



Finance Committee
Date: Wednesday March 25th, 2026
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
| **David Brown**, CPA (inactive) | **Andy Buckley**, Homewood Resort | **Mike DeGross**, Palisades Tahoe
Placer County Representative: **Stephanie Holloway**

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

Meeting ID: 865 2947 7924

Passcode: 059912

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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 February 25th, 2026**
- 10:20 a.m. 5. Review and Approval of Preliminary Financials:
 - a) Review Staff Report on Financial Performance
 - b) **NTCA 2/28/26 Financials Review (Motion)**

c) NLTMC 2/28/26 Financial Review

- 10:45 a.m. 6. **Approval of CEO Expense Report (Motion)**
- 10:50 a.m. 7. Items for Committee Review, Discussion/or Recommendations
- 10:50 a.m. 8. Agenda Input for Next Finance Committee Meeting & Next Meeting Date
- 10:55 a.m. 9. Committee Member Comments
- 11:00 a.m. 10. Adjournment

This meeting is wheelchair accessible

Posted online at www.northtahoecommunityalliance.com



3/25/2026

To: North Tahoe Community Alliance (NTCA) Finance Committee

From: Staff

RE: Report on Financial Results for February 28, 2026

Summary of preliminary NTCA financial results for February 28, 2026

- Accounts Receivable TBID –Continuing to follow budget for FY 25/26 TBID
- Accounts Receivable Membership Dues – prior fiscal year amounts due.
- Prepaid Expenses – prepayments for video and photo productions, annual subscriptions.
- 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.
- Insurance – refund of overpayment
- Salaries & Wages – Two pay periods in February
- Supplies & Mail – includes Email Campaign fees
- Taxes, Licenses, Fees – Consists mainly of county collection fees
- Due and Subscriptions – YTD includes subscriptions to Key Data and Symphony data suppliers.
- Staff Expenses – include training, staff outings, meals and travel expenses
- Professional Fees – includes fees for Submittable per contract
- Equipment Support – Includes our monthly IT support
- Events & Activities – Cal Travel expenses were reimbursed 50% by our partner in January 2026

- Marketing/In Market/Media – includes monthly communications retainer, marketing swag, ongoing website graphic design
- Business Assn Grant Funding – Funding of TCDA per contract. The FY 25-26 TCDA contract totals \$360,784
- Chamber Activities & Marketing – Includes an adjustment for Cal Travel reclassified to Events & Activities

Summary of preliminary NLTMC financial results for February 28, 2026

Key points:

- \$45k payment from Travel Nevada is 2 months behind

This meeting is wheelchair accessible

Posted online at www.northtahoecommunityalliance.com

North Tahoe Community Alliance

Preliminary

Financial Statements for the Period Ending

February 28, 2026

Balance Sheet - PY Comparison

North Lake Tahoe Resort
Association

For the Eight Months Ending Saturday, February 28, 2026

1 of 1
3/19/2026
10:11 PM

	YTD		
	Feb 2026	Feb 2025	
	Fiscal 25/2026	Fiscal 24/2025	Variance
Current Assets			
Cash - TBID Disbursements	(4,231)	369,640	373,872
Cash - TBID Funding	2,926,950	214,131	(2,712,819)
Cash - Payroll	0	45,787	45,787
Cash - Money Market	101,219	4,947,422	4,846,203
Cash - Plumas 1939	101,933	101,679	(255)
Cash - Plumas 1929	50,660	50,579	(81)
Cash - Chamber	0	364	364
Cash in Drawer	415	1,017	602
Petty Cash	436	436	0
Accounts Receivable - TBID	1,086,599	307,511	(779,088)
Accounts Receivable - Chamber	0	3,700	3,700
Allowance for Doubtful Accounts	0	(1,336)	(1,336)
Inventory Asset	59,688	89,436	29,748
Prepaid Expenses	45,767	146,558	100,791
Prepaid Postage	100	100	0
Total Current Assets	4,369,536	6,277,024	1,907,488
Fixed Assets			
Furniture & Fixtures	57,759	57,759	0
Accumulated Depreciation - Furnitures & Fixtures	(45,806)	(40,121)	5,685
Computer Equipment	48,616	48,616	0
Accumulated Depreciation - Computer Equipment	(23,488)	(13,788)	9,700
Computer Software	6,206	6,206	0
Accumulated Depreciation - Computer Software	(6,206)	(6,206)	0
Leasehold Improvements	155,105	142,772	(12,332)
Accumulated Depreciation - Leasehold Improvements	(131,975)	(61,985)	69,990
Operating Lease Right-of-Use Asset	197,035	360,899	163,864
Total Fixed Assets	257,246	494,153	236,907
Total Assets	\$4,626,782	\$6,771,176	\$2,144,394
Liabilities			
Current Liabilities			
Accounts Payable	153,001	678,926	(525,926)
Incentives Payable	132,528	95,587	36,941
401k Payable	(1,030)	58	(1,088)
Deferred Revenue - Membership Dues	15,269	4,149	11,121
Operating Lease Liability	180,607	168,742	11,865
<i>Suspense (may include rounding)</i>	<i>(712)</i>	<i>(241)</i>	<i>(471)</i>
Total Current Liabilities	479,663	947,221	467,558
Sales & Use Tax Payable	665	0	665
Total Tax Payable	665	0	(665)
Long-Term Liabilities			
Operating Lease Liability	30,867	211,744	(180,876)
Total Long Term Liabilities	30,867	211,744	180,876
Total Liabilities	511,195	1,158,965	647,770
Unrestricted	6,420	(5,453)	11,873
Unrestricted Net Assets	0	14,865	(14,865)
TBID Reserve	6,009,387	8,183,321	(2,173,933)
Net Income	(1,900,220)	(2,580,522)	680,302
Total Equity	4,115,587	5,612,211	1,496,624
Liabilities & Shareholder Equity	\$4,626,782	\$6,771,176	\$2,144,394

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 - 2/28/2026
 Document Number: First - Last

Print Option: SUMMARY Exclude: Zero Balance, No Activity, Fully Paid Documents, Unposted Applied Credit Documents, Multicurrency Info
 Aged By: Document Date Sorted By: Vendor ID
 Aging Date: 2/28/2026 Due Date
 Print Currency In: Functional (Z-US\$)

Vendor ID	Name	Class ID	User-Defined 1
101.5 TRUCKEE T	101.5 Truckee Tahoe Radio*	PRIMARY	
	Due	Current Period	31 - 60 Days
Voucher(s): 2	Aged Totals:	\$800.00	\$800.00
		\$0.00	\$0.00
ABK CONSULTANTS	ABK Consultants		
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$5,000.00	\$5,000.00
		\$0.00	\$0.00
ADAM DEDECKER	Adam Dedecker		
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$1,000.00	\$1,000.00
		\$0.00	\$0.00
AIRPORT SELF ST	Airport Self Storage	PRIMARY	
	Due	Current Period	31 - 60 Days
Voucher(s): 2	Aged Totals:	\$1,120.20	\$1,120.20
		\$0.00	\$0.00
ALPENGLOW SPOR	Alpenglow Sports, Inc.	PRIMARY	
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$12,500.00	\$12,500.00
		\$0.00	\$0.00
ANNE-KARIN ATWO	Anne-Karin Atwood*	PRIMARY	
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$324.67	\$0.00
		\$0.00	\$324.67
ANNIE'S CLEANIN	Annie's Cleaning Service	PRIMARY	
	Due	Current Period	31 - 60 Days
Voucher(s): 2	Aged Totals:	\$1,380.00	\$1,380.00
		\$0.00	\$0.00
BACKYARD AT TAH	Backyard at Tahoe LLC		
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$350.00	\$350.00
		\$0.00	\$0.00
CAMPUS TAHOE	Campus Tahoe LLC		
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$1,831.83	\$1,831.83
		\$0.00	\$0.00
CHANGO PRESENTS	Chango Presents		
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$300.00	\$300.00
		\$0.00	\$0.00
CHICKADEE ART C	CHICKADEE ART C		
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$100.00	\$100.00
		\$0.00	\$0.00
CINTAS CORPORAT	Cintas Corporation #623	PRIMARY	
	Due	Current Period	31 - 60 Days
Voucher(s): 5	Aged Totals:	\$2,620.76	\$2,249.44
		\$0.00	\$371.32
CRISTINA HENNES	Cristina Hennessey		
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$60.00	\$60.00
		\$0.00	\$0.00
CYBERLINK	CyberlinkASP Technology	PRIMARY	
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$562.80	\$562.80
		\$0.00	\$0.00
FOLKMANIS PUPPE	Folkmanis Puppets	PRIMARY	
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$94.81	\$0.00
		\$0.00	\$94.81
FOX CULTURAL HA	Fox Cultural Hall		
	Due	Current Period	31 - 60 Days
Voucher(s): 1	Aged Totals:	\$5,000.00	\$0.00
		\$0.00	\$5,000.00
FRANCOIS CAZALO	Francois Cazalot		

