>
<b>Net Income</b>	<b>17,948</b>	<b>(0)</b>	<b>17,948</b>	<b>47,109</b>	<b>(0)</b>	<b>47,109</b>	<b>(0)</b>

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

	Sep 21	Budget	\$ Over ...	Jul - Se...	YTD Bu...	\$ Over ...	Annual ...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	14,077	15,710	(1,633)	56,009	56,009	0	141,237
<b>Total Income</b>	14,077	15,710	(1,633)	56,009	56,009	0	141,237
<b>Gross Profit</b>	14,077	15,710	(1,633)	56,009	56,009	0	141,237
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	768	(768)	201	2,303	(2,102)	7,363
5030-00 · P/R - Health Insurance Expense	201	1,000	(799)	133	3,000	(2,867)	9,590
5040-00 · P/R - Workmans Comp	0	25	(25)	54	75	(22)	240
5060-00 · 401 (k)	0	307	(307)	0	921	(921)	2,945
5070-00 · Other Benefits and Expenses	1	88	(87)	1	263	(263)	842
5000-00 · Salaries & Wages - Other	0	7,677	(7,677)	1,354	23,032	(21,678)	73,628
<b>Total 5000-00 · Salaries &amp; Wages</b>	202	9,865	(9,663)	1,741	29,595	(27,853)	94,608
5100-00 · Rent							
5110-00 · Utilities	7	25	(18)	78	75	3	238
5140-00 · Repairs & Maintenance	0	17	(17)	0	50	(50)	158
5150-00 · Office - Cleaning	75	42	33	127	125	2	396
5100-00 · Rent - Other	356	375	(19)	1,067	1,125	(58)	3,563
<b>Total 5100-00 · Rent</b>	438	458	(20)	1,272	1,375	(103)	4,354
5310-00 · Telephone							
5320-00 · Telephone	116	134	(18)	207	403	(196)	1,275
<b>Total 5310-00 · Telephone</b>	116	134	(18)	207	403	(196)	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	32	0	32	39	5,000	(4,961)	5,000
<b>Total 5520-00 · Supplies</b>	32	0	32	39	6,250	(6,211)	6,250
5710-00 · Taxes, Licenses & Fees	0	13	(13)	10	38	(28)	120
5740-00 · Equipment Rental/Leasing	157	19	139	191	56	135	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
<b>Total 5900-00 · Professional Fees</b>	0	0	0	11,954	5,000	6,954	5,000
8700-00 · Automobile Expenses	0	42	(42)	0	125	(125)	400
8750-00 · Meals/Meetings	0	83	(83)	0	250	(250)	1,000
8810-00 · Dues & Subscriptions	2	42	(40)	5	125	(120)	400
<b>Total Expense</b>	947	10,655	(9,709)	15,438	43,216	(27,778)	113,584
<b>Net Ordinary Income</b>	13,130	5,054	8,076	40,570	12,792	27,778	27,653
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,017	5,054	(1,037)	18,600	12,792	5,807	27,653
<b>Total Other Expense</b>	4,017	5,054	(1,037)	18,600	12,792	5,807	27,653
<b>Net Other Income</b>	(4,017)	(5,054)	1,037	(18,600)	(12,792)	(5,807)	(27,653)
<b>Net Income</b>	<b>9,113</b>	<b>(0)</b>	<b>9,113</b>	<b>21,971</b>	<b>(0)</b>	<b>21,971</b>	<b>(0)</b>

