

# North Lake Tahoe Resort Association

## Balance Sheet

As of December 31, 2018

	Dec 31, 18	Dec 31, 17	\$ Change	% Change	Jun 30, 18
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	374	349	26	7%	289
1003-00 · Cash - Operations BOTW #6712	348,225	834,469	(486,244)	(58%)	619,232
1007-00 · Cash - Payroll BOTW #7421	6,938	9,135	(2,197)	(24%)	6,195
1008-00 · Marketing Reserve - Plumas	50,206	50,131	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,551	100,350	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	138,693	132,388	6,305	5%	88,355
10950 · Cash in Drawer	1,499	1,835	(336)	(18%)	597
<b>Total Checking/Savings</b>	676,068	1,158,238	(482,170)	(42%)	894,867
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	25,806	20,652	5,154	25%	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	309,017	0	309,017	100%	0
<b>Total Accounts Receivable</b>	334,824	31,121	303,703	976%	24,331
<b>Other Current Assets</b>					
1200-99 · AR Other	0	1,614	(1,614)	(100%)	(41)
<b>1201-00 · WebLink Accounts Receivable</b>					
1201-01 · WebLink AR - Member Dues	16,350	0	16,350	100%	3,417
1201-00 · WebLink Accounts Receivable - Other	910	8,907	(7,997)	(90%)	2,870
<b>Total 1201-00 · WebLink Accounts Receivable</b>	17,260	8,907	8,353	94%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	0	(2,775)	(100%)	(2,500)
12100 · Inventory Asset	24,188	23,922	266	1%	28,203
1299 · Receivable from NLTMC	10,827	0	10,827	100%	28,954
1490-00 · Security Deposits	1,250	550	700	127%	650
<b>Total Other Current Assets</b>	50,750	34,994	15,756	45%	61,554
<b>Total Current Assets</b>	1,061,641	1,224,353	(162,712)	(13%)	980,752
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,099)	(336)	(4%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,374)	(17,586)	(1,788)	(10%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
<b>Total Fixed Assets</b>	2,147	4,271	(2,125)	(50%)	3,041
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	17,595	1,058	16,537	1,564%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	8,448	19,595	(11,147)	(57%)	17,116
<b>Total 1400-00 · Prepaid Expenses</b>	27,043	21,653	5,391	25%	27,267
<b>Total Other Assets</b>	27,043	21,653	5,391	25%	27,267
<b>TOTAL ASSETS</b>	1,090,831	1,250,277	(159,446)	(13%)	1,011,060

# North Lake Tahoe Resort Association

## Balance Sheet

As of December 31, 2018

	Dec 31, 18	Dec 31, 17	\$ Change	% Change	Jun 30, 18
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	41,772	243,603	(201,832)	(83%)	42,156
<b>Total Accounts Payable</b>	41,772	243,603	(201,832)	(83%)	42,156
<b>Credit Cards</b>					
<b>2080-00 · Bank of the West - Master Cards</b>					
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	15
2080-04 · MC_5968_Ronald	0	241	(241)	(100%)	126
2080-06 · MC_5288_Emily	0	426	(426)	(100%)	0
2080-10 · MC_9495_AI	0	(170)	170	100%	180
2080-11 · MC_3978_Amber	0	15	(15)	(100%)	3,070
2080-12 · MC_3960_Natalie	0	4,452	(4,452)	(100%)	0
2080-13 · MC_6903_Cindy	0	2,222	(2,222)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	0	0	0%	83
<b>Total 2080-00 · Bank of the West - Master Cards</b>	0	7,200	(7,200)	(100%)	5,903
<b>Total Credit Cards</b>	0	7,200	(7,200)	(100%)	5,903
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	25,713	38,973	(13,261)	(34%)	36,870
2101-00 · Incentive Payable	44,820	47,578	(2,758)	(6%)	43,384
2102-00 · Commissions Payable	3,845	4,839	(994)	(21%)	4,698
2120-00 · Empl. Federal Tax Payable	13,755	3,118	10,638	341%	3,072
2175-00 · 401 (k) Plan	4,916	1,559	3,357	215%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	142,054	170,792	(28,738)	(17%)	138,185
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	26	0	26	100%	853
25500 · *Sales Tax Payable	1,794	1,217	577	47%	1,941
2190-00 · Sales and Use Tax Payable - Other	54	0	54	100%	2,794
<b>Total 2190-00 · Sales and Use Tax Payable</b>	1,875	1,217	658	54%	49,521
2250-00 · Accrued Expenses	339	0	339	100%	0
2400-42 · Marketing Co-op	332	0	332	100%	67,000
2400-60 · Deferred Revenue- Member Dues	31,551	28,146	3,405	12%	56,979
2500-00 · Deferred Revenue - TMBC	405	0	405	100%	535
2651-00 · Deferred Rev - Conference	2,200	5,500	(3,300)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	(12,643)	16,780	133%	4,202
2900-00 · Due To/From County of Placer	5,160	221,067	(215,907)	(98%)	229,432
<b>Total Other Current Liabilities</b>	538,358	414,079	124,279	30%	548,649
<b>Total Current Liabilities</b>	580,130	664,883	(84,753)	(13%)	596,708
<b>Total Liabilities</b>	580,130	664,883	(84,753)	(13%)	596,708
<b>Equity</b>					
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248

North Lake Tahoe Resort Association

**Balance Sheet**

As of December 31, 2018

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	96,349	187,251	(90,902)	(49%)	(5,239)
Total Equity	<u>510,701</u>	<u>585,394</u>	<u>(74,693)</u>	<u>(13%)</u>	<u>414,352</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>1,090,831</b></u>	<u><b>1,250,277</b></u>	<u><b>(159,446)</b></u>	<u><b>(13%)</b></u>	<u><b>1,011,060</b></u>