HISTORICAL AGED TRIAL BALANCE

North Lake Tahoe Resort Association

		Due	Current Period	31 - 60 Days	61 - 90 Days	91 and Over
Vendor ID: 1	Name: Generikal Design					
Voucher(s): 1	Aged Totals:	\$50.00	\$0.00	\$0.00	\$0.00	\$50.00
Vendor ID: GENERIKAL DESIG	Name: Generikal Design					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$15,000.00	\$15,000.00	\$0.00	\$0.00	\$0.00
Vendor ID: 2	Name: GrowthZone & Chambermaster					
Voucher(s): 2	Aged Totals:	\$1,733.40	\$1,733.40	\$0.00	\$0.00	\$0.00
Vendor ID: GROWTHZONE & CH	Name: GrowthZone & Chambermaster					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 2	Aged Totals:	\$1,733.40	\$1,733.40	\$0.00	\$0.00	\$0.00
Vendor ID: 3	Name: Ideateam					
Voucher(s): 1	Aged Totals:	\$1,500.00	\$0.00	\$0.00	\$0.00	\$1,500.00
Vendor ID: IDEADTEAM	Name: Ideateam					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$1,500.00	\$0.00	\$0.00	\$0.00	\$1,500.00
Vendor ID: 4	Name: iDSS Global LLC					
Voucher(s): 1	Aged Totals:	\$2,500.00	\$0.00	\$0.00	\$0.00	\$2,500.00
Vendor ID: IDSS GLOBAL LLC	Name: iDSS Global LLC					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$2,500.00	\$0.00	\$0.00	\$0.00	\$2,500.00
Vendor ID: 5	Name: Intermedia.net, Inc.					
Voucher(s): 1	Aged Totals:	\$975.45	\$0.00	\$0.00	\$0.00	\$975.45
Vendor ID: INTERMEDIA.NET,	Name: Intermedia.net, Inc.					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$975.45	\$0.00	\$0.00	\$0.00	\$975.45
Vendor ID: 6	Name: iSolved Benefit Services					
Voucher(s): 2	Aged Totals:	\$140.00	\$70.00	\$0.00	\$0.00	\$70.00
Vendor ID: ISOLVED	Name: iSolved Benefit Services					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 2	Aged Totals:	\$140.00	\$70.00	\$0.00	\$0.00	\$70.00
Vendor ID: 7	Name: Jelly Bread					
Voucher(s): 1	Aged Totals:	\$1,800.00	\$0.00	\$0.00	\$0.00	\$1,800.00
Vendor ID: JELLY BREAD	Name: Jelly Bread					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$1,800.00	\$0.00	\$0.00	\$0.00	\$1,800.00
Vendor ID: 8	Name: Jesse White					
Voucher(s): 1	Aged Totals:	\$75.00	\$0.00	\$0.00	\$75.00	\$0.00
Vendor ID: JESSE WHITE	Name: Jesse White					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$75.00	\$0.00	\$0.00	\$75.00	\$0.00
Vendor ID: 9	Name: JOAN SPELLETICH					
Voucher(s): 1	Aged Totals:	\$2,231.52	\$0.00	\$0.00	\$0.00	\$2,231.52
Vendor ID: JOAN SPELLETICH	Name: JOAN SPELLETICH					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$2,231.52	\$0.00	\$0.00	\$0.00	\$2,231.52
Vendor ID: 10	Name: Johnson Controls Fire Protection LP					
Voucher(s): 1	Aged Totals:	\$97.60	\$0.00	\$97.60	\$0.00	\$0.00
Vendor ID: JOHNSON CONTROL	Name: Johnson Controls Fire Protection LP					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$97.60	\$0.00	\$97.60	\$0.00	\$0.00
Vendor ID: 11	Name: JVP Communications, LLC					
Voucher(s): 2	Aged Totals:	\$12,600.00	\$12,600.00	\$0.00	\$0.00	\$0.00
Vendor ID: JVP COMM	Name: JVP Communications, LLC					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 2	Aged Totals:	\$12,600.00	\$12,600.00	\$0.00	\$0.00	\$0.00
Vendor ID: 12	Name: Kahn Investment Company					
Voucher(s): 1	Aged Totals:	\$14,760.00	\$0.00	\$0.00	\$14,760.00	\$0.00
Vendor ID: KAHN	Name: Kahn Investment Company					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$14,760.00	\$0.00	\$0.00	\$14,760.00	\$0.00
Vendor ID: 13	Name: Kevin Liu					
Voucher(s): 1	Aged Totals:	\$3,217.50	\$3,217.50	\$0.00	\$0.00	\$0.00
Vendor ID: KEVIN LIU	Name: Kevin Liu					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$3,217.50	\$3,217.50	\$0.00	\$0.00	\$0.00
Vendor ID: 14	Name: Lake Tahoe Dance Collective*					
Voucher(s): 1	Aged Totals:	\$2,520.00	\$2,520.00	\$0.00	\$0.00	\$0.00
Vendor ID: LT DANCE COLLEC	Name: Lake Tahoe Dance Collective*					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$2,520.00	\$2,520.00	\$0.00	\$0.00	\$0.00
Vendor ID: 15	Name: Lumbre					
Voucher(s): 1	Aged Totals:	\$259.81	\$0.00	\$0.00	\$0.00	\$259.81
Vendor ID: LUMBRE	Name: Lumbre					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$259.81	\$0.00	\$0.00	\$0.00	\$259.81
Vendor ID: 16	Name: Marianne Bartley					
Voucher(s): 1	Aged Totals:	\$250.00	\$250.00	\$0.00	\$0.00	\$0.00
Vendor ID: MARIANNE BARTLE	Name: Marianne Bartley					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$250.00	\$250.00	\$0.00	\$0.00	\$0.00
Vendor ID: 17	Name: Mountain Aloha Art					
Voucher(s): 1	Aged Totals:	\$150.00	\$0.00	\$0.00	\$0.00	\$150.00
Vendor ID: MTN ALOHA ART	Name: Mountain Aloha Art					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$150.00	\$0.00	\$0.00	\$0.00	\$150.00
Vendor ID: 18	Name: North Tahoe Arts*					
Voucher(s): 1	Aged Totals:	\$200.00	\$200.00	\$0.00	\$0.00	\$0.00
Vendor ID: NORTH TAHOE ART	Name: North Tahoe Arts*					
				31 - 60 Days	61 - 90 Days	91 and Over
Voucher(s): 1	Aged Totals:	\$200.00	\$200.00	\$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
OFFICE BOSS	The Office Boss*	PRIMARY			
Voucher(s): 7	Aged Totals: \$3,548.71	\$3,224.98	\$323.73	\$0.00	\$0.00
ONEBOAT INC	OneBoat, Inc				
Voucher(s): 1	Aged Totals: \$3,731.00	\$3,731.00	\$0.00	\$0.00	\$0.00
PORTER SIMON*	Porter Simon*	PRIMARY			
Voucher(s): 2	Aged Totals: \$2,450.00	\$2,450.00	\$0.00	\$0.00	\$0.00
PRINTART	Printart				
Voucher(s): 1	Aged Totals: \$619.30	\$619.30	\$0.00	\$0.00	\$0.00
RESTORATION 1	Restoration 1 Reno Tahoe				
Voucher(s): 1	Aged Totals: \$1,803.57	\$0.00	\$0.00	\$0.00	\$1,803.57
SDBX	SDBX Studio, LLC.	PRIMARY			
Voucher(s): 2	Aged Totals: \$22,309.63	\$22,309.63	\$0.00	\$0.00	\$0.00
SEC LOCK&ALARM	Security Lock and Alarm, Inc.	PRIMARY			
Voucher(s): 2	Aged Totals: \$198.50	\$198.50	\$0.00	\$0.00	\$0.00
SIERRA NEVADAAL	SIERRA NEVADA ALLIANCE				
Voucher(s): 1	Aged Totals: \$100.00	\$0.00	\$0.00	\$0.00	\$100.00
SNAP	Sierra Nevada Ad Partners	PRIMARY			
Voucher(s): 3	Aged Totals: \$1,907.32	\$1,907.32	\$0.00	\$0.00	\$0.00
STORQUEST	StorQuest	PRIMARY			
Voucher(s): 1	Aged Totals: \$454.00	\$454.00	\$0.00	\$0.00	\$0.00
SWIFT COMMUNICA	SWIFT COMMUNICATIONS, CA				
Voucher(s): 1	Aged Totals: \$1,581.00	\$1,581.00	\$0.00	\$0.00	\$0.00
SWIGARD'S	Swigard's True Value Hardware, Inc.*	PRIMARY			
Voucher(s): 9	Aged Totals: \$218.42	\$109.76	\$0.00	\$15.64	\$93.02
TAHOE ART HAUS	Tahoe Art Haus & Cinema	PRIMARY			
Voucher(s): 1	Aged Totals: \$500.00	\$500.00	\$0.00	\$0.00	\$0.00
TAHOE QUARTERLY	Tahoe Quarterly*	PRIMARY			
Voucher(s): 1	Aged Totals: \$2,990.00	\$2,990.00	\$0.00	\$0.00	\$0.00
TAHOE WINE COLL	Tahoe Wine Collective				
Voucher(s): 1	Aged Totals: \$2,520.00	\$2,520.00	\$0.00	\$0.00	\$0.00
TCFM	Tahoe City Farmers Market				
Voucher(s): 1	Aged Totals: \$867.64	\$0.00	\$0.00	\$0.00	\$867.64
TOURISM ECONOMI	Tourism Economics LLC				
Voucher(s): 1	Aged Totals: \$2,450.00	\$2,450.00	\$0.00	\$0.00	\$0.00
TTSD	Tahoe Truckee Sierra Disposal*	PRIMARY			
Voucher(s): 4	Aged Totals: \$1,602.90	\$320.58	\$641.16	\$0.00	\$641.16
UBEO	UBEO formerly RAY MORGAN				

