



**Finance Committee**  
Date: Wednesday November 27th, 2024  
Time: 10:00am  
Location: 100 N Lake Blvd. Tahoe City 96145

Each teleconference location is open to the public and any member of the public has an opportunity to address the Finance Committee from a teleconference location in the same manner as if that person attended the meeting location at 100 N Lake Blvd., Tahoe City, CA 96145

**Committee Members:**

**Chair/Treasurer: DJ Ewan, Granlibakken | Jim Phelan, Tahoe City Marina**  
**Harry Hirsch, Homewood Mountain Club | David Brown, CPA |**  
**Placer County Representative: Stephanie Holloway**

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**Instruction for Public Participation:**

Members of the public may attend the Zoom teleconference by telephone, computer or mobile device. To participate via Join Zoom

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as authorized by AB 361

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*If you wish to make a public comment, use the "Raise Hand" feature in Zoom or \*9 on your telephone. You will be called upon and unmuted when it is your turn to provide comment. Comments must be 3 minutes or less and limited to one comment per item. Teleconference participation via Zoom is not guaranteed and can be disrupted by technical difficulties. If members of the public wish to be guaranteed the ability to observe/make public comments, they should attend in-person.*

**AGENDA**

- 10:00 a.m.    1.    Call to Order – Establish Quorum
  
- 10:05 a.m.    2.    Public Forum-Any person wishing to address the Finance Committee on items of interest to the Committee not listed on the agenda may do so at this time. It is requested that comments be to three minutes since no action may be taken by the Committee on items addressed under Public Forum.
  
- 10:10 a.m.    3.    **Agenda Amendments and Approval**
  
- 10:15 a.m.    4.    **Approval of Finance Committee Meeting Minutes from October 30th, 2024**
  
- 5.    Review and Approval of Preliminary Financials:
  - a) Review Staff Report on Financial Performance
  - b) NLTRA 10/31/24 Financials Review (Motion)**
  - c) NLTMC 10/31/24 Financial Review

- 10:35 a.m. 6. Review of 22-23 Audit results
- 10:55 a.m. 7. Items for Committee Review, Discussion/or Recommendations
- 8. Agenda Input for Next Finance Committee Meeting & Next Meeting Date
- 9. Committee Member Comments
- 11:00 a.m. 10. Adjournment



11/27/2024

To: North Tahoe Community Alliance (NTCA) Finance Committee

From: Derek Vaughan, Controller

RE: Report on Financial Results for October 31, 2024

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### **Summary of preliminary NTCA financial results for October 31, 2024**

- Accounts Receivable - NTCA paid IDSS invoices in error, CO-OP reimbursed NTCA in November and is a deposit in transit in CO-OP's financials
- Accounts Receivable TBID –The majority of first quarter FY 24/25 assessments were received in November, an additional \$400k-\$500k is projected to be collected for Q1
- Accounts Receivable Membership Dues – current amounts due.
- Prepaid Expenses – prepayments for video and photo productions, annual subscriptions and NLTMC October funding.
- Fixed Assets – The Kings Beach Visitor Center leasehold improvements are being depreciated over the term of the lease
- Operating Lease Right-of-Use Asset – This asset account along with Operating Lease Liability accounts are results from the new lease reporting requirements issued under Accounting Standard Update 842. Under this standard, operating leases longer than 12 months must be reflected on a company's balance sheet.
- Unrestricted fund balances – This is a combination of \$14,865 net-book value of our fixed assets and the \$5.5k carryover deficit balance from Chamber activities not funded by TBID dollars.
- Salaries & Wages – There were three pay periods in October
- Rent & utilities – Includes rent for the new Kings Beach location.
- Due and Subscriptions – Include subscriptions to Key Data and Symphony data suppliers. October includes a true up of Symphony subscription expense
- Staff Expenses – include meals and travel expenses
- Research & Planning – payment for a Hotel Comprehensive Lodging Assessment study
- Equipment Support – Includes our monthly IT support

- Event Sponsorships – numerous event sponsorships including Waterman’s race series, Palisades Oktoberfest, Concours d’Elegance, Broken Arrow sky race, Lake Tahoe Dance Collective, Tahoe 100, Made in Tahoe, Wondergrass, TCDA Food and Wine
- Marketing/In Market/Media – includes monthly communications retainer, marketing swag, ongoing website graphic design
- Business Assn Grant Funding – Funding to the downtown associations per contracts
- Grant Funding Sponsorship – none in October
- Grant Funding 1<sup>st</sup> Annual – none in October
- Chamber Activities & Marketing – Includes payments to our marketing consultant

**Summary of preliminary NLTMC financial results for October 31, 2024**

- Fall media spend is the largest of the year and October, specifically for our consumer marketing partners

**North Tahoe Community Alliance**

Preliminary

Financial Statements for the Period Ending

October 31, 2024

# Balance Sheet - PY Comparison

North Lake Tahoe Resort  
Association

For the Four Months Ending Thursday, October 31, 2024

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	YTD		
	Oct 2024	Oct 2023	Variance
	Fiscal 24/2025	Fiscal 23/2024	
<b>Current Assets</b>			
Cash - TBID Disbursements	118,223	625,646	507,423
Cash - TBID Funding	116,970	2,261,163	2,144,193
Cash - Payroll	102,414	108,447	6,032
Cash - Money Market	5,152,123	3,013,315	(2,138,808)
Cash - Plumas 1939	101,595	101,341	(254)
Cash - Plumas 1929	50,552	50,471	(81)
Cash - Chamber	626	45,966	45,340
Cash in Drawer	597	3,082	2,485
Petty Cash	436	136	(300)
Accounts Receivable	10,000	0	(10,000)
Accounts Receivable - TBID	1,510,604	1,427,943	(82,661)
Accounts Receivable - Chamber	4,400	0	(4,400)
Accounts Receivable - Membership Dues	0	3,775	3,775
Allowance for Doubtful Accounts	(1,336)	(920)	417
Inventory Asset	76,854	29,337	(47,517)
Prepaid Expenses	164,167	43,152	(121,015)
Prepaid Postage	100	100	0
Prepaid Insurance	0	1,836	1,836
<b>Total Current Assets</b>	<b>7,408,326</b>	<b>7,714,789</b>	<b>306,463</b>
<b>Fixed Assets</b>			
Furniture & Fixtures	57,759	37,060	(20,699)
Accumulated Depreciation - Furnitures & Fixtures	(38,372)	(37,060)	1,312
Computer Equipment	48,616	43,884	(4,731)
Accumulated Depreciation - Computer Equipment	(10,554)	(2,563)	7,991
Computer Software	6,206	6,206	0
Accumulated Depreciation - Computer Software	(6,206)	(6,206)	0
Leasehold Improvements	142,772	24,284	(118,488)
Accumulated Depreciation - Leasehold Improvements	(40,441)	(24,284)	16,158
Operating Lease Right-of-Use Asset	414,290	572,224	157,934
<b>Total Fixed Assets</b>	<b>574,070</b>	<b>613,545</b>	<b>39,475</b>
<b>Total Assets</b>	<b>\$7,982,395</b>	<b>\$8,328,335</b>	<b>\$345,940</b>
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable	97,299	124,434	(27,135)
Accounts Payable - Housing Hub	0	23,835	(23,835)
401k Payable	5,370	0	5,370
Retail cc deposits in transit	0	10,299	(10,299)
Accrued Expenses	0	1,460	(1,460)
Deferred Revenue - Membership Dues	3,260	4,817	(1,558)
Operating Lease Liability	164,489	154,076	10,412
<i>Suspense (may include rounding)</i>	<i>(239)</i>	<i>(237)</i>	<i>(2)</i>
<b>Total Current Liabilities</b>	<b>270,179</b>	<b>318,684</b>	<b>48,505</b>
<b>Long-Term Liabilities</b>			
Operating Lease Liability	268,989	434,140	(165,151)
<b>Total Long Term Liabilities</b>	<b>268,989</b>	<b>434,140</b>	<b>165,151</b>
<b>Total Liabilities</b>	<b>539,168</b>	<b>752,824</b>	<b>213,656</b>
Unrestricted deficit	(5,453)	(26,013)	20,560
Unrestricted Net Assets	14,865	14,865	0
TBID Reserve	8,182,846	7,382,214	800,633
Net Income	(749,031)	204,445	(953,476)
<b>Total Equity</b>	<b>7,443,227</b>	<b>7,575,511</b>	<b>132,284</b>
<b>Liabilities &amp; Shareholder Equity</b>	<b>\$7,982,395</b>	<b>\$8,328,335</b>	<b>\$345,940</b>