# North Lake Tahoe Resort Association

## Profit & Loss

Accrual Basis

July through December 2018

	Jul - Dec 18	Jul - Dec 17	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	1,896,437	1,945,111	-48,674	-3%
4200-00 · Membership Dues	66,502	67,788	-1,286	-2%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	4,629	5,500	-871	-16%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	1,684	53	1,631	3,077%
4250-03 · Summer/Winter Rec Luncheon	2,622	3,409	-787	-23%
4251-00 · Tues AM Breakfast Club	3,196	1,745	1,451	83%
4250-00 · Revenues-Membership Activities - Other	3,680	1,120	2,560	229%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>11,182</b>	<b>6,327</b>	<b>4,855</b>	<b>77%</b>
4252-00 · Sponsorships	600	0	600	100%
4253-00 · Revenue- Other	6	0	6	100%
4350-00 · Special Events (Marketing)	0	77,628	-77,628	-100%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,417	1,859	6,558	353%
4600-00 · Commissions - Other	30,537	45,890	-15,353	-34%
<b>Total 4600-00 · Commissions</b>	<b>38,954</b>	<b>47,749</b>	<b>-8,795</b>	<b>-18%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,801	7,982	-5,181	-65%
46000 · Merchandise Sales - Other	65,811	50,862	14,949	29%
<b>Total 46000 · Merchandise Sales</b>	<b>68,612</b>	<b>58,844</b>	<b>9,769</b>	<b>17%</b>
<b>Total Income</b>	<b>2,086,921</b>	<b>2,209,021</b>	<b>-122,100</b>	<b>-6%</b>
<b>Gross Profit</b>	<b>2,086,921</b>	<b>2,209,021</b>	<b>-122,100</b>	<b>-6%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	12,336	6,824	5,512	81%
5020-00 · P/R - Tax Expense	41,417	41,695	-278	-1%
5030-00 · P/R - Health Insurance Expense	62,887	47,667	15,220	32%
5040-00 · P/R - Workmans Comp	4,393	4,794	-400	-8%
5060-00 · 401 (k)	20,083	18,427	1,656	9%
5070-00 · Other Benefits and Expenses	2,351	2,224	127	6%
5000-00 · Salaries & Wages - Other	530,545	519,326	11,219	2%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>674,012</b>	<b>640,956</b>	<b>33,056</b>	<b>5%</b>
5100-00 · Rent				
5110-00 · Utilities	5,914	5,563	351	6%
5140-00 · Repairs & Maintenance	1,807	1,375	431	31%
5150-00 · Office - Cleaning	3,540	4,380	-840	-19%
5100-00 · Rent - Other	76,772	74,766	2,006	3%
<b>Total 5100-00 · Rent</b>	<b>88,033</b>	<b>86,085</b>	<b>1,949</b>	<b>2%</b>
5310-00 · Telephone				
5320-00 · Telephone	16,758	14,172	2,586	18%
5350-00 · Internet	25	25	0	0%
<b>Total 5310-00 · Telephone</b>	<b>16,783</b>	<b>14,197</b>	<b>2,586</b>	<b>18%</b>
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	1,425	1,283	142	11%
<b>Total 5420-00 · Mail - USPS</b>	<b>1,509</b>	<b>1,404</b>	<b>105</b>	<b>8%</b>
5510-00 · Insurance/Bonding	3,401	5,495	-2,095	-38%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	3,974	1,205	2,769	230%
5520-00 · Supplies - Other	7,513	5,704	1,809	32%

# North Lake Tahoe Resort Association

## Profit & Loss

July through December 2018

Accrual Basis

	Jul - Dec 18	Jul - Dec 17	\$ Change	% Change
<b>Total 5520-00 · Supplies</b>	11,487	6,909	4,578	66%
5610-00 · Depreciation	894	1,315	-420	-32%
5700-00 · Equipment Support & Maintenance	849	6,495	-5,646	-87%
5710-00 · Taxes, Licenses & Fees	5,212	6,548	-1,336	-20%
5740-00 · Equipment Rental/Leasing	6,362	7,976	-1,614	-20%
5800-00 · Training Seminars	3,941	3,523	419	12%
5815 · Training Video Series	0	1,058	-1,058	-100%
5830-00 · Commission Due to Third Party	0	765	-765	-100%
5850-00 · Artist of Month - Commissions	1,894	3,366	-1,471	-44%
<b>5900-00 · Professional Fees</b>				
5910-00 · Professional Fees - Attorneys	840	8,020	-7,180	-90%
5920-00 · Professional Fees - Accountant	21,000	16,715	4,285	26%
5921-00 · Professional Fees - Other	0	37,219	-37,219	-100%
<b>Total 5900-00 · Professional Fees</b>	21,840	61,954	-40,114	-65%
5940-00 · Research & Planning Membership	0	3,000	-3,000	-100%
5941-00 · Research & Planning	5,000	2,266	2,734	121%
<b>6020-00 · Programs</b>				
6016-00 · Special Event Partnership	0	14,500	-14,500	-100%
6018-00 · Business Assoc. Grants	0	10,000	-10,000	-100%
<b>Total 6020-00 · Programs</b>	0	24,500	-24,500	-100%
<b>6420-00 · Events</b>				
<b>6420-01 · Sponsorships</b>				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-04 · Broken Arrow Skyrace	20,000	0	20,000	100%
6421-06 · Spartan	254,000	254,000	0	0%
6421-08 · Tough Mudder	8,000	0	8,000	100%
6421-09 · Wanderlust	0	4,043	-4,043	-100%
6421-10 · WinterWonderGrass - Tahoe	47	15,000	-14,953	-100%
6421-14 · Tahoe Trail 100	0	5,000	-5,000	-100%
<b>Total 6420-01 · Sponsorships</b>	316,325	392,815	-76,490	-20%
6421-00 · New Event Development	0	1,064	-1,064	-100%
<b>6422-00 · Event Media</b>				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
<b>Total 6422-00 · Event Media</b>	0	74	-74	-100%
6424-00 · Event Operation Expenses	2,514	0	2,514	100%
<b>Total 6420-00 · Events</b>	318,839	393,953	-75,113	-19%
<b>6423-00 · Membership Activities</b>				
6435-00 · Shop Local Event	0	138	-138	-100%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,469	2,716	753	28%
6437-00 · Tuesday Morning Breakfast Club	2,132	2,417	-285	-12%
6441-00 · Membership - Miscellaneous Exp	60	0	60	100%
6442-00 · Public Relations/Website	7,225	1,690	5,535	328%
6444-00 · Trades	0	835	-835	-100%
6423-00 · Membership Activities - Other	4,561	32	4,529	14,369%
<b>Total 6423-00 · Membership Activities</b>	17,446	7,827	9,619	123%
6490-00 · Classified Ads	0	50	-50	-100%
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	729,915	657,106	72,809	11%
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	14,731	11,089	3,641	33%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Shop Local	7,132	3,070	4,062	132%
6743-03 · Touch Lake Tahoe	0	10,103	-10,103	-100%
6743-05 · Peak Your Adventure	1,000	0	1,000	100%