HISTORICAL AGED TRIAL BALANCE
 North Lake Tahoe Resort Association

		<u>Due</u>	<u>Current Period</u>	<u>31 - 60 Days</u>	<u>61 - 90 Days</u>	<u>91 and Over</u>	
Voucher(s): 1	Aged Totals:	\$282.45	\$282.45	\$0.00	\$0.00	\$0.00	
Vendor ID: URBAN 3 LLC	Name: Urban 3, LLC	Class ID:		User-Defined 1:			
		<u>Due</u>	<u>Current Period</u>	<u>31 - 60 Days</u>	<u>61 - 90 Days</u>	<u>91 and Over</u>	
Voucher(s): 1	Aged Totals:	\$7,688.80	\$0.00	\$0.00	\$0.00	\$7,688.80	
Vendor ID: VERB CABIN	Name: Verb Cabin, LLC	Class ID:		User-Defined 1:			
		<u>Due</u>	<u>Current Period</u>	<u>31 - 60 Days</u>	<u>61 - 90 Days</u>	<u>91 and Over</u>	
Voucher(s): 1	Aged Totals:	\$1,900.00	\$1,900.00	\$0.00	\$0.00	\$0.00	
Vendor ID: YIG ADMINISTRAT	Name: YIG Administration	Class ID: PRIMARY		User-Defined 1:			
		<u>Due</u>	<u>Current Period</u>	<u>31 - 60 Days</u>	<u>61 - 90 Days</u>	<u>91 and Over</u>	
Voucher(s): 1	Aged Totals:	\$171.79	\$171.79	\$0.00	\$0.00	\$0.00	
Vendor Totals:		<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>
		57	\$153,000.38	\$110,565.48	\$1,062.49	\$14,850.64	\$26,521.77

PL - Budget vs Actual

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

1 of 14
3/19/2026
10:15 PM

	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	859,727	859,726	201,412	4,295,170	4,295,167	2	3,472,406
Special Events Revenue	0	0	0	61,464	0	61,464	0
Chamber Revenue - Member...	8,877	2,083	616	29,756	16,667	13,090	4,506
Retail Revenue	5,133	13,333	8,933	97,232	106,667	(9,434)	124,190
Revenue - Other	0	12,500	0	0	100,000	(100,000)	0
Revenue - Interest & Investm...	7,200	4,167	9,934	67,501	33,333	34,168	102,971
Total Revenues	880,937	891,809	220,895	4,551,123	4,551,834	(711)	3,704,073
COGS - Retail	2,667	6,667	4,425	55,152	53,333	1,819	58,346
COGS - Events	4,541	0	0	65,761	0	65,761	0
Total Cost of Goods S...	7,208	6,667	4,425	120,913	53,333	67,580	58,346
Gross Profit	873,729	885,142	216,470	4,430,210	4,498,501	(68,291)	3,645,727
Operating Expenses							
Salaries & Wage Expense	201,796	222,651	146,799	1,742,090	1,781,211	(39,121)	1,420,101
Rent & Utilities	17,414	19,839	20,737	142,844	161,515	(18,672)	152,641
Repairs & Maintenance	11,421	4,328	10,986	33,261	35,482	(2,221)	30,272
Telephone & Internet	2,491	1,796	2,835	20,576	14,364	6,212	13,682
Supplies	15,220	3,112	7,000	45,969	24,897	21,071	56,741
Mail	1,001	0	4,143	10,907	0	10,907	4,356
Taxes, Licenses, Fees	2,375	11,559	6,185	74,151	92,476	(18,325)	67,027
Credit Card Fees	0	0	80	16	0	16	1,489
Dues & Subscriptions	54,234	1,898	16,045	139,721	15,187	124,535	90,156
Insurance/Bonding	(1,116)	1,368	0	17,185	10,944	6,241	7,556
Associate Relations	206	0	157	5,009	0	5,009	1,633
Staff Expenses	8,443	4,102	9,109	54,900	32,818	22,082	48,365
Board Functions	1,932	2,185	3,905	14,071	17,483	(3,413)	16,281
Professional Fees	29,823	12,500	33,340	109,660	100,000	9,660	109,105
Research & Planning	0	0	12,750	1,430	0	1,430	18,000
Equipment Support & Mainten...	8,950	4,000	7,137	81,699	32,000	49,699	52,133
Equipment Rental/Leasing	0	0	28	57	0	57	2,067
Depreciation	6,604	4,167	6,631	53,026	33,333	19,692	47,229
Event Sponsorships	27,500	20,250	63,500	303,500	569,500	(266,000)	639,789
Events & Activities	13,631	0	(9,478)	74,972	0	74,972	0
NLTMC Contributions	66,227	66,227	113,750	1,144,429	1,030,388	114,042	990,000
Non-NLTMC Marketing	32,730	17,083	12,734	149,561	143,867	5,694	114,635
In-Market/Tourism	18,900	13,383	14,409	108,314	107,067	1,247	118,858
Media/Collateral/Production	33,435	18,750	74,518	161,680	150,000	11,680	228,588
Signage	0	6,156	0	372	49,248	(48,876)	0
Business Assn Grant Funding	0	36,333	22,500	226,647	290,667	(64,020)	451,176
Housing Hub Funding	0	0	150,000	0	150,000	(150,000)	150,000
Grant Funding - Sponsorship	202,395	87,176	389,991	650,481	697,408	(46,927)	955,631
Grant Funding - Flex	0	36,667	0	106,145	293,339	(187,194)	0
Grant Funding - First Annual	5,304	74,523	118,589	264,234	596,184	(331,950)	263,977
Grant Funding - Second Annu...	82,665	49,217	0	356,401	393,739	(37,338)	0
Chamber Activities	50,836	32,917	41,956	229,444	263,333	(33,889)	148,056
Chamber Activities - Member...	813	0	0	2,011	0	2,011	8,000
Chamber Activities - Leaders...	0	4,167	0	0	33,333	(33,333)	0
Chamber PR / Marketing	0	7,083	374	5,668	56,667	(50,998)	14,545
Chamber Activities - Commun...	0	0	0	0	0	0	195
Donations	0	0	0	0	0	0	3,966
Total Operating Expe...	895,233	763,440	1,280,71	6,330,430	7,176,449	(846,019)	6,226,249
Net Operating Income	(21,504)	121,702	(1,064,24	(1,900,220)	(2,677,949)	777,729	(2,580,522)
Other Expense/<Inco...							
Net Income	(21,504)	121,702	(1,064,24	(1,900,220)	(2,677,949)	777,729	(2,580,522)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:01 Marketing