**HISTORICAL AGED TRIAL BALANCE**  
 North Lake Tahoe Resort Association  
 Payables Management

Ranges:  
 Vendor ID: First - Last  
 Class ID: First - Last  
 Payment Priority: First - Last  
 Vendor Name: First - Last  
 User-Defined 1: First - Last  
 Posting Date: First - 10/31/2024  
 Document Number: First - Last

Print Option: SUMMARY  
 Aged By: Document Date  
 Aging Date: 10/31/2024  
 Exclude: Zero Balance, No Activity, Fully Paid Documents, Unposted Applied Credit Documents, Multicurrency Info  
 Sorted By: Vendor ID  
 Due Date  
 Print Currency In: Functional (Z-US\$)

Vendor ID	Name	Class ID	User-Defined 1:				
			Due	Current Period	31 - 60 Days	61 - 90 Days	91 and Over
ALPEN SIERRA CO	Alpen Sierra Coffee Roasting Company, In	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$187.00	\$187.00	\$0.00	\$0.00	\$0.00
ALPENGLOW MOUN	Alpenglow Mountain Racing LLC	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$32,500.00	\$32,500.00	\$0.00	\$0.00	\$0.00
ANNIE'S CLEANIN	Annie's Cleaning Service	PRIMARY					
Voucher(s): 2	<b>Aged Totals:</b>		\$1,380.00	\$1,380.00	\$0.00	\$0.00	\$0.00
ANTHONY KARWOW	Anthony Karwowski	PRIMARY					
Voucher(s): 2	<b>Aged Totals:</b>		\$320.43	\$320.43	\$0.00	\$0.00	\$0.00
COUNTY OF PLACE	County Of Placer	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		-\$2,000.00	-\$2,000.00	\$0.00	\$0.00	\$0.00
GENERIKAL DESIG	Generikal Design	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$15,000.00	\$15,000.00	\$0.00	\$0.00	\$0.00
GEO-TOURISM SPE	Geo-Tourism Specialties	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$34.74	\$34.74	\$0.00	\$0.00	\$0.00
ISOLVED	iSolved Benefit Services	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$70.00	\$70.00	\$0.00	\$0.00	\$0.00
JEANIE PEARSON	Jeanie Pearson	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$63.00	\$63.00	\$0.00	\$0.00	\$0.00
KIRSTIN GUINN	Kirstin Guinn	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$881.42	\$0.00	\$881.42	\$0.00	\$0.00
KRISTINE BRANJE	Kristine Branje						
Voucher(s): 1	<b>Aged Totals:</b>		\$60.00	\$60.00	\$0.00	\$0.00	\$0.00
KYM FABEL	Kym Fabel	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$119.68	\$119.68	\$0.00	\$0.00	\$0.00
LDTCC	Lake Tahoe Dance Collective						
Voucher(s): 1	<b>Aged Totals:</b>		\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$0.00
MCCLINTOCK	McClintock Accountancy	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$1,000.00	\$1,000.00	\$0.00	\$0.00	\$0.00
MDRCSB	Montana Department of Revenue						
Voucher(s): 1	<b>Aged Totals:</b>		\$474.25	\$0.00	\$0.00	\$0.00	\$474.25
OFFICE BOSS	The Office Boss*	PRIMARY					
Voucher(s): 1	<b>Aged Totals:</b>		\$80.32	\$80.32	\$0.00	\$0.00	\$0.00

**HISTORICAL AGED TRIAL BALANCE**  
 North Lake Tahoe Resort Association

Vendor ID:		Name:		Class ID:		User-Defined 1:	
		Due	Current Period	31 - 60 Days	61 - 90 Days	91 and Over	
Vendor ID: PALISADES VILLA		Name: PALISADES VILLAGE NEIGHBORHOOD C		Class ID:		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$10,000.00	\$10,000.00	\$0.00	\$0.00	\$0.00
Vendor ID: PAPER TRAIL		Name: The Paper Trail*		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$320.00	\$320.00	\$0.00	\$0.00	\$0.00
Vendor ID: PORTER SIMON*		Name: Porter Simon*		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$350.00	\$350.00	\$0.00	\$0.00	\$0.00
Vendor ID: RANGE OF LIGHT		Name: Range of Light Media Group, Inc		Class ID:		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$0.00
Vendor ID: SIERRA CH		Name: Sierra Community House		Class ID:		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$0.02	\$0.00	\$0.02	\$0.00	\$0.00
Vendor ID: SWIFT COMMUNICA		Name: SWIFT COMMUNICATIONS, CA		Class ID:		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$510.00	\$510.00	\$0.00	\$0.00	\$0.00
Vendor ID: SWIGARD'S		Name: Swigard's True Value Hardware, Inc.*		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 2		Aged Totals:	\$57.45	\$57.45	\$0.00	\$0.00	\$0.00
Vendor ID: TAHOE ART HAUS		Name: Tahoe Art Haus & Cinema		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$500.00	\$500.00	\$0.00	\$0.00	\$0.00
Vendor ID: TAHOE YACHT CLU		Name: Tahoe Yacht Club Foundation, Inc.		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$15,000.00	\$15,000.00	\$0.00	\$0.00	\$0.00
Vendor ID: TCDA		Name: Tahoe City Downtown Association*		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$11,250.00	\$11,250.00	\$0.00	\$0.00	\$0.00
Vendor ID: TCFM		Name: Tahoe City Farmers Market		Class ID:		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$867.64	\$0.00	\$867.64	\$0.00	\$0.00
Vendor ID: TTSD		Name: Tahoe Truckee Sierra Disposal*		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$308.25	\$308.25	\$0.00	\$0.00	\$0.00
Vendor ID: WELSS FARGO		Name: Wells Fargo Financial Leasing		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$365.01	\$365.01	\$0.00	\$0.00	\$0.00
Vendor ID: YIG ADMINISTRAT		Name: YIG Administration		Class ID: PRIMARY		User-Defined 1:	
Voucher(s): 1		Aged Totals:	\$99.88	\$99.88	\$0.00	\$0.00	\$0.00

		<u>Vendors</u>	<u>Due</u>	<u>Current Period</u>	<u>31 - 60 Days</u>	<u>61 - 90 Days</u>	<u>91 and Over</u>
<b>Vendor Totals:</b>		30	\$97,299.09	\$95,075.76	\$1,749.08	\$0.00	\$474.25