# North Lake Tahoe Resort Association Profit & Loss

July through December 2018

Accrual Basis

	Jul - Dec 18	Jul - Dec 17	\$ Change	% Change
<b>Total 6743-00 · BACC Marketing Programs</b>	8,132	13,173	-5,041	-38%
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	862	582	280	48%
52500 · Purchase Discounts	-40	-621	581	94%
59900 · POS Inventory Adjustments	36	511	-476	-93%
8100-00 · Cost of Goods Sold - Other	35,179	29,463	5,716	19%
<b>Total 8100-00 · Cost of Goods Sold</b>	36,036	29,935	6,101	20%
8200-00 · Associate Relations	1,930	1,410	520	37%
8300-00 · Board Functions	5,073	5,875	-803	-14%
8500-00 · Credit Card Fees	3,536	3,287	250	8%
8700-00 · Automobile Expenses	2,761	2,258	502	22%
8750-00 · Meals/Meetings	1,501	2,375	-873	-37%
8810-00 · Dues & Subscriptions	4,405	4,628	-224	-5%
8910-00 · Travel	359	944	-585	-62%
8920-00 · Bad Debt	3,553	9,382	-5,829	-62%
<b>Total Expense</b>	1,990,711	2,021,909	-31,197	-2%
<b>Net Ordinary Income</b>	96,210	187,112	-90,903	-49%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	139	139	0	0%
<b>Total Other Income</b>	139	139	0	0%
<b>Net Other Income</b>	139	139	0	0%
<b>Net Income</b>	<b>96,349</b>	<b>187,251</b>	<b>-90,902</b>	<b>-49%</b>

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

## All Departments

	Dec 18	Budget	\$ Over Budget	Jul - Dec 18	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	286,489	284,261	2,228	1,896,437	1,937,975	(41,538)	3,793,727
4200-00 · Membership Dues	11,135	10,600	535	66,502	63,600	2,902	128,000
4205-00 · Conference Dues	367	825	(458)	4,629	4,950	(321)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	1,157	208	949	1,684	1,252	432	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	250	(250)	0	1,300	(1,300)	3,050
4251-00 · Tues AM Breakfast Club - Other	494	580	(86)	3,196	3,480	(284)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>494</b>	<b>830</b>	<b>(336)</b>	<b>3,196</b>	<b>4,780</b>	<b>(1,584)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	285	0	285	3,680	0	3,680	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,936</b>	<b>1,038</b>	<b>898</b>	<b>11,182</b>	<b>10,032</b>	<b>1,150</b>	<b>70,510</b>
4252-00 · Sponsorships	0	0	0	600	0	600	0
4253-00 · Revenue- Other	0			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	(201)	1,667	(1,868)	8,417	9,998	(1,581)	20,000
4600-00 · Commissions - Other	3,167	2,500	667	30,537	15,000	15,537	30,000
<b>Total 4600-00 · Commissions</b>	<b>2,966</b>	<b>4,167</b>	<b>(1,201)</b>	<b>38,954</b>	<b>24,998</b>	<b>13,956</b>	<b>50,000</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	457	500	(43)	2,801	6,500	(3,699)	9,500
46000 · Merchandise Sales - Other	7,190	7,600	(410)	65,811	51,100	14,711	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>7,647</b>	<b>8,100</b>	<b>(453)</b>	<b>68,612</b>	<b>57,600</b>	<b>11,012</b>	<b>104,500</b>
<b>Total Income</b>	<b>310,540</b>	<b>308,991</b>	<b>1,549</b>	<b>2,086,921</b>	<b>2,099,155</b>	<b>(12,234)</b>	<b>4,156,637</b>
<b>Gross Profit</b>	<b>310,540</b>	<b>308,991</b>	<b>1,549</b>	<b>2,086,921</b>	<b>2,099,155</b>	<b>(12,234)</b>	<b>4,156,637</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	304	633	(329)	12,336	3,802	8,534	7,600
5020-00 · P/R - Tax Expense	9,790	6,998	2,792	41,417	44,304	(2,887)	86,761
5030-00 · P/R - Health Insurance Expense	12,929	11,058	1,871	62,887	66,342	(3,455)	132,690
5040-00 · P/R - Workmans Comp	1,109	958	151	4,393	6,039	(1,646)	11,845
5060-00 · 401 (k)	3,115	3,560	(445)	20,083	21,719	(1,636)	43,048
5070-00 · Other Benefits and Expenses	805	586	219	2,351	3,513	(1,162)	7,029
5000-00 · Salaries & Wages - Other	97,372	88,318	9,054	530,545	538,955	(8,410)	1,068,067
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>125,423</b>	<b>112,111</b>	<b>13,312</b>	<b>674,012</b>	<b>684,674</b>	<b>(10,662)</b>	<b>1,357,040</b>
5100-00 · Rent							
5110-00 · Utilities	935	1,128	(193)	5,914	5,873	41	12,191
5140-00 · Repairs & Maintenance	881	3,902	(3,021)	1,807	23,409	(21,602)	46,850
5150-00 · Office - Cleaning	675	1,000	(325)	3,540	5,321	(1,781)	10,444
5100-00 · Rent - Other	12,946	12,957	(11)	76,772	77,726	(954)	155,468
<b>Total 5100-00 · Rent</b>	<b>15,437</b>	<b>18,987</b>	<b>(3,550)</b>	<b>88,033</b>	<b>112,329</b>	<b>(24,296)</b>	<b>224,953</b>
5310-00 · Telephone							
5320-00 · Telephone	1,786	2,129	(343)	16,758	12,774	3,984	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	2,769	(2,769)	5,535
<b>Total 5310-00 · Telephone</b>	<b>1,786</b>	<b>2,590</b>	<b>(804)</b>	<b>16,783</b>	<b>15,543</b>	<b>1,240</b>	<b>31,083</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	30	0	30	84	0	84	0
5420-00 · Mail - USPS - Other	110	475	(365)	1,425	2,403	(978)	5,203
<b>Total 5420-00 · Mail - USPS</b>	<b>140</b>	<b>475</b>	<b>(335)</b>	<b>1,509</b>	<b>2,403</b>	<b>(894)</b>	<b>5,203</b>
5510-00 · Insurance/Bonding	724	485	239	3,401	3,228	173	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	770	125	645	3,974	5,050	(1,076)	7,600
5520-00 · Supplies - Other	2,365	1,650	715	7,513	10,593	(3,080)	21,493
<b>Total 5520-00 · Supplies</b>	<b>3,135</b>	<b>1,775</b>	<b>1,360</b>	<b>11,487</b>	<b>15,643</b>	<b>(4,156)</b>	<b>29,093</b>
5610-00 · Depreciation	149	177	(28)	894	1,067	(173)	2,129
5700-00 · Equipment Support & Maintenance	199	1,118	(919)	849	6,706	(5,857)	13,412
5710-00 · Taxes, Licenses & Fees	1,056	1,100	(44)	5,212	6,551	(1,339)	12,951
5740-00 · Equipment Rental/Leasing	1,128	1,478	(350)	6,362	8,858	(2,496)	17,726
5800-00 · Training Seminars	1,663	417	1,246	3,941	7,748	(3,807)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	1,894	2,752	(858)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	840	4,500	(3,660)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	2,291	(2,291)	0	13,750	(13,750)	26,000