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Accrual Basis

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

	<u>Sep 21</u>	<u>Budget</u>	<u>\$ Over Bud...</u>	<u>Jul - Sep 21</u>	<u>YTD Budget</u>	<u>\$ Over Bud...</u>	<u>Annual Bud...</u>
Ordinary Income/Expense							
Income							
4100-00 · TBID Assessment Revenue	<u>185,257</u>	<u>185,257</u>	<u>0</u>	<u>559,336</u>	<u>559,336</u>	<u>0</u>	<u>4,689,362</u>
<b>Total Income</b>	<u>185,257</u>	<u>185,257</u>	<u>0</u>	<u>559,336</u>	<u>559,336</u>	<u>0</u>	<u>4,689,362</u>
<b>Gross Profit</b>	<u>185,257</u>	<u>185,257</u>	<u>0</u>	<u>559,336</u>	<u>559,336</u>	<u>0</u>	<u>4,689,362</u>
<b>Net Ordinary Income</b>	<u>185,257</u>	<u>185,257</u>	<u>0</u>	<u>559,336</u>	<u>559,336</u>	<u>0</u>	<u>4,689,362</u>
<b>Net Income</b>	<u><u>185,257</u></u>	<u><u>185,257</u></u>	<u><u>0</u></u>	<u><u>559,336</u></u>	<u><u>559,336</u></u>	<u><u>0</u></u>	<u><u>4,689,362</u></u>

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

### 60 - Membership

	Sep 21	Budget	\$ Over Budget	Jul - Sep 21	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	6,493	6,250	243	19,415	18,750	665	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	0	0	4,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	0	0	2,350
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	0	0	1,200
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,550</b>
4250-00 · Revenues-Membership Activities - Other	25	0	25	1,085	0	1,085	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>25</b>	<b>0</b>	<b>25</b>	<b>1,085</b>	<b>0</b>	<b>1,085</b>	<b>9,550</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	1,000
<b>Total Income</b>	<b>6,518</b>	<b>6,250</b>	<b>268</b>	<b>20,500</b>	<b>18,750</b>	<b>1,750</b>	<b>66,800</b>
<b>Gross Profit</b>	<b>6,518</b>	<b>6,250</b>	<b>268</b>	<b>20,500</b>	<b>18,750</b>	<b>1,750</b>	<b>66,800</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	238	418	(180)	744	1,254	(509)	3,761
5030-00 · P/R - Health Insurance Expense	318	333	(15)	700	1,000	(300)	3,000
5040-00 · P/R - Workmans Comp	21	13	9	109	38	71	113
5060-00 · 401 (k)	0	167	(167)	135	501	(367)	1,504
5070-00 · Other Benefits and Expenses	0	54	(54)	0	163	(162)	488
5000-00 · Salaries & Wages - Other	3,354	4,179	(825)	9,829	12,537	(2,708)	37,611