# PL - Budget vs Actual

North Lake Tahoe Resort Association  
NLTRA:SUMMARY Summary of All Units

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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Revenues	38,960	38,960	42,550	1,963,595	1,963,594	1	1,721,829
Chamber Revenue - Member...	545	2,133	1,117	2,470	8,533	(6,063)	6,948
Retail Revenue	17,803	5,333	5,042	84,980	21,333	63,647	61,546
Revenue - Other	0	12,500	0	0	50,000	(50,000)	705
Revenue - Interest & Investm...	13,260	8,750	2,613	57,526	35,000	22,526	3,427
<b>Total Revenues</b>	<b>70,569</b>	<b>67,677</b>	<b>51,322</b>	<b>2,108,571</b>	<b>2,078,461</b>	<b>30,111</b>	<b>1,794,455</b>
<b>Cost of Goods Sold</b>	<b>8,902</b>	<b>2,667</b>	<b>2,547</b>	<b>39,756</b>	<b>10,667</b>	<b>29,089</b>	<b>29,970</b>
Freight & Shipping Costs	0	0	6	0	0	0	663
Artist of the Month - Consign...	0	0	819	0	0	0	819
<b>Total Cost of Goods S...</b>	<b>8,902</b>	<b>2,667</b>	<b>3,372</b>	<b>39,756</b>	<b>10,667</b>	<b>29,089</b>	<b>31,452</b>
<b>Gross Profit</b>	<b>61,667</b>	<b>65,010</b>	<b>47,950</b>	<b>2,068,816</b>	<b>2,067,794</b>	<b>1,021</b>	<b>1,763,003</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	221,700	191,466	148,805	748,262	765,863	(17,601)	566,164
Rent & Utilities	26,080	21,901	17,514	75,986	87,606	(11,620)	65,075
Repairs & Maintenance	1,380	8,461	325	9,946	33,852	(23,906)	3,643
Telephone & Internet	1,750	1,652	1,045	7,015	6,607	408	5,746
Supplies & Mail	4,636	2,881	3,721	28,759	11,520	17,239	22,053
Taxes, Licenses, Fees	4,425	11,132	6,235	37,747	44,529	(6,782)	15,345
Credit Card Fees	410	0	210	1,129	0	1,129	1,311
Dues & Subscriptions	18,734	1,816	3,125	45,690	7,267	38,423	12,738
Insurance/Bonding	767	1,334	959	5,248	5,336	(88)	3,873
Associate Relations	0	0	0	65	0	65	0
Staff Expenses	10,704	3,345	271	23,709	16,085	7,623	6,808
Board Functions	3,560	1,725	1,643	10,342	13,925	(3,583)	13,673
Professional Fees	18,543	5,666	3,149	31,022	22,664	8,358	58,147
Research & Planning	5,250	0	0	5,250	0	5,250	0
Equipment Support & Mainten...	5,454	7,532	4,764	23,837	30,128	(6,291)	17,348
Equipment Rental/Leasing	1,598	0	0	1,954	0	1,954	0
Depreciation	6,631	1,250	239	20,703	5,000	15,703	869
Event Sponsorships	190,399	51,250	17,770	456,789	205,000	251,789	137,320
Events & Activities	0	0	0	1,436	0	1,436	0
NLTMC Contributions	113,750	131,666	32,848	455,000	526,664	(71,664)	328,438
Non-NLTMC Marketing	4,624	17,683	3,600	77,085	70,733	6,352	44,696
In-Market/Tourism	15,250	14,900	6,769	65,933	59,600	6,333	30,625
Media/Collateral/Production	2,292	21,292	22,586	27,780	85,167	(57,387)	41,614
Business Assn Grant Funding	19,400	50,000	90,000	181,710	200,000	(18,290)	180,000
Housing Hub In-kind	0	0	0	0	0	0	2,660
Housing Hub Funding	0	12,500	0	0	50,000	(50,000)	0
Grant Funding - Sponsorship	0	97,139	0	290,486	388,557	(98,071)	0
Grant Funding - First Annual	0	136,556	0	134,840	546,223	(411,383)	0
Chamber Activities	0	33,333	5,425	778	133,333	(132,555)	5,425
Chamber Activities - Member...	0	0	0	8,000	0	8,000	0
Chamber Marketing	12,135	8,333	0	41,152	33,333	7,819	450
Chamber Activities - Commun...	0	0	134	195	0	195	(7,586)
<b>Total Operating Expe...</b>	<b>689,471</b>	<b>834,814</b>	<b>371,136</b>	<b>2,817,846</b>	<b>3,348,992</b>	<b>(531,145)</b>	<b>1,556,433</b>
<b>Net Operating Income</b>	<b>(627,803)</b>	<b>(769,804)</b>	<b>(323,187)</b>	<b>(749,031)</b>	<b>(1,281,198)</b>	<b>532,167</b>	<b>206,570</b>
<b>Other Expense/&lt;Inco...</b>							
(Gain)/Loss on Asset Disposal	0	0	0	0	0	0	2,125
<b>Total Other Expense/...</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,125</b>
<b>Net Income</b>	<b>(627,803)</b>	<b>(769,804)</b>	<b>(323,187)</b>	<b>(749,031)</b>	<b>(1,281,198)</b>	<b>532,167</b>	<b>204,445</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
NLTRA:01 Marketing

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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Revenues	20,454	20,454	22,340	1,030,888	1,030,888	0	903,961
Revenue - Other	0	0	0	0	0	0	705
<b>Total Revenues</b>	<b>20,454</b>	<b>20,454</b>	<b>22,340</b>	<b>1,030,888</b>	<b>1,030,888</b>	<b>0</b>	<b>904,666</b>
<b>Gross Profit</b>	<b>20,454</b>	<b>20,454</b>	<b>22,340</b>	<b>1,030,888</b>	<b>1,030,888</b>	<b>0</b>	<b>904,666</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	49,454	37,088	32,648	148,347	148,352	(5)	122,257
Rent & Utilities	2,978	3,225	2,841	11,313	12,899	(1,586)	10,373
Repairs & Maintenance	0	2,690	0	414	10,760	(10,346)	0
Telephone & Internet	0	499	0	0	1,993	(1,993)	0
Supplies & Mail	1,217	648	0	4,787	2,590	2,197	693
Taxes, Licenses, Fees	0	66	0	0	264	(264)	(470)
Credit Card Fees	90	0	0	90	0	90	0
Dues & Subscriptions	55	188	85	1,510	753	757	580
Associate Relations	0	0	0	65	0	65	0
Staff Expenses	6,594	263	(23)	10,818	1,082	9,736	(24)
Board Functions	0	0	0	761	0	761	0
Professional Fees	16	0	0	616	0	616	0
Research & Planning	5,250	0	0	5,250	0	5,250	0
Equipment Support & Mainten...	0	0	0	0	0	0	84
Equipment Rental/Leasing	1,598	0	0	1,954	0	1,954	0
Event Sponsorships	251,249	26,250	2,500	402,449	105,000	297,449	120,550
NLTMC Contributions	113,750	131,666	32,848	455,000	526,664	(71,664)	328,438
Non-NLTMC Marketing	4,624	17,683	3,600	77,085	70,733	6,352	44,696
In-Market/Tourism	15,250	14,900	6,769	65,933	59,600	6,333	30,625
Media/Collateral/Production	2,292	20,292	22,586	27,780	81,167	(53,387)	41,614
Housing Hub In-kind	0	0	0	0	0	0	2,660
Grant Funding - First Annual	0	12,500	0	0	50,000	(50,000)	0
Chamber Activities	0	33,333	5,425	778	133,333	(132,555)	5,425
Chamber Marketing	12,135	8,333	0	41,152	33,333	7,819	450
Chamber Activities - Commun...	0	0	134	195	0	195	134
Allocated Administrative Over...	69,933	26,388	30,138	177,034	105,552	71,482	247,836
<b>Total Operating Expe...</b>	<b>536,484</b>	<b>336,012</b>	<b>139,551</b>	<b>1,433,329</b>	<b>1,344,075</b>	<b>89,253</b>	<b>955,921</b>
<b>Net Operating Income</b>	<b>(516,030)</b>	<b>(315,558)</b>	<b>(117,211)</b>	<b>(402,441)</b>	<b>(313,187)</b>	<b>(89,253)</b>	<b>(51,255)</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>(516,030)</b>	<b>(315,558)</b>	<b>(117,211)</b>	<b>(402,441)</b>	<b>(313,187)</b>	<b>(89,253)</b>	<b>(51,255)</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
NLTRA:02 Zone 1

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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Revenues	5,766	5,766	6,297	290,612	290,613	(1)	254,830
<b>Total Revenues</b>	<b>5,766</b>	<b>5,766</b>	<b>6,297</b>	<b>290,612</b>	<b>290,613</b>	<b>(1)</b>	<b>254,830</b>
<b>Gross Profit</b>	<b>5,766</b>	<b>5,766</b>	<b>6,297</b>	<b>290,612</b>	<b>290,613</b>	<b>(1)</b>	<b>254,830</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	7,063	6,026	4,654	26,595	24,104	2,491	16,748
Rent & Utilities	532	224	505	2,019	896	1,123	1,846
Repairs & Maintenance	0	224	0	0	899	(899)	0
Staff Expenses	0	151	0	0	602	(602)	0
Event Sponsorships	400	20,833	15,270	52,840	83,333	(30,493)	16,270
Business Assn Grant Funding	15,520	40,000	72,000	134,880	160,000	(25,120)	144,000
Grant Funding - Sponsorship	0	58,333	0	47,800	233,332	(185,532)	0
Grant Funding - First Annual	0	51,824	0	43,000	207,296	(164,296)	0
Allocated Administrative Over...	3,525	15,826	25,309	28,901	63,305	(34,404)	57,261
<b>Total Operating Expe...</b>	<b>27,040</b>	<b>193,442</b>	<b>117,738</b>	<b>336,036</b>	<b>773,767</b>	<b>(437,731)</b>	<b>236,125</b>
<b>Net Operating Income</b>	<b>(21,274)</b>	<b>(187,675)</b>	<b>(111,441)</b>	<b>(45,424)</b>	<b>(483,154)</b>	<b>437,730</b>	<b>18,705</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>(21,274)</b>	<b>(187,675)</b>	<b>(111,441)</b>	<b>(45,424)</b>	<b>(483,154)</b>	<b>437,730</b>	<b>18,705</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
NLTRA:03 Visitors Center