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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	451,356	451,356	105,741	2,254,964	2,254,965	(1)	1,823,015
Total Revenues	451,356	451,356	105,741	2,254,964	2,254,965	(1)	1,823,015
COGS - Events	1,062	0	0	1,354	0	1,354	0
Total Cost of Goods S...	1,062	0	0	1,354	0	1,354	0
Gross Profit	450,294	451,356	105,741	2,253,610	2,254,965	(1,355)	1,823,015
Operating Expenses							
Salaries & Wage Expense	51,209	50,381	30,310	421,510	403,050	18,460	275,757
Rent & Utilities	2,490	3,308	2,807	22,288	26,467	(4,178)	22,027
Repairs & Maintenance	0	195	0	0	1,558	(1,558)	1,129
Telephone & Internet	0	512	200	350	4,094	(3,744)	650
Supplies	1,762	665	2,500	5,274	5,317	(44)	12,587
Mail	0	0	175	174	0	174	307
Taxes, Licenses, Fees	0	68	0	127	547	(420)	0
Credit Card Fees	0	0	0	0	0	0	90
Dues & Subscriptions	12,481	137	3,391	30,776	1,093	29,683	6,306
Associate Relations	0	0	0	2,259	0	2,259	65
Staff Expenses	5,127	291	2,567	20,350	2,331	18,020	20,027
Board Functions	60	0	2,356	1,010	0	1,010	4,022
Professional Fees	14,288	0	13,229	31,316	0	31,316	27,074
Research & Planning	0	0	12,750	0	0	0	18,000
Equipment Rental/Leasing	0	0	28	57	0	57	2,067
Event Sponsorships	27,500	6,750	63,500	298,500	310,000	(11,500)	586,949
Events & Activities	13,631	0	(2,542)	74,897	0	74,897	0
NLTMC Contributions	66,227	66,227	113,750	1,144,429	1,030,388	114,042	990,000
Non-NLTMC Marketing	32,730	17,083	12,734	149,561	143,867	5,694	114,635
In-Market/Tourism	18,900	13,383	14,409	108,314	107,067	1,247	118,858
Media/Collateral/Production	33,435	18,750	74,518	161,680	150,000	11,680	228,588
Signage	0	6,156	0	372	49,248	(48,876)	0
Business Assn Grant Funding	0	3,333	0	8,148	26,667	(18,519)	0
Housing Hub Funding	0	0	0	0	150,000	(150,000)	0
Grant Funding - First Annual	0	6,250	0	0	50,000	(50,000)	0
Grant Funding - Second Annu...	0	6,250	0	0	50,000	(50,000)	0
Chamber Activities	50,836	25,417	41,956	228,207	203,333	24,873	147,467
Chamber Activities - Member...	813	0	0	1,711	0	1,711	0
Chamber Activities - Leaders...	0	4,167	0	0	33,333	(33,333)	0
Chamber PR / Marketing	0	0	374	5,138	0	5,138	14,545
Chamber Activities - Commun...	0	0	0	0	0	0	195
Allocated Administrative Over...	58,180	0	20,011	469,183	0	469,183	318,816
Total Operating Expe...	389,669	229,323	409,020	3,185,629	2,748,359	437,270	2,910,162
Net Operating Income	60,626	222,033	(303,279)	(932,019)	(493,394)	(438,625)	(1,087,147)
Other Expense/<Inco...							
Net Income	60,626	222,033	(303,279)	(932,019)	(493,394)	(438,625)	(1,087,147)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:02 Zone 1

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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	127,240	127,240	29,809	635,687	635,686	1	513,917
Total Revenues	127,240	127,240	29,809	635,687	635,686	1	513,917
Gross Profit	127,240	127,240	29,809	635,687	635,686	1	513,917
Operating Expenses							
Salaries & Wage Expense	7,880	12,318	4,196	57,566	98,546	(40,980)	48,018
Rent & Utilities	443	230	501	3,587	1,841	1,746	3,929
Repairs & Maintenance	0	0	0	0	171	(171)	0
Telephone & Internet	0	37	0	0	299	(299)	0
Supplies	0	155	0	0	1,239	(1,239)	0
Taxes, Licenses, Fees	0	27	0	0	219	(219)	0
Dues & Subscriptions	0	18	0	0	146	(146)	0
Staff Expenses	0	155	0	0	1,239	(1,239)	0
Event Sponsorships	0	7,500	0	0	220,000	(220,000)	52,840
Business Assn Grant Funding	0	6,017	18,000	174,800	48,133	126,666	350,453
Grant Funding - Sponsorship	25,767	21,311	134,509	226,835	170,488	56,347	214,581
Grant Funding - Flex	0	18,333	0	0	146,667	(146,667)	0
Grant Funding - First Annual	0	13,272	54,599	55,598	106,176	(50,578)	107,482
Grant Funding - Second Annu...	0	2,083	0	0	16,667	(16,667)	0
Chamber PR / Marketing	0	7,083	0	0	56,667	(56,667)	0
Allocated Administrative Over...	5,983	0	10,788	70,454	0	70,454	71,981
Total Operating Expe...	40,073	88,541	222,592	588,839	868,496	(279,657)	849,285
Net Operating Income	87,167	38,699	(192,783)	46,848	(232,810)	279,658	(335,368)
Other Expense/<Inco...							
Net Income	87,167	38,699	(192,783)	46,848	(232,810)	279,658	(335,368)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:03 Visitors Center

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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	62,761	62,761	14,703	313,551	313,550	2	253,488
Retail Revenue	5,133	13,333	8,933	97,232	106,667	(9,434)	124,190
Total Revenues	67,894	76,094	23,636	410,784	420,217	(9,433)	377,678
COGS - Retail	2,667	6,667	4,425	55,152	53,333	1,819	58,346
Total Cost of Goods S...	2,667	6,667	4,425	55,152	53,333	1,819	58,346
Gross Profit	65,227	69,427	19,211	355,632	366,883	(11,251)	319,331
Operating Expenses							
Salaries & Wage Expense	19,292	22,967	22,186	198,405	183,734	14,671	199,760
Rent & Utilities	7,632	10,638	11,541	67,145	85,100	(17,955)	77,640
Repairs & Maintenance	3,910	2,557	5,500	13,255	20,456	(7,201)	6,578
Telephone & Internet	0	150	100	50	1,198	(1,148)	150
Supplies	4,095	519	2,378	17,197	4,152	13,045	19,248
Taxes, Licenses, Fees	1,145	27	0	3,667	219	3,449	0
Credit Card Fees	0	0	0	0	0	0	187
Dues & Subscriptions	0	18	0	67	146	(79)	0
Associate Relations	0	0	157	272	0	272	272
Staff Expenses	0	144	305	874	1,152	(278)	981
Equipment Support & Mainten...	535	0	0	2,166	0	2,166	536
Depreciation	6,366	4,167	6,393	50,878	33,333	17,545	45,319
Events & Activities	0	0	(6,936)	0	0	0	0
Grant Funding - Sponsorship	0	2,083	0	0	16,664	(16,664)	0
Grant Funding - First Annual	0	5,918	0	0	47,344	(47,344)	0
Grant Funding - Second Annu...	0	4,167	0	0	33,336	(33,336)	0
Allocated Administrative Over...	7,543	0	2,267	68,218	0	68,218	43,587
Total Operating Expe...	50,518	53,354	43,891	422,195	426,834	(4,639)	394,259
Net Operating Income	14,709	16,073	(24,680)	(66,564)	(59,951)	(6,613)	(74,928)
Other Expense/<Inco...							
Net Income	14,709	16,073	(24,680)	(66,564)	(59,951)	(6,613)	(74,928)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:04 Business Support

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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	47,285	47,285	11,078	236,234	236,232	1	190,982
Total Revenues	47,285	47,285	11,078	236,234	236,232	1	190,982
Gross Profit	47,285	47,285	11,078	236,234	236,232	1	190,982
Operating Expenses							
Salaries & Wage Expense	13,509	5,640	11,404	124,033	45,121	78,912	119,973
Rent & Utilities	516	1,161	582	4,179	9,287	(5,109)	4,586
Repairs & Maintenance	0	62	0	0	494	(494)	0
Telephone & Internet	0	162	150	0	1,298	(1,298)	250
Supplies	8	246	76	57	1,967	(1,910)	76
Mail	0	0	0	50	0	50	35
Taxes, Licenses, Fees	0	27	0	42	219	(177)	0
Credit Card Fees	0	0	0	0	0	0	30
Dues & Subscriptions	1,753	18	1,605	7,910	146	7,764	7,223
Staff Expenses	364	182	2,661	2,277	1,457	821	5,979
Board Functions	0	0	134	0	0	0	671
Professional Fees	0	0	0	0	0	0	5,148
Research & Planning	0	0	0	45	0	45	0
Business Assn Grant Funding	0	24,067	4,500	43,699	192,533	(148,834)	100,723
Grant Funding - Sponsorship	0	2,083	0	0	16,664	(16,664)	0
Grant Funding - Second Annu...	0	2,083	0	0	16,664	(16,664)	0
Chamber Activities	0	2,500	0	0	20,000	(20,000)	0
Allocated Administrative Over...	2,835	0	1,232	31,170	0	31,170	23,204
Total Operating Expe...	18,986	38,231	22,344	213,462	305,849	(92,388)	267,896
Net Operating Income	28,299	9,053	(11,266)	22,772	(69,617)	92,389	(76,915)
Other Expense/<Inco...							
Net Income	28,299	9,053	(11,266)	22,772	(69,617)	92,389	(76,915)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:05 Economic Development