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

## All Departments

	Dec 18	Budget	\$ Over Budget	Jul - Dec 18	YTD Budget	\$ Over Budget	Annual Bud...
<b>Total 5900-00 · Professional Fees</b>	0	3,041	(3,041)	21,840	43,250	(21,410)	60,000
5941-00 · Research & Planning	0	0	0	5,000	2,500	2,500	5,000
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	0	25,000	(25,000)	0	25,000	(25,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	0	25,000	(25,000)	0	35,000	(35,000)	80,000
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0	0	0	254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	8,000	0	8,000	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
<b>Total 6420-01 · Sponsorships</b>	0	0	0	316,325	291,875	24,450	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	16,500	(16,500)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,514	4,000	(1,486)	8,000
<b>Total 6420-00 · Events</b>	0	3,417	(3,417)	318,839	312,375	6,464	513,225
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	500	650	(151)	2,132	3,250	(1,119)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	0	0
6442-00 · Public Relations/Website	674	344	330	7,225	3,564	3,661	5,628
6423-00 · Membership Activities - Other	2,773	0	2,773	4,561	0	4,561	0
<b>Total 6423-00 · Membership Activities</b>	3,946	994	2,952	17,446	9,314	8,132	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	729,915	729,911	4	1,459,823
6740-00 · Media/Collateral/Production	1,278	0	1,278	1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	972	4,316	(3,345)	14,731	25,904	(11,173)	51,800
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	0	0	7,132	11,000	(3,868)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	10,000	(10,000)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	0	0	0	8,132	21,000	(12,868)	80,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	104	0	104	862	0	862	0
52500 · Purchase Discounts	0	0	0	(40)	0	(40)	0
59900 · POS Inventory Adjustments	4	0	4	36	0	36	0
8100-00 · Cost of Goods Sold - Other	3,831	3,990	(159)	35,179	26,826	8,353	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	3,939	3,990	(51)	36,036	26,826	9,210	49,875
8200-00 · Associate Relations	1,027	616	411	1,930	3,704	(1,774)	7,400
8300-00 · Board Functions	293	150	143	5,073	2,250	2,823	4,500
8500-00 · Credit Card Fees	481	454	27	3,536	3,115	421	6,658
8600-00 · Additional Opportunites	0	3,134	(3,134)	0	18,796	(18,796)	37,600
8700-00 · Automobile Expenses	363	498	(135)	2,761	3,175	(414)	6,183
8750-00 · Meals/Meetings	291	637	(346)	1,501	3,818	(2,317)	7,640
8810-00 · Dues & Subscriptions	1,648	852	796	4,405	5,108	(703)	10,220
8910-00 · Travel	359	0	359	359	1,900	(1,541)	6,600
8920-00 · Bad Debt	(733)	0	(733)	3,553	0	3,553	0
<b>Total Expense</b>	286,354	309,922	(23,568)	1,990,711	2,115,448	(124,737)	4,153,480
<b>Net Ordinary Income</b>	24,186	(931)	25,117	96,210	(16,293)	112,503	3,157
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	0	139	0	0	0
<b>Total Other Income</b>	23	0	0	139	0	0	0
Other Expense							
8990-00 · Allocated	0	0	(0)	0	(0)	0	0
<b>Total Other Expense</b>	0	0	(0)	0	(0)	0	0
<b>Net Other Income</b>	23	(0)	23	139	0	139	0
<b>Net Income</b>	<b>24,209</b>	<b>(931)</b>	<b>25,141</b>	<b>96,349</b>	<b>(16,293)</b>	<b>112,642</b>	<b>3,157</b>