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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Revenues	2,844	2,844	3,106	143,344	143,344	0	125,695
Retail Revenue	17,803	5,333	5,042	84,980	21,333	63,647	61,546
<b>Total Revenues</b>	<b>20,647</b>	<b>8,177</b>	<b>8,148</b>	<b>228,324</b>	<b>164,677</b>	<b>63,647</b>	<b>187,241</b>
<b>Cost of Goods Sold</b>	<b>8,902</b>	<b>2,667</b>	<b>2,547</b>	<b>39,756</b>	<b>10,667</b>	<b>29,089</b>	<b>29,970</b>
Freight & Shipping Costs	0	0	6	0	0	0	663
Artist of the Month - Consign...	0	0	819	0	0	0	819
<b>Total Cost of Goods S...</b>	<b>8,902</b>	<b>2,667</b>	<b>3,372</b>	<b>39,756</b>	<b>10,667</b>	<b>29,089</b>	<b>31,452</b>
<b>Gross Profit</b>	<b>11,746</b>	<b>5,511</b>	<b>4,776</b>	<b>188,568</b>	<b>154,010</b>	<b>34,558</b>	<b>155,789</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	32,105	28,508	19,359	106,680	114,032	(7,352)	81,045
Rent & Utilities	15,964	12,931	8,190	37,726	51,724	(13,998)	29,605
Repairs & Maintenance	540	56	0	2,105	224	1,881	0
Telephone & Internet	0	146	0	0	584	(584)	0
Supplies & Mail	1,876	506	1,283	10,885	2,022	8,863	3,845
Taxes, Licenses, Fees	0	0	4,096	0	0	0	4,506
Credit Card Fees	30	0	210	187	0	187	1,311
Staff Expenses	0	392	0	320	1,568	(1,248)	0
Equipment Support & Mainten...	0	0	0	536	0	536	0
Depreciation	6,393	834	0	19,748	3,336	16,412	0
Events & Activities	0	0	0	1,436	0	1,436	0
Grant Funding - First Annual	0	4,167	0	0	16,667	(16,667)	0
Allocated Administrative Over...	8,530	4,689	9,074	27,057	18,758	8,299	42,552
<b>Total Operating Expe...</b>	<b>65,439</b>	<b>52,229</b>	<b>42,212</b>	<b>206,679</b>	<b>208,914</b>	<b>(2,235)</b>	<b>162,864</b>
<b>Net Operating Income</b>	<b>(53,693)</b>	<b>(46,718)</b>	<b>(37,436)</b>	<b>(18,111)</b>	<b>(54,904)</b>	<b>36,793</b>	<b>(7,074)</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>(53,693)</b>	<b>(46,718)</b>	<b>(37,436)</b>	<b>(18,111)</b>	<b>(54,904)</b>	<b>36,793</b>	<b>(7,074)</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
NLTRA:04 Business Support

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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Revenues	2,143	2,143	2,340	107,997	107,997	0	94,700
<b>Total Revenues</b>	<b>2,143</b>	<b>2,143</b>	<b>2,340</b>	<b>107,997</b>	<b>107,997</b>	<b>0</b>	<b>94,700</b>
<b>Gross Profit</b>	<b>2,143</b>	<b>2,143</b>	<b>2,340</b>	<b>107,997</b>	<b>107,997</b>	<b>0</b>	<b>94,700</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	18,699	11,325	11,778	59,647	45,298	14,349	50,639
Rent & Utilities	621	1,132	590	2,360	4,528	(2,169)	2,154
Repairs & Maintenance	0	60	0	0	242	(242)	0
Telephone & Internet	0	158	0	0	634	(634)	0
Supplies & Mail	0	239	0	35	956	(921)	0
Credit Card Fees	30	0	0	30	0	30	0
Dues & Subscriptions	803	0	796	3,210	0	3,210	1,989
Staff Expenses	212	177	0	1,506	708	798	0
Board Functions	0	0	0	264	0	264	0
Professional Fees	0	0	0	3,168	0	3,168	0
Event Sponsorships	(61,250)	0	0	1,500	0	1,500	500
Business Assn Grant Funding	3,880	10,000	18,000	46,830	40,000	6,830	36,000
Grant Funding - Sponsorship	0	8,333	0	0	33,333	(33,333)	0
Grant Funding - First Annual	0	2,802	0	0	11,207	(11,207)	0
Chamber Activities - Commun...	0	0	0	0	0	0	(7,720)
Allocated Administrative Over...	(5,547)	3,224	8,533	9,303	12,894	(3,591)	28,001
<b>Total Operating Expe...</b>	<b>(42,553)</b>	<b>37,450</b>	<b>39,697</b>	<b>127,852</b>	<b>149,800</b>	<b>(21,948)</b>	<b>111,563</b>
<b>Net Operating Income</b>	<b>44,696</b>	<b>(35,307)</b>	<b>(37,357)</b>	<b>(19,855)</b>	<b>(41,803)</b>	<b>21,948</b>	<b>(16,863)</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>44,696</b>	<b>(35,307)</b>	<b>(37,357)</b>	<b>(19,855)</b>	<b>(41,803)</b>	<b>21,948</b>	<b>(16,863)</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
NLTRA:05 Economic Development

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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Revenues	2,961	2,961	3,234	149,235	149,235	1	130,860
<b>Total Revenues</b>	<b>2,961</b>	<b>2,961</b>	<b>3,234</b>	<b>149,235</b>	<b>149,235</b>	<b>1</b>	<b>130,860</b>
<b>Gross Profit</b>	<b>2,961</b>	<b>2,961</b>	<b>3,234</b>	<b>149,235</b>	<b>149,235</b>	<b>1</b>	<b>130,860</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	9,087	21,333	6,019	32,903	85,332	(52,429)	20,476
Rent & Utilities	769	523	726	2,916	2,095	821	2,653
Repairs & Maintenance	0	33	0	0	132	(132)	0
Telephone & Internet	0	85	0	0	340	(340)	0
Supplies & Mail	0	199	0	0	796	(796)	0
Staff Expenses	0	106	0	0	424	(424)	0
Housing Hub Funding	0	12,500	0	0	50,000	(50,000)	0
Grant Funding - Sponsorship	0	25,000	0	242,686	100,000	142,686	0
Grant Funding - First Annual	0	26,503	0	91,840	106,012	(14,172)	0
Allocated Administrative Over...	1,477	8,236	1,847	40,380	32,942	7,437	8,210
<b>Total Operating Expe...</b>	<b>11,333</b>	<b>94,518</b>	<b>8,592</b>	<b>410,725</b>	<b>378,074</b>	<b>32,651</b>	<b>31,338</b>
<b>Net Operating Income</b>	<b>(8,373)</b>	<b>(91,557)</b>	<b>(5,358)</b>	<b>(261,489)</b>	<b>(228,839)</b>	<b>(32,651)</b>	<b>99,522</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>(8,373)</b>	<b>(91,557)</b>	<b>(5,358)</b>	<b>(261,489)</b>	<b>(228,839)</b>	<b>(32,651)</b>	<b>99,522</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
 NLTRA:06 Sustainability/Mitigation

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	<u>Oct 2024</u>		<u>Prior Y...</u>	<u>Fiscal 2024/25 YTD</u>		<u>Variance</u>	<u>Prior Year</u>
	<u>Actual</u>	<u>Budget</u>		<u>Actual</u>	<u>Budget</u>		
<b>Revenues</b>							
Revenues	1,286	1,286	1,404	64,799	64,799	0	56,821
<b>Total Revenues</b>	<b>1,286</b>	<b>1,286</b>	<b>1,404</b>	<b>64,799</b>	<b>64,799</b>	<b>0</b>	<b>56,821</b>
<b>Gross Profit</b>	<b>1,286</b>	<b>1,286</b>	<b>1,404</b>	<b>64,799</b>	<b>64,799</b>	<b>0</b>	<b>56,821</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	9,087	7,854	6,019	32,904	31,414	1,490	20,476
Rent & Utilities	613	374	583	2,331	1,496	835	2,127
Repairs & Maintenance	0	23	0	0	94	(94)	0
Supplies & Mail	0	137	0	0	548	(548)	0
Staff Expenses	0	106	0	0	424	(424)	0
Event Sponsorships	0	4,167	0	0	16,667	(16,667)	0
Grant Funding - Sponsorship	0	5,473	0	0	21,891	(21,891)	0
Grant Funding - First Annual	0	21,100	0	0	84,402	(84,402)	0
Allocated Administrative Over...	1,454	3,550	1,808	4,724	14,201	(9,477)	8,031
<b>Total Operating Expe...</b>	<b>11,155</b>	<b>42,784</b>	<b>8,409</b>	<b>39,958</b>	<b>171,137</b>	<b>(131,179)</b>	<b>30,634</b>
<b>Net Operating Income</b>	<b>(9,869)</b>	<b>(41,498)</b>	<b>(7,005)</b>	<b>24,841</b>	<b>(106,338)</b>	<b>131,179</b>	<b>26,187</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>(9,869)</b>	<b>(41,498)</b>	<b>(7,005)</b>	<b>24,841</b>	<b>(106,338)</b>	<b>131,179</b>	<b>26,187</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
NLTRA:07 Admin