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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	65,340	65,340	15,307	326,436	326,436	0	263,906
Total Revenues	65,340	65,340	15,307	326,436	326,436	0	263,906
Gross Profit	65,340	65,340	15,307	326,436	326,436	0	263,906
Operating Expenses							
Salaries & Wage Expense	9,532	34,865	5,513	71,076	278,919	(207,843)	60,637
Rent & Utilities	635	537	720	5,160	7,095	(1,935)	5,662
Repairs & Maintenance	0	0	0	0	399	(399)	0
Telephone & Internet	0	87	0	0	699	(699)	0
Supplies	0	205	0	0	1,639	(1,639)	0
Taxes, Licenses, Fees	0	27	0	0	219	(219)	0
Dues & Subscriptions	0	18	0	0	146	(146)	0
Staff Expenses	0	109	0	0	874	(874)	0
Housing Hub Funding	0	0	150,000	0	0	0	150,000
Grant Funding - Sponsorship	176,629	25,000	255,482	423,645	200,000	223,645	741,050
Grant Funding - Flex	0	9,167	0	106,145	73,336	32,809	0
Grant Funding - First Annual	5,304	15,833	63,991	208,636	126,664	81,972	156,495
Grant Funding - Second Annu...	82,665	16,667	0	356,401	133,336	223,065	0
Allocated Administrative Over...	48,224	0	24,165	153,560	0	153,560	92,164
Total Operating Expe...	322,989	102,516	499,870	1,324,623	823,325	501,298	1,206,007
Net Operating Income	(257,649)	(37,176)	(484,563)	(998,187)	(496,889)	(501,298)	(942,101)
Other Expense/<Inco...							
Net Income	(257,649)	(37,176)	(484,563)	(998,187)	(496,889)	(501,298)	(942,101)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:06 Sustainability/Mitigation

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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	28,371	28,371	6,647	141,740	141,741	(1)	114,591
Total Revenues	28,371	28,371	6,647	141,740	141,741	(1)	114,591
Gross Profit	28,371	28,371	6,647	141,740	141,741	(1)	114,591
Operating Expenses							
Salaries & Wage Expense	7,330	8,118	5,513	61,081	64,941	(3,861)	60,637
Rent & Utilities	509	384	575	4,126	3,068	1,058	4,528
Repairs & Maintenance	0	0	0	0	285	(285)	0
Telephone & Internet	0	62	0	0	499	(499)	0
Supplies	0	141	0	0	1,129	(1,129)	0
Taxes, Licenses, Fees	0	27	0	0	219	(219)	0
Dues & Subscriptions	0	18	0	0	146	(146)	0
Staff Expenses	0	109	0	0	874	(874)	0
Event Sponsorships	0	6,000	0	0	39,500	(39,500)	0
Grant Funding - Sponsorship	0	7,500	0	0	60,000	(60,000)	0
Grant Funding - Flex	0	9,167	0	0	73,336	(73,336)	0
Allocated Administrative Over...	1,376	0	384	12,418	0	12,418	7,943
Total Operating Expe...	9,215	31,527	6,472	77,625	243,998	(166,373)	73,108
Net Operating Income	19,156	(3,156)	175	64,115	(102,257)	166,372	41,483
Other Expense/<Inco...							
Net Income	19,156	(3,156)	175	64,115	(102,257)	166,372	41,483

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:07 Admin

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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	42,986	42,986	10,070	214,756	214,755	1	173,617
Revenue - Interest & Investm...	7,200	4,167	9,934	67,501	33,333	34,168	102,971
Total Revenues	50,186	47,152	20,004	282,258	248,089	34,169	276,588
Gross Profit	50,186	47,152	20,004	282,258	248,089	34,169	276,588
Operating Expenses							
Taxes, Licenses, Fees	0	0	0	0	0	0	74
Grant Funding - Sponsorship	0	7,500	0	0	60,000	(60,000)	0
Grant Funding - First Annual	0	7,500	0	0	60,000	(60,000)	0
Grant Funding - Second Annu...	0	8,333	0	0	66,664	(66,664)	0
Allocated Administrative Over...	44,762	0	65,562	316,781	0	316,781	317,720
Total Operating Expe...	44,762	23,333	65,562	316,781	186,664	130,117	317,794
Net Operating Income	5,425	23,819	(45,558)	(34,524)	61,425	(95,948)	(41,206)
Other Expense/<Inco...							
Net Income	5,425	23,819	(45,558)	(34,524)	61,425	(95,948)	(41,206)

PL - Budget vs Actual

North Lake Tahoe Resort Association
 NLTRA:08 County Admin Fee

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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	17,194	17,194	4,028	85,901	85,901	0	69,446
Total Revenues	17,194	17,194	4,028	85,901	85,901	0	69,446
Gross Profit	17,194	17,194	4,028	85,901	85,901	0	69,446
Operating Expenses							
Taxes, Licenses, Fees	0	10,927	4,032	42,642	87,412	(44,770)	53,317
Grant Funding - Sponsorship	0	6,250	0	0	50,000	(50,000)	0
Grant Funding - First Annual	0	6,250	0	0	50,000	(50,000)	0
Total Operating Expe...	0	23,427	4,032	42,642	187,412	(144,770)	53,317
Net Operating Income	17,194	(6,233)	(4)	43,259	(101,511)	144,770	16,130
Other Expense/<Inco...							
Net Income	17,194	(6,233)	(4)	43,259	(101,511)	144,770	16,130

PL - Budget vs Actual

North Lake Tahoe Resort Association
 NLTRA:09 Contingency/Reserve

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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenues	17,194	17,194	4,028	85,901	85,901	0	69,446
Total Revenues	17,194	17,194	4,028	85,901	85,901	0	69,446
Gross Profit	17,194	17,194	4,028	85,901	85,901	0	69,446
Operating Expenses							
Grant Funding - Sponsorship	0	15,449	0	0	123,592	(123,592)	0
Grant Funding - First Annual	0	19,500	0	0	156,000	(156,000)	0
Grant Funding - Second Annu...	0	9,634	0	0	77,072	(77,072)	0
Total Operating Expe...	0	44,583	0	0	356,664	(356,664)	0
Net Operating Income	17,194	(27,389)	4,028	85,901	(270,763)	356,664	69,446
Other Expense/<Inco...							
Net Income	17,194	(27,389)	4,028	85,901	(270,763)	356,664	69,446

PL - Budget vs Actual

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

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 3/19/2026
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	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Revenue - Other	0	12,500	0	0	100,000	(100,000)	0
Total Revenues	0	12,500	0	0	100,000	(100,000)	0
Gross Profit	0	12,500	0	0	100,000	(100,000)	0
Operating Expenses							
Salaries & Wage Expense	18,144	12,500	15,127	141,268	100,000	41,268	113,503
Supplies	0	0	0	345	0	345	0
Dues & Subscriptions	822	0	652	6,719	0	6,719	5,219
Staff Expenses	0	0	0	256	0	256	1,312
Board Functions	0	0	530	2,703	0	2,703	1,130
Total Operating Expe...	18,966	12,500	16,310	151,291	100,000	51,291	121,164
Net Operating Income	(18,966)	0	(16,310)	(151,291)	0	(151,291)	(121,164)
Other Expense/<Inco...							
Net Income	(18,966)	0	(16,310)	(151,291)	0	(151,291)	(121,164)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:11 Chamber