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

**11 - Marketing**

	<u>Dec 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Dec 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	223,675	218,114	5,561	1,501,985	1,532,502	(30,517)	2,983,906
<b>Total Income</b>	<u>223,675</u>	<u>218,114</u>	<u>5,561</u>	<u>1,501,985</u>	<u>1,532,502</u>	<u>(30,517)</u>	<u>2,983,906</u>
<b>Gross Profit</b>	223,675	218,114	5,561	1,501,985	1,532,502	(30,517)	2,983,906
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	8,250	8,250	0	16,500
5020-00 · P/R - Tax Expense	3,572	1,915	1,657	11,820	11,456	364	22,712
5030-00 · P/R - Health Insurance Expense	6,023	4,080	1,943	28,758	24,480	4,278	48,960
5040-00 · P/R - Workmans Comp	194	190	4	741	1,145	(404)	2,268
5060-00 · 401 (k)	913	1,094	(181)	6,231	6,545	(314)	12,978
5070-00 · Other Benefits and Expenses	549	167	382	901	1,006	(105)	2,008
5000-00 · Salaries & Wages - Other	26,902	27,350	(448)	160,481	163,649	(3,168)	324,453
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>39,529</u>	<u>36,171</u>	<u>3,358</u>	<u>217,182</u>	<u>216,531</u>	<u>651</u>	<u>429,879</u>
5100-00 · Rent							
5110-00 · Utilities	130	135	(5)	843	810	33	1,620
5140-00 · Repairs & Maintenance	80	1,167	(1,087)	160	7,002	(6,842)	14,033
5150-00 · Office - Cleaning	225	375	(150)	1,192	1,450	(258)	2,700
5100-00 · Rent - Other	2,050	1,984	66	12,644	11,901	743	23,805
<b>Total 5100-00 · Rent</b>	<u>2,486</u>	<u>3,661</u>	<u>(1,175)</u>	<u>14,840</u>	<u>21,163</u>	<u>(6,323)</u>	<u>42,158</u>
5310-00 · Telephone							
5320-00 · Telephone	380	670	(290)	3,723	4,020	(297)	8,040
<b>Total 5310-00 · Telephone</b>	<u>380</u>	<u>670</u>	<u>(290)</u>	<u>3,723</u>	<u>4,020</u>	<u>(297)</u>	<u>8,040</u>
5420-00 · Mail - USPS	38	150	(112)	228	450	(222)	900
5510-00 · Insurance/Bonding	138	169	(31)	646	1,014	(368)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	293	0	293	1,140	1,800	(660)	3,600
5520-00 · Supplies - Other	497	417	80	1,015	2,498	(1,483)	5,000
<b>Total 5520-00 · Supplies</b>	<u>790</u>	<u>417</u>	<u>373</u>	<u>2,155</u>	<u>4,298</u>	<u>(2,143)</u>	<u>8,600</u>
5610-00 · Depreciation	0	20	(20)	0	120	(120)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	0	1,750	(1,750)	3,500
5740-00 · Equipment Rental/Leasing	277	315	(38)	1,535	1,890	(355)	3,780
5800-00 · Training Seminars	1,597	0	1,597	2,206	0	2,206	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	750	(750)	1,500
5921-00 · Professional Fees - Other	0	416	(416)	0	2,500	(2,500)	5,000
<b>Total 5900-00 · Professional Fees</b>	<u>0</u>	<u>541</u>	<u>(541)</u>	<u>0</u>	<u>3,250</u>	<u>(3,250)</u>	<u>6,500</u>
5941-00 · Research & Planning	0	0	0	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	25,000	(25,000)	0	25,000	(25,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	<u>0</u>	<u>25,000</u>	<u>(25,000)</u>	<u>0</u>	<u>35,000</u>	<u>(35,000)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0	0	0	254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	8,000	0	8,000	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
<b>Total 6420-01 · Sponsorships</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>316,325</u>	<u>291,875</u>	<u>24,450</u>	<u>447,225</u>
6421-00 · New Event Development	0	2,750	(2,750)	0	16,500	(16,500)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	4,000	(1,944)	8,000
<b>Total 6420-00 · Events</b>	<u>0</u>	<u>3,417</u>	<u>(3,417)</u>	<u>318,381</u>	<u>312,375</u>	<u>6,006</u>	<u>513,225</u>
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	668,304	668,300	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	322	833	(512)	12,931	5,002	7,929	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	7,132	11,000	(3,868)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	10,000	(10,000)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>8,132</u>	<u>21,000</u>	<u>(12,868)</u>	<u>80,000</u>
8200-00 · Associate Relations	0	133	(133)	25	802	(777)	1,600
8500-00 · Credit Card Fees	0	0	0	45	0	45	0
8600-00 · Additional Opportunitites	0	2,667	(2,667)	0	15,998	(15,998)	32,000

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

**11 - Marketing**

	Dec 18	Budget	\$ Over Budget	Jul - Dec 18	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	27	125	(98)	716	750	(34)	1,500
8750-00 · Meals/Meetings	0	300	(300)	78	1,800	(1,722)	3,600
8810-00 · Dues & Subscriptions	720	292	428	1,218	1,748	(530)	3,500
8910-00 · Travel	359	0	359	359	1,800	(1,441)	5,500
<b>Total Expense</b>	<b>158,045</b>	<b>186,557</b>	<b>(28,512)</b>	<b>1,257,702</b>	<b>1,321,561</b>	<b>(63,859)</b>	<b>2,582,654</b>
<b>Net Ordinary Income</b>	<b>65,630</b>	<b>31,557</b>	<b>34,074</b>	<b>244,283</b>	<b>210,941</b>	<b>33,343</b>	<b>401,252</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	23			122			
<b>Total Other Income</b>	<b>23</b>			<b>122</b>			
<b>Other Expense</b>							
8990-00 · Allocated	32,276	31,557	719	187,884	210,941	(23,056)	401,252
<b>Total Other Expense</b>	<b>32,276</b>	<b>31,557</b>	<b>719</b>	<b>187,884</b>	<b>210,941</b>	<b>(23,056)</b>	<b>401,252</b>
<b>Net Other Income</b>	<b>(32,252)</b>	<b>(31,557)</b>	<b>(695)</b>	<b>(187,762)</b>	<b>(210,941)</b>	<b>23,178</b>	<b>(401,252)</b>
<b>Net Income</b>	<b>33,378</b>	<b>0</b>	<b>33,378</b>	<b>56,521</b>	<b>0</b>	<b>56,521</b>	<b>0</b>