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	<u>Oct 2024</u>		<u>Prior Y...</u>	<u>Fiscal 2024/25 YTD</u>		<u>Variance</u>	<u>Prior Year</u>
	<u>Actual</u>	<u>Budget</u>		<u>Actual</u>	<u>Budget</u>		
<b>Revenues</b>							
Revenues	1,948	1,948	2,127	98,178	98,178	0	86,090
Revenue - Interest & Investm...	13,260	8,750	2,613	57,526	35,000	22,526	3,361
<b>Total Revenues</b>	<b>15,208</b>	<b>10,698</b>	<b>4,740</b>	<b>155,704</b>	<b>133,178</b>	<b>22,526</b>	<b>89,451</b>
<b>Gross Profit</b>	<b>15,208</b>	<b>10,698</b>	<b>4,740</b>	<b>155,704</b>	<b>133,178</b>	<b>22,526</b>	<b>89,451</b>
<b>Operating Expenses</b>							
Taxes, Licenses, Fees	18	0	0	54	0	54	0
Grant Funding - First Annual	0	17,660	0	0	70,640	(70,640)	0
Allocated Administrative Over...	34,474	39,410	4,037	142,378	157,640	(15,262)	20,627
<b>Total Operating Expe...</b>	<b>34,491</b>	<b>57,070</b>	<b>4,037</b>	<b>142,432</b>	<b>228,280</b>	<b>(85,848)</b>	<b>20,627</b>
<b>Net Operating Income</b>	<b>(19,283)</b>	<b>(46,372)</b>	<b>703</b>	<b>13,272</b>	<b>(95,102)</b>	<b>108,374</b>	<b>68,823</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>(19,283)</b>	<b>(46,372)</b>	<b>703</b>	<b>13,272</b>	<b>(95,102)</b>	<b>108,374</b>	<b>68,823</b>



# PL - Budget vs Actual

North Lake Tahoe Resort Association  
 NLTRA:08 County Admin Fee

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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Revenues	779	779	851	39,271	39,271	0	34,436
<b>Total Revenues</b>	<b>779</b>	<b>779</b>	<b>851</b>	<b>39,271</b>	<b>39,271</b>	<b>0</b>	<b>34,436</b>
<b>Gross Profit</b>	<b>779</b>	<b>779</b>	<b>851</b>	<b>39,271</b>	<b>39,271</b>	<b>0</b>	<b>34,436</b>
<b>Operating Expenses</b>							
Taxes, Licenses, Fees	2,962	10,649	1,566	30,780	42,596	(11,816)	8,620
<b>Total Operating Expe...</b>	<b>2,962</b>	<b>10,649</b>	<b>1,566</b>	<b>30,780</b>	<b>42,596</b>	<b>(11,816)</b>	<b>8,620</b>
<b>Net Operating Income</b>	<b>(2,183)</b>	<b>(9,870)</b>	<b>(715)</b>	<b>8,491</b>	<b>(3,325)</b>	<b>11,816</b>	<b>25,816</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>(2,183)</b>	<b>(9,870)</b>	<b>(715)</b>	<b>8,491</b>	<b>(3,325)</b>	<b>11,816</b>	<b>25,816</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
 NLTRA:09 Contingency/Reserve

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	<u>Oct 2024</u>		<u>Prior Y...</u>	<u>Fiscal 2024/25 YTD</u>		<u>Variance</u>	<u>Prior Year</u>
	<u>Actual</u>	<u>Budget</u>		<u>Actual</u>	<u>Budget</u>		
<b>Revenues</b>							
Revenues	<u>779</u>	<u>779</u>	<u>851</u>	<u>39,271</u>	<u>39,271</u>	<u>0</u>	<u>34,436</u>
<b>Total Revenues</b>	<b><u>779</u></b>	<b><u>779</u></b>	<b><u>851</u></b>	<b><u>39,271</u></b>	<b><u>39,271</u></b>	<b><u>0</u></b>	<b><u>34,436</u></b>
<b>Gross Profit</b>	<b><u>779</u></b>	<b><u>779</u></b>	<b><u>851</u></b>	<b><u>39,271</u></b>	<b><u>39,271</u></b>	<b><u>0</u></b>	<b><u>34,436</u></b>
<b>Operating Expenses</b>							
Net Operating Income	<u>779</u>	<u>779</u>	<u>851</u>	<u>39,271</u>	<u>39,271</u>	<u>0</u>	<u>34,436</u>
<b>Other Expense/&lt;Inco...</b>							
Net Income	<u>779</u>	<u>779</u>	<u>851</u>	<u>39,271</u>	<u>39,271</u>	<u>0</u>	<u>34,436</u>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
 NLTRA:10 CAP/TOT/ Housing&Trans

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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Revenue - Other	0	12,500	0	0	50,000	(50,000)	0
<b>Total Revenues</b>	<b>0</b>	<b>12,500</b>	<b>0</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>0</b>
<b>Gross Profit</b>	<b>0</b>	<b>12,500</b>	<b>0</b>	<b>0</b>	<b>50,000</b>	<b>(50,000)</b>	<b>0</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	18,847	0	0	57,467	0	57,467	0
Dues & Subscriptions	652	0	652	2,609	0	2,609	652
<b>Total Operating Expe...</b>	<b>19,499</b>	<b>0</b>	<b>652</b>	<b>60,076</b>	<b>0</b>	<b>60,076</b>	<b>652</b>
<b>Net Operating Income</b>	<b>(19,499)</b>	<b>12,500</b>	<b>(652)</b>	<b>(60,076)</b>	<b>50,000</b>	<b>(110,076)</b>	<b>(652)</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>(19,499)</b>	<b>12,500</b>	<b>(652)</b>	<b>(60,076)</b>	<b>50,000</b>	<b>(110,076)</b>	<b>(652)</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
NLTRA:11 Chamber

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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Chamber Revenue - Member...	545	2,133	1,117	2,470	8,533	(6,063)	6,948
<b>Total Revenues</b>	<b>545</b>	<b>2,133</b>	<b>1,117</b>	<b>2,470</b>	<b>8,533</b>	<b>(6,063)</b>	<b>6,948</b>
<b>Gross Profit</b>	<b>545</b>	<b>2,133</b>	<b>1,117</b>	<b>2,470</b>	<b>8,533</b>	<b>(6,063)</b>	<b>6,948</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	0	0	450	0	0	0	450
Taxes, Licenses, Fees	86	0	0	90	0	90	0
Board Functions	0	0	0	720	0	720	0
Chamber Activities - Member...	0	0	0	8,000	0	8,000	0
<b>Total Operating Expe...</b>	<b>86</b>	<b>0</b>	<b>450</b>	<b>8,810</b>	<b>0</b>	<b>8,810</b>	<b>450</b>
<b>Net Operating Income</b>	<b>459</b>	<b>2,133</b>	<b>667</b>	<b>(6,340)</b>	<b>8,533</b>	<b>(14,873)</b>	<b>6,498</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>459</b>	<b>2,133</b>	<b>667</b>	<b>(6,340)</b>	<b>8,533</b>	<b>(14,873)</b>	<b>6,498</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
 NLTRA:13 Housing Hub

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 11/21/2024  
 3:57 PM

	<u>Oct 2024</u>		<u>Prior Y...</u>	<u>Fiscal 2024/25 YTD</u>		<u>Variance</u>	<u>Prior Year</u>
	<u>Actual</u>	<u>Budget</u>		<u>Actual</u>	<u>Budget</u>		
<b>Revenues</b>							
<b>Operating Expenses</b>							
Salaries & Wage Expense	6,010	2,917	0	21,170	11,667	9,503	0
Professional Fees	0	250	0	0	1,000	(1,000)	0
Media/Collateral/Production	0	1,000	0	0	4,000	(4,000)	0
<b>Total Operating Expe...</b>	<b>6,010</b>	<b>4,167</b>	<b>0</b>	<b>21,170</b>	<b>16,667</b>	<b>4,503</b>	<b>0</b>
<b>Net Operating Income</b>	<b>(6,010)</b>	<b>(4,167)</b>	<b>0</b>	<b>(21,170)</b>	<b>(16,667)</b>	<b>(4,503)</b>	<b>0</b>
<b>Other Expense/&lt;Inco...</b>							
<b>Net Income</b>	<b>(6,010)</b>	<b>(4,167)</b>	<b>0</b>	<b>(21,170)</b>	<b>(16,667)</b>	<b>(4,503)</b>	<b>0</b>