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3/19/2026
10:15 PM

	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Special Events Revenue	0	0	0	61,464	0	61,464	0
Chamber Revenue - Member...	8,877	2,083	616	29,756	16,667	13,090	4,506
Total Revenues	8,877	2,083	616	91,220	16,667	74,553	4,506
COGS - Events	3,479	0	0	64,407	0	64,407	0
Total Cost of Goods S...	3,479	0	0	64,407	0	64,407	0
Gross Profit	5,397	2,083	616	26,813	16,667	10,146	4,506
Operating Expenses							
Rent & Utilities	0	0	0	449	0	449	0
Supplies	0	0	0	2,924	0	2,924	52
Taxes, Licenses, Fees	0	0	0	976	0	976	90
Dues & Subscriptions	0	0	0	225	0	225	0
Staff Expenses	55	0	0	926	0	926	0
Board Functions	0	0	0	0	0	0	720
Events & Activities	0	0	0	75	0	75	0
Chamber Activities	0	5,000	0	1,238	40,000	(38,763)	589
Chamber Activities - Member...	0	0	0	0	0	0	8,000
Chamber PR / Marketing	0	0	0	530	0	530	0
Total Operating Expe...	55	5,000	0	7,343	40,000	(32,657)	9,451
Net Operating Income	5,342	(2,917)	616	19,470	(23,333)	42,803	(4,946)
Other Expense/<Inco...							
Net Income	5,342	(2,917)	616	19,470	(23,333)	42,803	(4,946)

PL - Budget vs Actual

North Lake Tahoe Resort Association
 NLTRA:13 Housing Hub

13 of 14
 3/19/2026
 10:15 PM

	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Operating Expenses							
Salaries & Wage Expense	0	0	4,007	0	0	0	37,196
Total Operating Expe...	0	0	4,007	0	0	0	37,196
Net Operating Income	0	0	(4,007)	0	0	0	(37,196)
Other Expense/<Inco...							
Net Income	0	0	(4,007)	0	0	0	(37,196)

PL - Budget vs Actual

North Lake Tahoe Resort Association
NLTRA:12 Admin OH

14 of 14
3/19/2026
10:15 PM

	Feb 2026		Prior Y...	Fiscal 2025/26 YTD		Variance	Prior Year
	Actual	Budget		Actual	Budget		
Revenues							
Operating Expenses							
Salaries & Wage Expense	74,900	75,863	48,545	667,152	606,901	60,251	504,620
Rent & Utilities	5,189	3,582	4,012	35,909	28,658	7,251	34,269
Repairs & Maintenance	7,511	1,515	5,486	20,006	12,119	7,887	22,565
Telephone & Internet	2,491	785	2,385	20,176	6,276	13,900	12,632
Supplies	9,355	1,182	2,046	20,173	9,455	10,718	24,778
Mail	1,001	0	3,968	10,683	0	10,683	4,015
Taxes, Licenses, Fees	1,230	428	2,153	26,697	3,423	23,274	13,546
Credit Card Fees	0	0	80	16	0	16	1,181
Dues & Subscriptions	39,178	1,671	10,396	94,024	13,364	80,660	71,408
Insurance/Bonding	(1,116)	1,368	0	17,185	10,944	6,241	7,556
Associate Relations	206	0	0	2,478	0	2,478	1,296
Staff Expenses	2,896	3,112	3,576	30,217	24,892	5,325	20,066
Board Functions	1,872	2,185	884	10,358	17,483	(7,126)	9,737
Professional Fees	15,536	12,500	20,111	78,345	100,000	(21,655)	76,884
Research & Planning	0	0	0	1,385	0	1,385	0
Equipment Support & Mainten...	8,415	4,000	7,137	79,533	32,000	47,533	51,597
Depreciation	239	0	239	2,148	0	2,148	1,909
Event Sponsorships	0	0	0	5,000	0	5,000	0
Business Assn Grant Funding	0	2,917	0	0	23,333	(23,333)	0
Chamber Activities - Member...	0	0	0	300	0	300	0
Donations	0	0	0	0	0	0	3,966
Allocated Administrative Over...	(168,902)	0	(124,408)	(1,121,783)	0	(1,121,783)	(875,415)
Total Operating Expe...	0	111,106	(13,390)	0	888,848	(888,848)	(13,391)
Net Operating Income	0	(111,106)	13,390	0	(888,848)	888,848	13,391
Other Expense/<Inco...							
Net Income	0	(111,106)	13,390	0	(888,848)	888,848	13,391

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

February 28, 2026

Balance Sheet Comparison
NORTH LAKE TAHOE MARKETING COOPERATIVE
As of February 28, 2026

DISTRIBUTION ACCOUNT	TOTAL			
	AS OF FEBRUARY 28, 2026	AS OF FEBRUARY 28, 2025 (PY)	\$ CHANGE (PY)	% CHANGE (PY)
Assets				
Current Assets				
Bank Accounts				
1000-00 Cash...9347	79,068.51	432,103.00	-353,034.49	-81.7 %
Total for Bank Accounts	\$79,068.51	\$432,103.00	-	-81.7 %
			\$353,034.49	
Accounts Receivable				
1200-00 Accounts Receivable				
	46,964.00	0.00	46,964.00	
Total for Accounts Receivable	\$46,964.00	\$0.00	\$46,964.00	
Other Current Assets				
1200-99 Accounts Receivable - Other				
	0.00	4,470.16	-4,470.16	-100.0 %
1350-00 Security Deposits				
	100.00	100.00	0.00	0.0 %
Total for Other Current Assets	\$100.00	\$4,570.16	-\$4,470.16	-97.81 %
Total for Current Assets	\$126,132.51	\$436,673.16	-	-71.12 %
			\$310,540.65	
Fixed Assets				
Other Assets				
1400-00 Prepaid Expenses				
	18,100.02	24,269.39	-6,169.37	-25.42 %
Total for Other Assets	\$18,100.02	\$24,269.39	-\$6,169.37	-25.42 %
Total for Assets	\$144,232.53	\$460,942.55	-	-68.71 %
			\$316,710.02	
Liabilities and Equity				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 Accounts Payable	110,493.00	121,333.43	-10,840.43	-8.93 %
Total for Accounts Payable	\$110,493.00	\$121,333.43	-\$10,840.43	-8.93 %
Credit Cards				
Other Current Liabilities				
2400-00 Suspense				
	100.00	100.00	0.00	0.0 %
2650-00 Unearned Revenue				
	0.00	113,750.00	-113,750.00	-100.0 %
Total for Other Current Liabilities	\$100.00	\$113,850.00	-	-99.91 %
			\$113,750.00	
Total for Current Liabilities	\$110,593.00	\$235,183.43	-	-52.98 %
			\$124,590.43	
Long-term Liabilities				
Total for Liabilities	\$110,593.00	\$235,183.43	-	-52.98 %
			\$124,590.43	
Equity				

Balance Sheet Comparison
NORTH LAKE TAHOE MARKETING COOPERATIVE
As of February 28, 2026

DISTRIBUTION ACCOUNT	TOTAL			
	AS OF FEBRUARY 28, 2026	AS OF FEBRUARY 28, 2025 (PY)	\$ CHANGE (PY)	% CHANGE (PY)
32000 Unrestricted Net Assets	14,951.78	94,063.11	-79,111.33	-84.1 %
Net Income	18,687.75	131,696.01	-113,008.26	-85.81 %
Total for Equity	\$33,639.53	\$225,759.12	-	-85.1 %
			\$192,119.59	
Total for Liabilities and Equity	\$144,232.53	\$460,942.55	-	-68.71 %
			\$316,710.02	

A/R Aging Summary Report
NORTH LAKE TAHOE MARKETING COOPERATIVE
As of February 28, 2026

CUSTOMER	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
Alibi Ale Works	1,131.00					1,131.00
Travel North Tahoe Nevada formerly IVCBVB	45,833.00					45,833.00
TOTAL	46,964.00					\$46,964.00

A/P Aging Summary Report
NORTH LAKE TAHOE MARKETING COOPERATIVE
As of February 28, 2026

VENDOR	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
62ABOVE, LLC	104,612.00					104,612.00
Alibi Ale Works LLC					1,131.00	1,131.00
Community Foundation of Northern Nevada	750.00					750.00
Fallon Multimedia	4,000.00					4,000.00
Gate 7 Pty Ltd*			-3,037.50		3,037.50	0.00
Jeff Hentz			-46.48		46.48	0.00
Katie Biggers			-6.72		6.72	0.00
Meetings & Incentives Worldwide, Inc.			-600.00		600.00	0.00
Ski Max			-5,000.00		5,000.00	0.00
The Office Boss			-45.59		45.59	0.00
The Village at Squaw Creek			-750.00		750.00	0.00
Truckee-North Tahoe TMA			-749.00		749.00	0.00
UC Davis Tahoe Environmental Research Cen			-280.00		280.00	0.00
TOTAL	109,362.00		-10,515.29		11,646.29	\$110,493.00

Profit and Loss Comparison
NORTH LAKE TAHOE MARKETING COOPERATIVE
February 1-28, 2026