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>3,932</b>	<b>5,164</b>	<b>(1,232)</b>	<b>11,517</b>	<b>15,492</b>	<b>(3,975)</b>	<b>46,477</b>
5100-00 · Rent							
5110-00 · Utilities	8	25	(17)	95	75	20	225
5140-00 · Repairs & Maintenance	0	21	(21)	0	62	(62)	187
5150-00 · Office - Cleaning	81	42	40	137	125	12	375
5100-00 · Rent - Other	524	527	(3)	1,572	1,580	(8)	4,740
<b>Total 5100-00 · Rent</b>	<b>613</b>	<b>614</b>	<b>(1)</b>	<b>1,804</b>	<b>1,843</b>	<b>(39)</b>	<b>5,528</b>
5310-00 · Telephone							
5320-00 · Telephone	156	139	16	358	418	(59)	1,253
<b>Total 5310-00 · Telephone</b>	<b>156</b>	<b>139</b>	<b>16</b>	<b>358</b>	<b>418</b>	<b>(59)</b>	<b>1,253</b>
5420-00 · Mail - USPS	0	10	(10)	12	30	(18)	90
5510-00 · Insurance/Bonding	0			20			
5520-00 · Supplies	35	167	(132)	47	500	(453)	1,500
5710-00 · Taxes, Licenses & Fees	0	4	(4)	11	13	(2)	38
5740-00 · Equipment Rental/Leasing	31	21	10	67	62	5	187
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	500
6437-00 · Tuesday Morning Breakfast Club	0	0	0	(500)	0	(500)	1,763
6442-00 · Public Relations/Website/Digita	600	500	100	1,838	1,500	338	4,500
6423-00 · Membership Activities - Other	62	417	(355)	403	1,250	(847)	3,750
<b>Total 6423-00 · Membership Activities</b>	<b>662</b>	<b>917</b>	<b>(255)</b>	<b>1,741</b>	<b>2,750</b>	<b>(1,009)</b>	<b>10,513</b>
8200-00 · Associate Relations	0	7	(7)	164	20	144	60
8500-00 · Credit Card Fees	33	50	(17)	127	150	(23)	450
8700-00 · Automobile Expenses	0	42	(42)	0	125	(125)	375
8750-00 · Meals/Meetings	0	33	(33)	111	100	11	300
8810-00 · Dues & Subscriptions	11	17	(6)	33	50	(17)	150
8920-00 · Bad Debt	325	0	325	325	0	325	0
<b>Total Expense</b>	<b>5,797</b>	<b>7,184</b>	<b>(1,387)</b>	<b>16,336</b>	<b>21,552</b>	<b>(5,216)</b>	<b>66,919</b>
<b>Net Ordinary Income</b>	<b>721</b>	<b>(934)</b>	<b>1,655</b>	<b>4,164</b>	<b>(2,802)</b>	<b>6,966</b>	<b>(119)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	1,356	3,408	(2,052)	6,278	7,130	(852)	16,521
<b>Total Other Expense</b>	<b>1,356</b>	<b>3,408</b>	<b>(2,052)</b>	<b>6,278</b>	<b>7,130</b>	<b>(852)</b>	<b>16,521</b>
<b>Net Other Income</b>	<b>(1,356)</b>	<b>(3,408)</b>	<b>2,052</b>	<b>(6,278)</b>	<b>(7,130)</b>	<b>852</b>	<b>(16,521)</b>
<b>Net Income</b>	<b>(635)</b>	<b>(4,342)</b>	<b>3,707</b>	<b>(2,115)</b>	<b>(9,933)</b>	<b>7,818</b>	<b>(16,640)</b>