# PL - Budget vs Actual

North Lake Tahoe Resort Association  
NLTRA:12 Admin OH

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11/21/2024  
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	Oct 2024		Prior Y...	Fiscal 2024/25 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
<b>Revenues</b>							
Revenue - Interest & Investm...	0	0	0	0	0	0	67
<b>Total Revenues</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>67</b>
<b>Gross Profit</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>67</b>
<b>Operating Expenses</b>							
Salaries & Wage Expense	71,347	76,416	67,878	262,550	305,664	(43,114)	254,073
Rent & Utilities	4,603	3,492	4,080	17,322	13,968	3,354	16,318
Repairs & Maintenance	840	5,375	325	7,427	21,501	(14,074)	3,643
Telephone & Internet	1,750	764	1,045	7,015	3,056	3,959	5,746
Supplies & Mail	1,543	1,152	2,438	13,054	4,608	8,446	17,515
Taxes, Licenses, Fees	1,359	417	573	6,822	1,669	5,153	2,688
Credit Card Fees	260	0	0	821	0	821	0
Dues & Subscriptions	17,224	1,628	1,592	38,360	6,514	31,846	9,517
Insurance/Bonding	767	1,334	959	5,248	5,336	(88)	3,873
Staff Expenses	3,898	2,151	293	11,065	11,278	(212)	6,832
Board Functions	3,560	1,725	1,643	8,597	13,925	(5,328)	13,673
Professional Fees	18,528	5,416	3,149	27,239	21,664	5,575	58,147
Equipment Support & Mainten...	5,454	7,532	4,764	23,301	30,128	(6,827)	17,264
Depreciation	239	416	239	955	1,664	(709)	869
Allocated Administrative Over...	(113,846)	(101,323)	(80,746)	(429,776)	(405,293)	(24,483)	(412,518)
<b>Total Operating Expe...</b>	<b>17,525</b>	<b>6,494</b>	<b>8,231</b>	<b>0</b>	<b>35,681</b>	<b>(35,681)</b>	<b>(2,361)</b>
<b>Net Operating Income</b>	<b>(17,525)</b>	<b>(6,494)</b>	<b>(8,231)</b>	<b>0</b>	<b>(35,681)</b>	<b>35,681</b>	<b>2,428</b>
<b>Other Expense/&lt;Inco...</b>							
(Gain)/Loss on Asset Disposal	0	0	0	0	0	0	2,125
<b>Total Other Expense/...</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,125</b>
<b>Net Income</b>	<b>(17,525)</b>	<b>(6,494)</b>	<b>(8,231)</b>	<b>0</b>	<b>(35,681)</b>	<b>35,681</b>	<b>303</b>

**North Lake Tahoe Marketing Cooperative**

Preliminary

Financial Statements for the Period Ending

October 31, 2024

**North Lake Tahoe Marketing Cooperative**  
**Balance Sheet Prev Year Comparison**  
**As of October 31, 2024**

	Oct 31, 24	Oct 31, 23	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
1000-00 · Cash...9347	57,164.64	263,150.01	-205,985.37	-78.3%
<b>Total Checking/Savings</b>	57,164.64	263,150.01	-205,985.37	-78.3%
<b>Accounts Receivable</b>				
1200-00 · Accounts Receivable	46,129.77	0.00	46,129.77	100.0%
<b>Total Accounts Receivable</b>	46,129.77	0.00	46,129.77	100.0%
<b>Other Current Assets</b>				
1350-00 · Security Deposits	100.00	100.00	0.00	0.0%
<b>Total Other Current Assets</b>	100.00	100.00	0.00	0.0%
<b>Total Current Assets</b>	103,394.41	263,250.01	-159,855.60	-60.7%
<b>Other Assets</b>				
1400-00 · Prepaid Expenses	19,366.68	20,468.68	-1,102.00	-5.4%
<b>Total Other Assets</b>	19,366.68	20,468.68	-1,102.00	-5.4%
<b>TOTAL ASSETS</b>	<b>122,761.09</b>	<b>283,718.69</b>	<b>-160,957.60</b>	<b>-56.7%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
2000-00 · Accounts Payable	126,571.12	224,706.02	-98,134.90	-43.7%
<b>Total Accounts Payable</b>	126,571.12	224,706.02	-98,134.90	-43.7%
<b>Total Current Liabilities</b>	126,571.12	224,706.02	-98,134.90	-43.7%
<b>Total Liabilities</b>	126,571.12	224,706.02	-98,134.90	-43.7%
<b>Equity</b>				
32000 · Unrestricted Net Assets	93,869.11	199,355.75	-105,486.64	-52.9%
Net Income	-97,679.14	-140,343.08	42,663.94	30.4%
<b>Total Equity</b>	-3,810.03	59,012.67	-62,822.70	-106.5%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>122,761.09</b>	<b>283,718.69</b>	<b>-160,957.60</b>	<b>-56.7%</b>



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11/21/24

**North Lake Tahoe Marketing Cooperative**  
**A/R Aging Summary**  
As of October 31, 2024

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	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Everline Resort	0.00	0.00	0.00	0.00	42,230.04	42,230.04
Palisades Tahoe Lodge Rentals	0.00	0.00	0.00	0.00	3,899.73	3,899.73
<b>TOTAL</b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>46,129.77</u></b>	<b><u>46,129.77</u></b>

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11/21/24

**North Lake Tahoe Marketing Cooperative**  
**A/P Aging Summary**  
As of October 31, 2024

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	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
MAHK Advertising	126,179.72	0.00	0.00	0.00	0.00	126,179.72
NLTRA	391.40	0.00	0.00	0.00	0.00	391.40
<b>TOTAL</b>	<b><u>126,571.12</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>126,571.12</u></b>

## North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

October 2024

	Oct 24	Oct 23	\$ Change	% Change
<b>Income</b>				
4000-00 · LTIVCBVB Funding				
4000-01 · LTIVCBVB Funding Add-On	20,000.00	0.00	20,000.00	100.0%
4000-00 · LTIVCBVB Funding - Other	45,833.00	79,166.00	-33,333.00	-42.1%
<b>Total 4000-00 · LTIVCBVB Funding</b>	65,833.00	79,166.00	-13,333.00	-16.8%
4001-00 · NLTRA Funding	113,750.00	32,848.00	80,902.00	246.3%
<b>Total Income</b>	179,583.00	112,014.00	67,569.00	60.3%
<b>Gross Profit</b>	179,583.00	112,014.00	67,569.00	60.3%
<b>Expense</b>				
5000-00 · CONSUMER MARKETING				
5001-01 · Podcast	0.00	8,045.12	-8,045.12	-100.0%
5002-00 · Consumer Print	0.00	2,210.00	-2,210.00	-100.0%
5002-01 · Native Display	19,272.18	36,509.99	-17,237.81	-47.2%
5004-00 · Trip Advisor	0.00	5,801.96	-5,801.96	-100.0%
5005-00 · Paid Social	31,889.08	20,496.89	11,392.19	55.6%
5005-01 · Digital Display / Retargeting	20,162.26	14,760.01	5,402.25	36.6%
5007-00 · Creative Production				
5007-01 · Creative Production	16,131.25	13,117.62	3,013.63	23.0%
5007-02 · Website Production	2,323.75	4,573.75	-2,250.00	-49.2%
5007-03 · Photo/Video Creative	1,736.38	14,000.00	-12,263.62	-87.6%
<b>Total 5007-00 · Creative Production</b>	20,191.38	31,691.37	-11,499.99	-36.3%
5010-00 · Account Strategy & Management	14,000.00	8,500.00	5,500.00	64.7%
5016 · Video Streaming	15,160.53	14,122.73	1,037.80	7.4%
5017-00 · Rich Media	0.00	47,500.00	-47,500.00	-100.0%
5018-00 · Media Commission	13,563.01	21,670.43	-8,107.42	-37.4%
5018-01 · Digital Ad Serving	244.00	0.00	244.00	100.0%
5020-00 · Search Engine Marketing	22,964.72	10,288.69	12,676.03	123.2%
5025-00 · Expedia	0.00	19,404.79	-19,404.79	-100.0%
5029-00 · Television	0.00	1,796.00	-1,796.00	-100.0%
<b>Total 5000-00 · CONSUMER MARKETING</b>	157,447.16	242,797.98	-85,350.82	-35.2%
5110-00 · LEISURE SALES				
5112-00 · Training / Sales Calls	0.00	-32.00	32.00	100.0%
5131-00 · FAMS -Intl - Travel Trade	0.00	4,668.64	-4,668.64	-100.0%
5137-00 · Co-op Opportunities	3,375.00	135.50	3,239.50	2,390.8%
5143-00 · Mountain Travel Symposium	391.40	825.93	-434.53	-52.6%
5147-00 · AUS / Gate 7	14,624.50	9,175.00	5,449.50	59.4%
5154-00 · Canada	7,800.00	7,800.00	0.00	0.0%
5157-00 · International Efforts	750.00	3,830.53	-3,080.53	-80.4%
<b>Total 5110-00 · LEISURE SALES</b>	26,940.90	26,403.60	537.30	2.0%