DISTRIBUTION ACCOUNT	TOTAL			
	FEB 1 - FEB 28 2026	FEB 1 - FEB 28 2025 (PY)	\$ CHANGE (PY)	% CHANGE (PY)
Income				
4000-00 LTIVCBVB Funding	45,833.00	45,833.00	0.00	0.0 %
4001-00 NLTRA Funding	66,227.00	113,750.00	-47,523.00	-41.78 %
4099-00 Revenue - Other		0.00	0.00	
Total for Income	\$112,060.00	\$159,583.00	-	-29.78 %
			\$47,523.00	
Cost of Goods Sold				
Gross Profit	\$112,060.00	\$159,583.00	-	-29.78 %
			\$47,523.00	
Expenses				
5000-00 CONSUMER MARKETING				
5001-00 Broadcast / Radio - High Notes	44,397.00		44,397.00	
5007-00 Creative Production		\$0.00	\$0.00	
5007-03 Photo/Video Creative	1,333.33	1,823.24	-489.91	-26.87 %
5007-01 Creative Production		3,373.75	-3,373.75	-100.0 %
5007-02 Website Production		2,200.00	-2,200.00	-100.0 %
Total for 5007-00 Creative Production	\$1,333.33	\$7,396.99	-\$6,063.66	-81.97 %
5010-00 Account Strategy & Management	7,000.00	7,000.00	0.00	0.0 %
5018-00 Media Commission	8,848.00	3,130.26	5,717.74	182.66 %
5021-01 Stewardship Campaign	5,738.00	7,844.81	-2,106.81	-26.86 %
5002-01 Native Display		5,600.00	-5,600.00	-100.0 %
5005-00 Paid Social		4,846.36	-4,846.36	-100.0 %
5005-01 Digital Display / Retargeting		4,993.94	-4,993.94	-100.0 %
5018-01 Digital Ad Serving		38.41	-38.41	-100.0 %
5020-00 Search Engine Marketing		7,155.82	-7,155.82	-100.0 %
Total for 5000-00 CONSUMER MARKETING	\$67,316.33	\$48,006.59	\$19,309.74	40.22 %
5110-00 LEISURE SALES				
5154-00 Canada	2,600.00		2,600.00	
5112-00 Training / Sales Calls		3,831.06	-3,831.06	-100.0 %
5131-00 FAMS -Intl - Travel Trade		664.00	-664.00	-100.0 %
5145-00 TIA Annual Dues		2,775.00	-2,775.00	-100.0 %
5157-00 International Efforts		1,500.00	-1,500.00	-100.0 %
Total for 5110-00 LEISURE SALES	\$2,600.00	\$8,770.06	-\$6,170.06	-70.35 %
5200-00 PUBLIC RELATIONS				
5200-01 Strategy, Reporting, Mgmt, Etc.	7,000.00	6,000.00	1,000.00	16.67 %
5202-00 PR Program/ Content Dev - Blogs	1,000.00	922.50	77.50	8.4 %
5206-00 Digital Buy/ Social Media Boost	700.00	700.00	0.00	0.0 %
5211-00 Social Media Strategy & Mgmt	5,000.00	6,000.00	-1,000.00	-16.67 %

Profit and Loss Comparison
NORTH LAKE TAHOE MARKETING COOPERATIVE
 February 1-28, 2026

DISTRIBUTION ACCOUNT	TOTAL			
	FEB 1 - FEB 28 2026	FEB 1 - FEB 28 2025 (PY)	\$ CHANGE (PY)	% CHANGE (PY)
5222-00 Media Tracking / Membership	250.00		250.00	
5207-00 Content Campaigns/Tools-My Emma		300.00	-300.00	-100.0 %
5210-00 Content Dev - Newsletters		1,700.00	-1,700.00	-100.0 %
Total for 5200-00 PUBLIC RELATIONS	\$13,950.00	\$15,622.50	-\$1,672.50	-10.71 %

Profit and Loss Comparison
NORTH LAKE TAHOE MARKETING COOPERATIVE
February 1-28, 2026

DISTRIBUTION ACCOUNT	TOTAL			
	FEB 1 - FEB 28 2026	FEB 1 - FEB 28 2025 (PY)	\$ CHANGE (PY)	% CHANGE (PY)
6000-00 CONFERENCE SALES				
6005-00 Paid Media	8,713.00	2,198.44	6,514.56	296.33 %
6018-00 MCC Media Commission	1,538.00	1,216.76	321.24	26.4 %
Total for 6000-00 CONFERENCE SALES	\$10,251.00	\$3,415.20	\$6,835.80	200.16 %
7000-00 COMMITTED & ADMIN EXPENSES				
7002-00 CRM Subscription	1,216.44		1,216.44	
5009-00 Fulfillment / Mail		219.99	-219.99	-100.0 %
7001-00 Miscellaneous		260.17	-260.17	-100.0 %
7004-00 Research		10,498.83	-10,498.83	-100.0 %
7009-00 Tahoe Cam Usage		2,124.00	-2,124.00	-100.0 %
8700-00 Automobile Expense*		142.37	-142.37	-100.0 %
Total for 7000-00 COMMITTED & ADMIN EXPENSES	\$1,216.44	\$13,245.36	\$12,028.92	-90.82 %
8000-00 WEBSITE CONTENT & MAINTENANCE				
8001-00 Social Media Contractor	10,000.00		10,000.00	
8003-00 Website Hosting Maintenance	178.00	5.00	173.00	3460.0 %
8004-00 Website Strategy & Maintenance	3,850.00	7,500.00	-3,650.00	-48.67 %
8005-00 Website SEO Strategy/Maint	400.00	2,700.00	-2,300.00	-85.19 %
8002-00 Content Manager Contractor		4,000.00	-4,000.00	-100.0 %
Total for 8000-00 WEBSITE CONTENT & MAINTENANCE	\$14,428.00	\$14,205.00	\$223.00	1.57 %
6100-00 TRADE SHOWS				
6116-00 CalSAE Seasonal Spectacular		315.00	-315.00	-100.0 %
6151-00 Destination CA		798.47	-798.47	-100.0 %
Total for 6100-00 TRADE SHOWS		\$1,113.47	-\$1,113.47	-100.0 %
Total for Expenses	\$109,761.77	\$104,378.18	\$5,383.59	5.16 %
Net Operating Income	\$2,298.23	\$55,204.82	\$52,906.59	-95.84 %
Other Income				
Other Expenses				
Net Other Income				
Net Income	\$2,298.23	\$55,204.82	\$52,906.59	-95.84 %