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

**30 - Conference**

	Dec 18	Budget	\$ Over Budget	Jul - Dec 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	29,101	29,101	0	177,569	177,559	10	352,299
4205-00 · Conference Dues	367	825	(458)	4,629	4,950	(321)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	(201)	1,667	(1,868)	8,417	9,998	(1,581)	20,000
4600-00 · Commissions - Other	3,167	2,500	667	30,537	15,000	15,537	30,000
<b>Total 4600-00 · Commissions</b>	<b>2,966</b>	<b>4,167</b>	<b>(1,201)</b>	<b>38,954</b>	<b>24,998</b>	<b>13,956</b>	<b>50,000</b>
<b>Total Income</b>	<b>32,434</b>	<b>34,093</b>	<b>(1,660)</b>	<b>221,152</b>	<b>207,507</b>	<b>13,645</b>	<b>412,199</b>
<b>Gross Profit</b>	<b>32,434</b>	<b>34,093</b>	<b>(1,660)</b>	<b>221,152</b>	<b>207,507</b>	<b>13,645</b>	<b>412,199</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	304	633	(329)	12,336	3,802	8,534	7,600
5020-00 · P/R - Tax Expense	1,918	1,165	753	7,117	6,987	130	13,977
5030-00 · P/R - Health Insurance Expense	1,668	1,633	35	10,621	9,792	829	19,590
5040-00 · P/R - Workmans Comp	137	172	(35)	458	1,033	(575)	2,065
5060-00 · 401 (k)	554	555	(1)	3,631	3,327	304	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	252	500	(248)	1,004
5000-00 · Salaries & Wages - Other	11,649	13,236	(1,587)	72,698	79,411	(6,713)	158,827
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>16,271</b>	<b>17,478</b>	<b>(1,207)</b>	<b>107,113</b>	<b>104,852</b>	<b>2,261</b>	<b>209,720</b>
5100-00 · Rent							
5110-00 · Utilities	65	70	(5)	412	420	(8)	840
5140-00 · Repairs & Maintenance	40	43	(3)	80	259	(179)	517
5150-00 · Office - Cleaning	113	102	11	596	611	(15)	1,223
5100-00 · Rent - Other	1,025	953	72	6,150	5,715	435	11,433
<b>Total 5100-00 · Rent</b>	<b>1,243</b>	<b>1,168</b>	<b>75</b>	<b>7,238</b>	<b>7,005</b>	<b>233</b>	<b>14,013</b>
5310-00 · Telephone							
5320-00 · Telephone	167	206	(39)	1,363	1,236	127	2,472
<b>Total 5310-00 · Telephone</b>	<b>167</b>	<b>206</b>	<b>(39)</b>	<b>1,363</b>	<b>1,236</b>	<b>127</b>	<b>2,472</b>
5420-00 · Mail - USPS	18	42	(24)	81	248	(167)	500
5510-00 · Insurance/Bonding	45	115	(70)	213	687	(474)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	183	0	183	0
5520-00 · Supplies - Other	262	52	210	457	306	151	618
<b>Total 5520-00 · Supplies</b>	<b>292</b>	<b>52</b>	<b>240</b>	<b>640</b>	<b>306</b>	<b>334</b>	<b>618</b>
5610-00 · Depreciation	0	8	(8)	0	46	(46)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	0	845	(845)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	48	(48)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	668	926	(258)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	61,611	61,611	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	150	(150)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	502	(502)	1,000
8920-00 · Bad Debt	(733)			733			
<b>Total Expense</b>	<b>27,693</b>	<b>29,748</b>	<b>(2,055)</b>	<b>179,660</b>	<b>178,462</b>	<b>1,198</b>	<b>356,950</b>
<b>Net Ordinary Income</b>	<b>4,740</b>	<b>4,345</b>	<b>395</b>	<b>41,491</b>	<b>29,045</b>	<b>12,447</b>	<b>55,249</b>
<b>Other Income/Expense</b>							
Other Expense							
8990-00 · Allocated	4,444	4,345	99	25,870	29,045	(3,175)	55,249
<b>Total Other Expense</b>	<b>4,444</b>	<b>4,345</b>	<b>99</b>	<b>25,870</b>	<b>29,045</b>	<b>(3,175)</b>	<b>55,249</b>
<b>Net Other Income</b>	<b>(4,444)</b>	<b>(4,345)</b>	<b>(99)</b>	<b>(25,870)</b>	<b>(29,045)</b>	<b>3,175</b>	<b>(55,249)</b>
<b>Net Income</b>	<b>296</b>	<b>0</b>	<b>296</b>	<b>15,621</b>	<b>0</b>	<b>15,621</b>	<b>0</b>