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

### 61 - Business Association Grant Funding

	Sep 21	Budget	\$ Over Budget	Jul - Sep 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	16,667	16,667	0	50,000	50,000	0	200,000
<b>Total Income</b>	16,667	16,667	0	50,000	50,000	0	200,000
<b>Gross Profit</b>	16,667	16,667	0	50,000	50,000	0	200,000
<b>Expense</b>							
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	0	8,333	(8,333)	0	25,000	(25,000)	100,000
6750-02 · Business Assn Grant - TCDA	0	8,333	(8,333)	0	25,000	(25,000)	100,000
<b>Total 6750-00 · Business Association Grant</b>	0	16,667	(16,667)	0	50,000	(50,000)	200,000
<b>Total Expense</b>	0	16,667	(16,667)	0	50,000	(50,000)	200,000
<b>Net Ordinary Income</b>	16,667	(0)	16,667	50,000	(0)	50,000	0
<b>Net Income</b>	<b>16,667</b>	<b>(0)</b>	<b>16,667</b>	<b>50,000</b>	<b>(0)</b>	<b>50,000</b>	<b>0</b>



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

### 70 - Administration

	Sep 21	Budget	\$ Over Budget	Jul - Sep 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,152	3,202	(2,050)	8,163	9,605	(1,442)	28,816
5030-00 · P/R - Health Insurance Expense	6,179	3,750	2,429	7,193	11,250	(4,057)	33,750
5040-00 · P/R - Workmans Comp	66	194	(128)	701	583	118	1,749
5060-00 · 401 (k)	696	1,323	(627)	1,442	3,968	(2,526)	11,904
5070-00 · Other Benefits and Expenses	79	183	(104)	79	548	(469)	1,645
5000-00 · Salaries & Wages - Other	16,940	33,068	(16,128)	127,109	99,203	27,906	297,610
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>25,112</b>	<b>41,719</b>	<b>(16,607)</b>	<b>144,688</b>	<b>125,158</b>	<b>19,530</b>	<b>375,474</b>
5100-00 · Rent							
5110-00 · Utilities	52	167	(115)	601	500	101	1,500
5140-00 · Repairs & Maintenance	(80)	417	(497)	94	1,250	(1,156)	3,750
5150-00 · Office - Cleaning	544	292	252	919	875	44	2,625
5100-00 · Rent - Other	2,957	3,093	(136)	8,917	9,280	(363)	27,840
<b>Total 5100-00 · Rent</b>	<b>3,473</b>	<b>3,968</b>	<b>(495)</b>	<b>10,531</b>	<b>11,905</b>	<b>(1,374)</b>	<b>35,715</b>
5310-00 · Telephone							
5320-00 · Telephone	1,356	1,234	122	2,890	3,703	(812)	11,108
<b>Total 5310-00 · Telephone</b>	<b>1,356</b>	<b>1,234</b>	<b>122</b>	<b>2,890</b>	<b>3,703</b>	<b>(812)</b>	<b>11,108</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	12	0	12	0
5420-00 · Mail - USPS - Other	0	83	(83)	61	250	(189)	750
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>83</b>	<b>(83)</b>	<b>73</b>	<b>250</b>	<b>(177)</b>	<b>750</b>
5510-00 · Insurance/Bonding	1,803	1,250	553	2,471	3,750	(1,279)	11,250
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	95	2,500	(2,405)	2,500
5520-00 · Supplies - Other	687	500	187	1,092	1,500	(408)	4,500
<b>Total 5520-00 · Supplies</b>	<b>687</b>	<b>500</b>	<b>187</b>	<b>1,188</b>	<b>4,000</b>	<b>(2,812)</b>	<b>7,000</b>
5610-00 · Depreciation	153	153	0	458	458	0	1,375
5700-00 · Equipment Support & Maintenance	131	2,917	(2,786)	428	8,750	(8,322)	26,250
5710-00 · Taxes, Licenses & Fees	1,307	1,250	57	4,173	3,750	423	11,250
5740-00 · Equipment Rental/Leasing	60	125	(65)	304	375	(71)	1,125
5800-00 · Training Seminars	0	417	(417)	0	1,250	(1,250)	3,750
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	4,775	625	4,150	4,775	1,875	2,900	5,625
5920-00 · Professional Fees - Accountant	0	22,500	(22,500)	0	22,500	(22,500)	26,000
5921-00 · Professional Fees - Other	0	833	(833)	124	2,500	(2,376)	7,500
<b>Total 5900-00 · Professional Fees</b>	<b>4,775</b>	<b>23,958</b>	<b>(19,183)</b>	<b>4,899</b>	<b>26,875</b>	<b>(21,976)</b>	<b>39,125</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	3,750	(3,750)	11,250
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	5,000	(5,000)	15,000
8200-00 · Associate Relations	0	125	(125)	0	375	(375)	1,125
8300-00 · Board Functions	823	583	240	16,248	1,750	14,498	5,250
8500-00 · Credit Card Fees	0			20			
8600-00 · Additional Opportunitites	650	833	(183)	1,950	2,500	(550)	7,500
8700-00 · Automobile Expenses	28	250	(222)	77	750	(673)	2,250
8750-00 · Meals/Meetings	0	417	(417)	0	1,250	(1,250)	3,750
8810-00 · Dues & Subscriptions	1,204	1,000	204	3,108	3,000	108	9,000
8920-00 · Bad Debt	299	0	299	299	0	299	0
<b>Total Expense</b>	<b>41,861</b>	<b>83,700</b>	<b>(41,839)</b>	<b>193,805</b>	<b>208,599</b>	<b>(14,794)</b>	<b>579,296</b>
<b>Net Ordinary Income</b>	<b>(41,861)</b>	<b>(83,700)</b>	<b>41,839</b>	<b>(193,805)</b>	<b>(208,599)</b>	<b>14,794</b>	<b>(579,296)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(41,861)	(83,700)	41,839	(193,805)	(208,599)	14,794	(579,296)
<b>Total Other Expense</b>	<b>(41,861)</b>	<b>(83,700)</b>	<b>41,839</b>	<b>(193,805)</b>	<b>(208,599)</b>	<b>14,794</b>	<b>(579,296)</b>
<b>Net Other Income</b>	<b>41,861</b>	<b>83,700</b>	<b>(41,839)</b>	<b>193,805</b>	<b>208,599</b>	<b>(14,794)</b>	<b>579,296</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>