	Feb 2026				YTD			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
4000-00 LTIVCBVB Funding	45,833.00	45,833.00	0.00	100.00%	366,664.00	366,664.00	0.00	100.00%
4001-00 NLTRA Funding	66,227.00	66,227.00	0.00	100.00%	1,144,429.25	1,030,387.75	114,041.50	111.07%
Total Income	\$ 112,060.00	\$ 112,060.00	\$ 0.00	100.00%	\$ 1,511,093.25	\$ 1,397,051.75	\$ 114,041.50	108.16%
Gross Profit	\$ 112,060.00	\$ 112,060.00	\$ 0.00	100.00%	\$ 1,511,093.25	\$ 1,397,051.75	\$ 114,041.50	108.16%
Expenses								
5000-00 CONSUMER MARKETING								
5001-00 Broadcast / Radio - High Notes	44,397.00	44,397.00	0.00	100.00%	371,120.95	364,285.00	6,835.95	101.88%
5007-00 Creative Production			0.00		0.00	0.00	0.00	
5007-01 Creative Production		0.00	0.00		64,842.63	35,000.00	29,842.63	185.26%
5007-03 Photo/Video Creative	1,333.33	0.00	1,333.33		181,803.04	170,000.00	11,803.04	106.94%
Total 5007-00 Creative Production	\$ 1,333.33	\$ 0.00	\$ 1,333.33		\$ 246,645.67	\$ 205,000.00	\$ 41,645.67	120.31%
5010-00 Account Strategy & Management	7,000.00	7,000.00	0.00	100.00%	59,556.25	56,000.00	3,556.25	106.35%
5018-00 Media Commission	8,848.00	8,848.00	0.00	100.00%	63,040.27	71,542.00	-8,501.73	88.12%
5018-03 Strategic Marketing Plan		0.00	0.00		10,000.00	10,000.00	0.00	100.00%
5021-01 Stewardship Campaign	5,738.00	5,738.00	0.00	100.00%	34,708.44	51,120.00	-16,411.56	67.90%
Total 5000-00 CONSUMER MARKETING	\$ 67,316.33	\$ 65,983.00	\$ 1,333.33	102.02%	\$ 785,071.58	\$ 757,947.00	\$ 27,124.58	103.58%
5110-00 LEISURE SALES								
5107-00 Creative Production			0.00		480.00	0.00	480.00	
5111-00 FAMS - Domestic		0.00	0.00		5,492.18	4,000.00	1,492.18	137.30%
5112-00 Training / Sales Calls		0.00	0.00		0.00	1,500.00	-1,500.00	0.00%
5131-00 FAMS -Intl - Travel Trade		0.00	0.00		1,438.04	1,000.00	438.04	143.80%
5133-00 Ski-Tops		1,800.00	-1,800.00	0.00%	0.00	1,800.00	-1,800.00	0.00%
5137-00 Co-op Opportunities		0.00	0.00		95,186.00	60,000.00	35,186.00	158.64%
5143-00 Mountain Travel Symposium		0.00	0.00		2,945.00	2,945.00	0.00	100.00%
5144-00 IPW - POW WOW		7,500.00	-7,500.00	0.00%	0.00	7,500.00	-7,500.00	0.00%
5145-00 TIA Annual Dues		0.00	0.00		2,850.00	2,775.00	75.00	102.70%
5147-00 AUS / Gate 7		0.00	0.00		26,702.25	29,739.00	-3,036.75	89.79%
5154-00 Canada	2,600.00	0.00	2,600.00		20,800.00	23,400.00	-2,600.00	88.89%
5155-00 California Star Program		0.00	0.00		0.00	3,600.00	-3,600.00	0.00%
5157-00 International Efforts		0.00	0.00		3,254.60	1,500.00	1,754.60	216.97%
Total 5110-00 LEISURE SALES	\$ 2,600.00	\$ 9,300.00	-\$ 6,700.00	27.96%	\$ 159,148.07	\$ 139,759.00	\$ 19,389.07	113.87%
5200-00 PUBLIC RELATIONS								
5200-01 Strategy, Reporting, Mgmt, Etc.	7,000.00	7,000.00	0.00	100.00%	56,000.00	56,000.00	0.00	100.00%
5202-00 PR Program/ Content Dev - Blogs	1,000.00	1,000.00	0.00	100.00%	9,756.00	8,000.00	1,756.00	121.95%
5204-00 Media Mission(s)		0.00	0.00		5,000.00	5,000.00	0.00	100.00%
5206-00 Digital Buy/ Social Media Boost	700.00	700.00	0.00	100.00%	5,600.00	5,600.00	0.00	100.00%
5207-00 Content Campaigns/Tools-My Emma			0.00		900.00	0.00	900.00	
5209-00 Domestic Travel Media FAMS		0.00	0.00		5,850.76	19,200.00	-13,349.24	30.47%
5210-00 Content Dev - Newsletters		0.00	0.00		3,400.00	3,400.00	0.00	100.00%
5211-00 Social Media Strategy & Mgmt	5,000.00	5,000.00	0.00	100.00%	40,000.00	40,000.00	0.00	100.00%
5221-00 Photography & Video Asset Dev		0.00	0.00		18,750.00	18,750.00	0.00	100.00%
5222-00 Media Tracking / Membership	250.00	250.00	0.00	100.00%	2,000.00	2,000.00	0.00	100.00%
Total 5200-00 PUBLIC RELATIONS	\$ 13,950.00	\$ 13,950.00	\$ 0.00	100.00%	\$ 147,256.76	\$ 157,950.00	-\$ 10,693.24	93.23%
6000-00 CONFERENCE SALES								
6004-00 Email			0.00		480.00	0.00	480.00	
6005-00 Paid Media	8,713.00	8,712.00	1.00	100.01%	36,719.39	34,850.00	1,869.39	105.36%

6006-00 CVENT		0.00	0.00		13,889.48	12,980.00	909.48	107.01%
6007-00 Creative Production		0.00	0.00		20,000.00	20,000.00	0.00	100.00%
6014-00 MCC Group Incentive Program		0.00	0.00		2,000.00	4,000.00	-2,000.00	50.00%
6015-00 MCC National Memberships		0.00	0.00		125.00	1,000.00	-875.00	12.50%
6018-00 MCC Media Commission	1,538.00	1,537.00	1.00	100.07%	6,534.78	6,150.00	384.78	106.26%
6152-00 Client Events / Opportunities			0.00		-45.59	0.00	-45.59	
6153-00 Chicago Sales Rep Support		0.00	0.00		1,833.08	1,750.00	83.08	104.75%
Total 6000-00 CONFERENCE SALES	\$ 10,251.00	\$ 10,249.00	\$ 2.00	100.02%	\$ 81,536.14	\$ 80,730.00	\$ 806.14	101.00%
6100-00 TRADE SHOWS								
6111-00 Site Inspections		0.00	0.00		0.00	1,500.00	-1,500.00	0.00%
6116-00 CalSAE Seasonal Spectacular		0.00	0.00		0.00	5,000.00	-5,000.00	0.00%
6143-00 Connect Marketplace			0.00		4,450.00	0.00	4,450.00	
6151-00 Destination CA		0.00	0.00		6,272.13	5,000.00	1,272.13	125.44%
6155-00 Connect Trade Shows		0.00	0.00		4,450.00	5,000.00	-550.00	89.00%
6182-00 Destination Celebration		0.00	0.00		0.00	2,000.00	-2,000.00	0.00%
Total 6100-00 TRADE SHOWS	\$ 0.00	\$ 0.00	\$ 0.00		\$ 15,172.13	\$ 18,500.00	-\$ 3,327.87	82.01%
7000-00 COMMITTED & ADMIN EXPENSES								
5009-00 Fulfillment / Mail		150.00	-150.00	0.00%	462.97	1,200.00	-737.03	38.58%
5021-00 RASC-Reno Air Service Corp			0.00		0.50	0.00	0.50	
5123-00 HSVC - High Sierra Visitors		0.00	0.00		2,500.00	2,500.00	0.00	100.00%
5124-00 Reno Tahoe Territory Membership		0.00	0.00		0.00	1,000.00	-1,000.00	0.00%
7001-00 Miscellaneous		0.00	0.00		2,333.83	7,500.00	-5,166.17	31.12%
7002-00 CRM Subscription	1,216.44	0.00	1,216.44		7,397.52	7,500.00	-102.48	98.63%
7004-00 Research		0.00	0.00		39,901.39	36,500.00	3,401.39	109.32%
7007-00 Destimetrics / DMX		0.00	0.00		34,230.00	25,293.00	8,937.00	135.33%
7008-00 Opportunistic Funds		0.00	0.00		48,831.00	50,000.00	-1,169.00	97.66%
8600-00 Staff Industry Travel		0.00	0.00		12,037.52	11,250.00	787.52	107.00%
8700-00 Automobile Expense*			0.00		24.09	0.00	24.09	
Total 7000-00 COMMITTED & ADMIN EXPENSES	\$ 1,216.44	\$ 150.00	\$ 1,066.44	810.96%	\$ 147,718.82	\$ 142,743.00	\$ 4,975.82	103.49%
8000-00 WEBSITE CONTENT & MAINTENANCE								
8001-00 Social Media Contractor	10,000.00	0.00	10,000.00		60,000.00	50,000.00	10,000.00	120.00%
8002-00 Content Manager Contractor		4,000.00	-4,000.00	0.00%	32,000.00	32,000.00	0.00	100.00%
8003-00 Website Hosting Maintenance	178.00	178.00	0.00	100.00%	2,502.00	1,424.00	1,078.00	175.70%
8004-00 Website Strategy & Maintenance	3,850.00	7,250.00	-3,400.00	53.10%	54,600.00	58,000.00	-3,400.00	94.14%
8005-00 Website SEO Strategy/Maint	400.00	1,000.00	-600.00	40.00%	7,400.00	8,000.00	-600.00	92.50%
Total 8000-00 WEBSITE CONTENT & MAINTENANCE	\$ 14,428.00	\$ 12,428.00	\$ 2,000.00	116.09%	\$ 156,502.00	\$ 149,424.00	\$ 7,078.00	104.74%
Total Expenses	\$ 109,761.77	\$ 112,060.00	-\$ 2,298.23	97.95%	\$ 1,492,405.50	\$ 1,447,053.00	\$ 45,352.50	103.13%
Net Operating Income	\$ 2,298.23	\$ 0.00	\$ 2,298.23		\$ 18,687.75	-\$ 50,001.25	\$ 68,689.00	-37.37%
Net Income	\$ 2,298.23	\$ 0.00	\$ 2,298.23		\$ 18,687.75	-\$ 50,001.25	\$ 68,689.00	-37.37%