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

**42 - Visitor Center**

	Dec 18	Budget	\$ Over Budget	Jul - Dec 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	32,995	36,328	(3,333)	212,565	223,547	(10,983)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	457	500	(43)	2,801	6,500	(3,699)	9,500
46000 · Merchandise Sales - Other	7,190	7,600	(410)	65,811	51,100	14,711	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>7,647</b>	<b>8,100</b>	<b>(453)</b>	<b>68,612</b>	<b>57,600</b>	<b>11,012</b>	<b>104,500</b>
<b>Total Income</b>	<b>40,642</b>	<b>44,428</b>	<b>(3,786)</b>	<b>281,177</b>	<b>281,147</b>	<b>30</b>	<b>553,344</b>
<b>Gross Profit</b>	<b>40,642</b>	<b>44,428</b>	<b>(3,786)</b>	<b>281,177</b>	<b>281,147</b>	<b>30</b>	<b>553,344</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,570	1,208	362	8,294	9,599	(1,305)	17,550
5030-00 · P/R - Health Insurance Expense	1,793	1,806	(13)	8,309	10,836	(2,527)	21,672
5040-00 · P/R - Workmans Comp	553	403	150	1,866	2,700	(835)	5,193
5060-00 · 401 (k)	480	537	(57)	3,363	3,602	(239)	6,924
5070-00 · Other Benefits and Expenses	81	102	(21)	550	613	(63)	1,225
5000-00 · Salaries & Wages - Other	17,613	13,425	4,188	91,959	90,053	1,906	173,103
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>22,091</b>	<b>17,481</b>	<b>4,610</b>	<b>114,341</b>	<b>117,403</b>	<b>(3,062)</b>	<b>225,667</b>
5100-00 · Rent							
5110-00 · Utilities	577	750	(173)	3,553	3,600	(47)	7,650
5140-00 · Repairs & Maintenance	260	2,292	(2,032)	566	13,748	(13,182)	27,500
5150-00 · Office - Cleaning	56	237	(181)	298	1,425	(1,127)	2,847
5100-00 · Rent - Other	6,663	7,025	(363)	39,975	42,147	(2,172)	84,297
<b>Total 5100-00 · Rent</b>	<b>7,556</b>	<b>10,304</b>	<b>(2,748)</b>	<b>44,392</b>	<b>60,920</b>	<b>(16,528)</b>	<b>122,294</b>
5310-00 · Telephone							
5320-00 · Telephone	433	0	433	4,517	0	4,517	0
5310-00 · Telephone - Other	0	461	(461)	0	2,769	(2,769)	5,535
<b>Total 5310-00 · Telephone</b>	<b>433</b>	<b>461</b>	<b>(28)</b>	<b>4,517</b>	<b>2,769</b>	<b>1,748</b>	<b>5,535</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	54	0	54	0
5420-00 · Mail - USPS - Other	13	145	(132)	346	874	(528)	1,744
<b>Total 5420-00 · Mail - USPS</b>	<b>13</b>	<b>145</b>	<b>(132)</b>	<b>400</b>	<b>874</b>	<b>(475)</b>	<b>1,744</b>
5510-00 · Insurance/Bonding	241	146	95	1,132	877	255	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1	125	(124)	307	750	(443)	1,500
5520-00 · Supplies - Other	321	473	(152)	2,928	3,537	(609)	7,375
<b>Total 5520-00 · Supplies</b>	<b>322</b>	<b>598</b>	<b>(276)</b>	<b>3,235</b>	<b>4,287</b>	<b>(1,052)</b>	<b>8,875</b>
5610-00 · Depreciation	118	87	31	708	527	181	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	0	1,800	(1,800)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	241	429	(188)	1,431	2,576	(1,145)	5,150
5800-00 · Training Seminars	66	0	66	66	3,550	(3,484)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	1,894	2,752	(858)	5,500
6740-00 · Media/Collateral/Production	1,278	0	1,278	1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	650	3,483	(2,833)	1,800	20,902	(19,102)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	104	0	104	862	0	862	0
52500 · Purchase Discounts	0	0	0	(40)	0	(40)	0
59900 · POS Inventory Adjustments	4	0	4	36	0	36	0
8100-00 · Cost of Goods Sold - Other	3,831	3,990	(159)	34,471	26,826	7,645	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>3,939</b>	<b>3,990</b>	<b>(51)</b>	<b>35,329</b>	<b>26,826</b>	<b>8,503</b>	<b>49,875</b>
8200-00 · Associate Relations	0	58	(58)	0	352	(352)	700
8500-00 · Credit Card Fees	235	284	(50)	1,917	2,015	(98)	3,658
8700-00 · Automobile Expenses	61	45	16	457	460	(3)	750
8750-00 · Meals/Meetings	5	67	(62)	79	398	(319)	800
8810-00 · Dues & Subscriptions	48	167	(119)	48	998	(950)	2,000
8910-00 · Travel	0	0	0	0	100	(100)	1,100
<b>Total Expense</b>	<b>37,296</b>	<b>38,503</b>	<b>(1,207)</b>	<b>213,021</b>	<b>250,541</b>	<b>(37,520)</b>	<b>487,005</b>
<b>Net Ordinary Income</b>	<b>3,346</b>	<b>5,925</b>	<b>(2,579)</b>	<b>68,155</b>	<b>30,606</b>	<b>37,549</b>	<b>66,339</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	6,060	5,925	135	35,277	39,606	(4,329)	75,339
<b>Total Other Expense</b>	<b>6,060</b>	<b>5,925</b>	<b>135</b>	<b>35,277</b>	<b>39,606</b>	<b>(4,329)</b>	<b>75,339</b>
<b>Net Other Income</b>	<b>(6,060)</b>	<b>(5,925)</b>	<b>(135)</b>	<b>(35,277)</b>	<b>(39,606)</b>	<b>4,329</b>	<b>(75,339)</b>
<b>Net Income</b>	<b>(2,714)</b>	<b>0</b>	<b>(2,714)</b>	<b>32,878</b>	<b>(9,000)</b>	<b>41,878</b>	<b>(9,000)</b>

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

51 - TMPI

	Dec 18	Budget	\$ Over Bu...	Jul - Dec 18	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	718	718	0	4,318	4,367	(49)	8,677
<b>Total Income</b>	718	718	0	4,318	4,367	(49)	8,677
<b>Gross Profit</b>	718	718	0	4,318	4,367	(49)	8,677
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	201	(352)	401
5030-00 · P/R - Health Insurance Expense	6	4	2	40	21	19	42
5040-00 · P/R - Workmans Comp	4	4	(0)	45	24	21	48
5060-00 · 401 (k)	20	23	(3)	170	136	34	272
5070-00 · Other Benefits and Expenses	0	0	0	2	0	2	0
5000-00 · Salaries & Wages - Other	762	567	195	4,360	3,399	961	6,798
<b>Total 5000-00 · Salaries &amp; Wages</b>	791	630	161	4,465	3,781	684	7,561
5100-00 · Rent							
5110-00 · Utilities	5			33			
5140-00 · Repairs & Maintenance	3			6			
5150-00 · Office - Cleaning	8			42			
5100-00 · Rent - Other	72	0	72	431	0	431	0
<b>Total 5100-00 · Rent</b>	87	0	87	511	0	511	0
5310-00 · Telephone							
5320-00 · Telephone	22			245			
<b>Total 5310-00 · Telephone</b>	22	0	22	245	0	245	0
5420-00 · Mail - USPS	0	0	0	19	0	19	0
5510-00 · Insurance/Bonding	14	0	14	64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12			71			
5520-00 · Supplies - Other	2	0	2	16	0	16	0
<b>Total 5520-00 · Supplies</b>	14	0	14	87	0	87	0
5740-00 · Equipment Rental/Leasing	33	0	33	183	0	183	0
8700-00 · Automobile Expenses	8	0	8	26	0	26	0
8750-00 · Meals/Meetings	1	0	1	3	0	3	0
<b>Total Expense</b>	970	630	340	5,602	3,781	1,822	7,561
<b>Net Ordinary Income</b>	(253)	88	(340)	(1,284)	587	(1,871)	1,116
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	90	88	2	523	587	(64)	1,116
<b>Total Other Expense</b>	90	88	2	523	587	(64)	1,116
<b>Net Other Income</b>	(90)	(88)	(2)	(523)	(587)	64	(1,116)
<b>Net Income</b>	(342)	0	(342)	(1,807)	0	(1,807)	0