## North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

October 2024

	Oct 24	Oct 23	\$ Change	% Change
<b>5200-00 · PUBLIC RELATIONS</b>				
5200-01 · Strategy, Reporting, Mgmt, Etc.	6,000.00	6,000.00	0.00	0.0%
5202-00 · PR Program/ Content Dev - Blogs	1,365.00	4,071.25	-2,706.25	-66.5%
5206-00 · Digital Buy/ Social Media Boost	700.00	950.00	-250.00	-26.3%
5207-00 · Content Campaigns/Tools-My Emma	0.00	300.00	-300.00	-100.0%
5209-00 · Domestic Travel Media FAMS	1,355.10	0.00	1,355.10	100.0%
5210-00 · Content Dev - Newsletters	2,180.00	1,700.00	480.00	28.2%
5211-00 · Social Media Strategy & Mgmt	6,000.00	6,000.00	0.00	0.0%
5216-00 · PR Content Development + Distri	1,200.00	1,200.00	0.00	0.0%
5221-00 · Photography & Video Asset Dev	0.00	1,653.75	-1,653.75	-100.0%
5222-00 · Media Tracking / Membership	883.02	883.02	0.00	0.0%
<b>Total 5200-00 · PUBLIC RELATIONS</b>	19,683.12	22,758.02	-3,074.90	-13.5%
<b>6000-00 · CONFERENCE SALES</b>				
6003-00 · Geo-Fence Targeting	629.91	1,304.26	-674.35	-51.7%
6004-00 · Email	480.00	0.00	480.00	100.0%
6005-00 · Paid Media	2,333.11	2,371.89	-38.78	-1.6%
6007-00 · Creative Production	5,215.00	5,597.49	-382.49	-6.8%
6015-00 · MCC National Memberships	0.00	10.00	-10.00	-100.0%
6018-00 · MCC Media Commission	401.51	443.00	-41.49	-9.4%
6018-01 · MCC Digital Ad Serving	4.69	36.27	-31.58	-87.1%
6128-00 · HelmsBriscoe Strategic Partner	0.00	612.50	-612.50	-100.0%
<b>Total 6000-00 · CONFERENCE SALES</b>	9,064.22	10,375.41	-1,311.19	-12.6%
<b>6100-00 · TRADE SHOWS</b>				
6151-00 · Destination CA	0.00	773.15	-773.15	-100.0%
6157-00 · HPN Partner Conference	0.00	1,417.57	-1,417.57	-100.0%
6182-00 · Destination Celebration	0.00	925.00	-925.00	-100.0%
6183-00 · Smart Meetings NorCal	5,750.00	0.00	5,750.00	100.0%
<b>Total 6100-00 · TRADE SHOWS</b>	5,750.00	3,115.72	2,634.28	84.6%
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>				
5009-00 · Fulfillment / Mail	0.00	119.99	-119.99	-100.0%
5021-00 · RASC-Reno Air Service Corp	5,250.00	0.00	5,250.00	100.0%
7004-00 · Research	3,300.83	1,131.85	2,168.98	191.6%
7007-00 · Destimetrics / DMX	9,660.00	8,440.75	1,219.25	14.4%
8700-00 · Automobile Expense*	0.00	312.45	-312.45	-100.0%
8900-00 · bad debt	0.00	-999.00	999.00	100.0%
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	18,210.83	9,006.04	9,204.79	102.2%

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Accrual Basis

## North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

October 2024

	Oct 24	Oct 23	\$ Change	% Change
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>				
8002-00 · Content Manager Contractor	0.00	4,250.00	-4,250.00	-100.0%
8003-00 · Website Hosting Maintenance	534.00	539.00	-5.00	-0.9%
8004-00 · Website Strategy & Maintenance	7,500.00	8,076.49	-576.49	-7.1%
8005-00 · Website SEO Strategy/Maint	2,700.00	4,172.50	-1,472.50	-35.3%
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENAN...</b>	<b>10,734.00</b>	<b>17,037.99</b>	<b>-6,303.99</b>	<b>-37.0%</b>
<b>Total Expense</b>	<b>247,830.23</b>	<b>331,494.76</b>	<b>-83,664.53</b>	<b>-25.2%</b>
<b>Net Income</b>	<b>-68,247.23</b>	<b>-219,480.76</b>	<b>151,233.53</b>	<b>68.9%</b>

## North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

October 2024

	Oct 24	Budget	Jul - Oct 24	YTD Budget	Annual Budget
<b>Income</b>					
4000-00 · LTIVCBVB Funding					
4000-01 · LTIVCBVB Funding Add-On	20,000.00	0.00	20,000.00	20,000.00	20,000.00
4000-00 · LTIVCBVB Funding - Other	45,833.00	45,833.00	183,332.00	183,332.00	550,000.00
<b>Total 4000-00 · LTIVCBVB Funding</b>	<b>65,833.00</b>	<b>45,833.00</b>	<b>203,332.00</b>	<b>203,332.00</b>	<b>570,000.00</b>
4001-00 · NLTRA Funding					
4001-01 · NLTRA Funding Add-On	0.00	0.00	0.00	80,000.00	80,000.00
4001-00 · NLTRA Funding - Other	113,750.00	113,750.00	455,000.00	455,000.00	1,365,000.00
<b>Total 4001-00 · NLTRA Funding</b>	<b>113,750.00</b>	<b>113,750.00</b>	<b>455,000.00</b>	<b>535,000.00</b>	<b>1,445,000.00</b>
<b>Total Income</b>	<b>179,583.00</b>	<b>159,583.00</b>	<b>658,332.00</b>	<b>738,332.00</b>	<b>2,015,000.00</b>
<b>Gross Profit</b>	<b>179,583.00</b>	<b>159,583.00</b>	<b>658,332.00</b>	<b>738,332.00</b>	<b>2,015,000.00</b>
<b>Expense</b>					
5000-00 · CONSUMER MARKETING					
5001-00 · Broadcast / Radio - High Notes	0.00	0.00	0.00	0.00	4,424.00
5002-00 · Consumer Print	0.00	0.00	0.00	0.00	12,566.00
5002-01 · Native Display	19,272.18	3,638.00	36,944.45	41,446.00	93,589.00
5005-00 · Paid Social	31,889.08	35,894.00	64,521.62	83,642.00	189,557.00
5005-01 · Digital Display / Retargeting	20,162.26	19,350.00	39,368.55	47,088.00	115,044.00
5007-00 · Creative Production					
5007-01 · Creative Production	16,131.25	0.00	55,285.57	40,000.00	137,700.00
5007-02 · Website Production	2,323.75	0.00	8,732.50	5,000.00	20,000.00
5007-03 · Photo/Video Creative	1,736.38	21,879.00	6,945.64	21,879.00	21,879.00
<b>Total 5007-00 · Creative Production</b>	<b>20,191.38</b>	<b>21,879.00</b>	<b>70,963.71</b>	<b>66,879.00</b>	<b>179,579.00</b>
5010-00 · Account Strategy & Management	14,000.00	7,000.00	28,000.00	28,000.00	84,000.00
5016 · Video Streaming	15,160.53	23,894.00	51,268.83	67,699.00	135,018.00
5017-00 · Rich Media	0.00	47,500.00	49,558.00	47,500.00	47,500.00
5018-00 · Media Commission	13,563.01	12,774.00	35,468.13	41,888.00	95,250.00
5018-01 · Digital Ad Serving	244.00	1,073.00	1,018.85	2,414.00	8,851.00
5020-00 · Search Engine Marketing	22,964.72	14,420.00	43,217.60	32,444.00	126,172.00
5021-01 · Stewardship Campaign	0.00	0.00	0.00	0.00	100,000.00
5024-00 · Fusion 7	0.00	0.00	1,647.10	0.00	0.00
<b>Total 5000-00 · CONSUMER MARKETING</b>	<b>157,447.16</b>	<b>187,422.00</b>	<b>421,976.84</b>	<b>459,000.00</b>	<b>1,191,550.00</b>
5110-00 · LEISURE SALES					
5107-00 · Creative Production	0.00	0.00	0.00	480.00	1,920.00
5111-00 · FAMS - Domestic	0.00	1,000.00	0.00	2,000.00	4,000.00
5112-00 · Training / Sales Calls	0.00	2,500.00	4,000.00	6,500.00	11,500.00
5113-00 · Additional Opportunities	0.00	0.00	0.00	2,500.00	5,000.00
5120-00 · Domestic - Trade Shows	0.00	0.00	0.00	0.00	5,000.00
5131-00 · FAMS -Intl - Travel Trade	0.00	0.00	2,266.18	2,500.00	7,500.00
5133-00 · Ski-Tops	0.00	0.00	0.00	0.00	2,800.00
5137-00 · Co-op Opportunities	3,375.00	0.00	10,375.00	10,000.00	15,000.00
5143-00 · Mountain Travel Symposium	391.40	0.00	391.40	0.00	5,000.00
5144-00 · IPW - POW WOW	0.00	0.00	0.00	0.00	10,000.00
5145-00 · TIA Annual Dues	0.00	0.00	0.00	0.00	2,700.00
5147-00 · AUS / Gate 7	14,624.50	9,624.00	24,249.00	19,248.00	38,496.00
5154-00 · Canada	7,800.00	7,800.00	15,600.00	15,600.00	31,200.00
5155-00 · California Star Program	0.00	0.00	0.00	3,600.00	3,600.00
5157-00 · International Efforts	750.00	0.00	1,745.00	0.00	15,000.00
<b>Total 5110-00 · LEISURE SALES</b>	<b>26,940.90</b>	<b>20,924.00</b>	<b>58,626.58</b>	<b>62,428.00</b>	<b>158,716.00</b>

## North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

October 2024

	Oct 24	Budget	Jul - Oct 24	YTD Budget	Annual Budget
<b>5200-00 · PUBLIC RELATIONS</b>					
5200-01 · Strategy, Reporting, Mgmt, Etc.	6,000.00	6,000.00	18,000.00	24,000.00	72,000.00
5202-00 · PR Program/ Content Dev - Blogs	1,365.00	1,208.00	5,447.50	4,832.00	14,496.00
5204-00 · Media Mission(s)	0.00	0.00	2,450.00	500.00	5,000.00
5206-00 · Digital Buy/ Social Media Boost	700.00	700.00	2,100.00	2,800.00	8,400.00
5209-00 · Domestic Travel Media FAMS	1,355.10	3,000.00	8,360.46	3,000.00	12,000.00
5210-00 · Content Dev - Newsletters	2,180.00	1,700.00	8,980.00	6,800.00	20,400.00
5211-00 · Social Media Strategy & Mgmt	6,000.00	6,000.00	18,000.00	24,000.00	72,000.00
5216-00 · PR Content Development + Distri	1,200.00	1,200.00	2,400.00	2,400.00	4,800.00
5222-00 · Media Tracking / Membership	883.02	883.00	14,466.04	1,766.00	3,532.00
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>19,683.12</b>	<b>20,691.00</b>	<b>80,204.00</b>	<b>70,098.00</b>	<b>212,628.00</b>
<b>6000-00 · CONFERENCE SALES</b>					
6003-00 · Geo-Fence Targeting	629.91	1,500.00	929.88	3,000.00	9,000.00
6004-00 · Email	480.00	0.00	480.00	480.00	1,920.00
6005-00 · Paid Media	2,333.11	2,245.00	4,059.43	4,555.00	23,800.00
6006-00 · CVENT	0.00	0.00	12,980.82	12,980.00	12,980.00
6007-00 · Creative Production	5,215.00	12,500.00	5,215.00	17,500.00	20,000.00
6014-00 · MCC Group Incentive Program	0.00	2,000.00	0.00	2,000.00	4,000.00
6015-00 · MCC National Memberships	0.00	500.00	1,214.00	1,000.00	1,000.00
6018-00 · MCC Media Commission	401.51	0.00	2,244.23	0.00	5,997.00
6018-01 · MCC Digital Ad Serving	4.69	30.00	20.98	120.00	350.00
6128-00 · HelmsBriscoe Strategic Partner	0.00	0.00	7,350.00	7,000.00	7,000.00
6152-00 · Client Events / Opportunities	0.00	0.00	4,510.89	0.00	2,500.00
6153-00 · Chicago Sales Rep Support	0.00	0.00	2,288.06	0.00	3,500.00
<b>Total 6000-00 · CONFERENCE SALES</b>	<b>9,064.22</b>	<b>18,775.00</b>	<b>41,293.29</b>	<b>48,635.00</b>	<b>92,047.00</b>
<b>6100-00 · TRADE SHOWS</b>					
6111-00 · Site Inspections	0.00	0.00	0.00	1,000.00	2,000.00
6116-00 · CalSAE Seasonal Spectacular	0.00	0.00	0.00	2,000.00	5,000.00
6143-00 · Connect Marketplace	0.00	0.00	0.00	0.00	5,000.00
6151-00 · Destination CA	0.00	0.00	9,000.00	10,000.00	10,000.00
6154-00 · HelmsBriscoe ABC	0.00	0.00	0.00	0.00	6,775.00
6182-00 · Destination Celebration	0.00	1,000.00	0.00	1,000.00	2,000.00
6183-00 · Smart Meetings NorCal	5,750.00	0.00	5,750.00	0.00	7,000.00
<b>Total 6100-00 · TRADE SHOWS</b>	<b>5,750.00</b>	<b>1,000.00</b>	<b>14,750.00</b>	<b>14,000.00</b>	<b>37,775.00</b>
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>					
5009-00 · Fulfillment / Mail	0.00	150.00	524.99	600.00	1,800.00
5021-00 · RASC-Reno Air Service Corp	5,250.00	0.00	30,250.01	0.00	50,000.00
5123-00 · HSVC - High Sierra Visitors	0.00	0.00	2,500.00	2,500.00	2,500.00
5124-00 · Reno Tahoe Territory Membership	0.00	0.00	0.00	1,000.00	1,000.00
7002-00 · CRM Subscription	0.00	2,500.00	2,500.00	5,000.00	10,000.00
7004-00 · Research	3,300.83	0.00	22,676.47	0.00	40,410.00
7007-00 · Destimetrics / DMX	9,660.00	8,441.00	19,320.00	16,882.00	33,766.00
7009-00 · Tahoe Cam Usage	0.00	0.00	0.00	0.00	2,100.00
7010-00 · Photo Management & Storage	0.00	0.00	0.00	0.00	7,889.00
7020-00 · Collateral Production / Printin	0.00	0.00	3,170.16	0.00	0.00
8700-00 · Automobile Expense*	0.00	0.00	100.80	0.00	0.00
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	<b>18,210.83</b>	<b>11,091.00</b>	<b>81,042.43</b>	<b>25,982.00</b>	<b>149,465.00</b>
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>					
8002-00 · Content Manager Contractor	0.00	4,000.00	16,250.00	16,000.00	48,000.00
8003-00 · Website Hosting Maintenance	534.00	0.00	1,068.00	0.00	2,136.00
8004-00 · Website Strategy & Maintenance	7,500.00	8,076.00	30,000.00	30,576.00	90,910.00
8005-00 · Website SEO Strategy/Maint	2,700.00	2,700.00	10,800.00	10,800.00	32,400.00
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>	<b>10,734.00</b>	<b>14,776.00</b>	<b>58,118.00</b>	<b>57,376.00</b>	<b>173,446.00</b>
<b>Total Expense</b>	<b>247,830.23</b>	<b>274,679.00</b>	<b>756,011.14</b>	<b>737,519.00</b>	<b>2,015,627.00</b>
<b>Net Income</b>	<b>-68,247.23</b>	<b>-115,096.00</b>	<b>-97,679.14</b>	<b>813.00</b>	<b>-627.00</b>