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

**60 - Membership**

	Dec 18	Budget	\$ Over Budget	Jul - Dec 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues	11,135	10,600	535	66,502	63,600	2,902	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	1,157	208	949	1,684	1,252	432	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	250	(250)	0	1,300	(1,300)	3,050
4251-00 · Tues AM Breakfast Club - Other	494	580	(86)	3,196	3,480	(284)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>494</b>	<b>830</b>	<b>(336)</b>	<b>3,196</b>	<b>4,780</b>	<b>(1,584)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	285	0	285	3,680	0	3,680	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,936</b>	<b>1,038</b>	<b>898</b>	<b>11,182</b>	<b>10,032</b>	<b>1,150</b>	<b>70,510</b>
4252-00 · Sponsorships	0	0	0	600	0	600	0
4253-00 · Revenue- Other	0			6			
<b>Total Income</b>	<b>13,072</b>	<b>11,638</b>	<b>1,434</b>	<b>78,289</b>	<b>73,632</b>	<b>4,657</b>	<b>198,510</b>
<b>Gross Profit</b>	<b>13,072</b>	<b>11,638</b>	<b>1,434</b>	<b>78,289</b>	<b>73,632</b>	<b>4,657</b>	<b>198,510</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(8,250)	(8,250)	0	(16,500)
5020-00 · P/R - Tax Expense	536	547	(11)	2,525	3,284	(759)	6,566
5030-00 · P/R - Health Insurance Expense	1,372	888	484	5,805	5,328	477	10,656
5040-00 · P/R - Workmans Comp	43	7	36	231	45	186	87
5060-00 · 401 (k)	216	262	(46)	1,335	1,573	(238)	3,145
5070-00 · Other Benefits and Expenses	73	66	7	104	396	(292)	792
5000-00 · Salaries & Wages - Other	10,981	6,553	4,428	41,441	39,318	2,123	78,636
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>11,846</b>	<b>6,948</b>	<b>4,898</b>	<b>43,191</b>	<b>41,694</b>	<b>1,497</b>	<b>83,382</b>
5100-00 · Rent							
5110-00 · Utilities	18	50	(32)	129	305	(176)	605
5140-00 · Repairs & Maintenance	11	25	(14)	22	150	(128)	300
5150-00 · Office - Cleaning	31	78	(47)	164	586	(422)	1,177
5100-00 · Rent - Other	282	819	(537)	2,036	4,912	(2,876)	9,826
<b>Total 5100-00 · Rent</b>	<b>342</b>	<b>972</b>	<b>(630)</b>	<b>2,351</b>	<b>5,953</b>	<b>(3,602)</b>	<b>11,908</b>
5310-00 · Telephone							
5320-00 · Telephone	110	253	(143)	1,082	1,518	(436)	3,036
<b>Total 5310-00 · Telephone</b>	<b>110</b>	<b>253</b>	<b>(143)</b>	<b>1,082</b>	<b>1,518</b>	<b>(436)</b>	<b>3,036</b>
5420-00 · Mail - USPS	9	50	(41)	80	300	(220)	1,000
5510-00 · Insurance/Bonding	51	55	(4)	242	445	(203)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	64	0	64	556	500	56	500
5520-00 · Supplies - Other	93	83	10	191	502	(311)	1,000
<b>Total 5520-00 · Supplies</b>	<b>157</b>	<b>83</b>	<b>74</b>	<b>747</b>	<b>1,002</b>	<b>(255)</b>	<b>1,500</b>
5610-00 · Depreciation	0	8	(8)	0	48	(48)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	336	(336)	672
5710-00 · Taxes, Licenses & Fees	0	50	(50)	0	100	(100)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	906	1,490	(584)	2,990
5800-00 · Training Seminars	0	0	0	895	1,700	(805)	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	375	(375)	0	750	(750)	1,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>375</b>	<b>(375)</b>	<b>0</b>	<b>750</b>	<b>(750)</b>	<b>1,500</b>
6420-00 · Events							
6422-00 · Event Media	0			(300)			
6424-00 · Event Operation Expenses	0			458			
<b>Total 6420-00 · Events</b>	<b>0</b>	<b></b>	<b></b>	<b>158</b>	<b></b>	<b></b>	<b></b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	500	650	(151)	2,132	3,250	(1,119)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	974	344	630	7,525	3,564	3,961	5,628
6423-00 · Membership Activities - Other	2,773	0	2,773	4,561	0	4,561	0
<b>Total 6423-00 · Membership Activities</b>	<b>4,246</b>	<b>994</b>	<b>3,252</b>	<b>17,746</b>	<b>9,314</b>	<b>8,432</b>	<b>45,278</b>
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	398	(398)	800

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

**60 - Membership**

	<u>Dec 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Dec 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
8500-00 · Credit Card Fees	246	170	76	1,265	1,100	165	3,000
8700-00 · Automobile Expenses	36	78	(42)	249	465	(216)	933
8750-00 · Meals/Meetings	251	150	101	493	900	(407)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	210	320	420
8920-00 · Bad Debt	0	0	0	2,820	0	2,820	0
<b>Total Expense</b>	<u>17,460</u>	<u>10,594</u>	<u>6,866</u>	<u>73,462</u>	<u>67,723</u>	<u>5,739</u>	<u>161,240</u>
<b>Net Ordinary Income</b>	<u>(4,388)</u>	<u>1,044</u>	<u>(5,432)</u>	<u>4,828</u>	<u>5,909</u>	<u>(1,081)</u>	<u>37,270</u>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	2,020	1,975	45	11,759	13,202	(1,443)	25,113
<b>Total Other Expense</b>	<u>2,020</u>	<u>1,975</u>	<u>45</u>	<u>11,759</u>	<u>13,202</u>	<u>(1,443)</u>	<u>25,113</u>
<b>Net Other Income</b>	<u>(2,020)</u>	<u>(1,975)</u>	<u>(45)</u>	<u>(11,759)</u>	<u>(13,202)</u>	<u>1,443</u>	<u>(25,113)</u>
<b>Net Income</b>	<u><b>(6,408)</b></u>	<u><b>(931)</b></u>	<u><b>(5,477)</b></u>	<u><b>(6,932)</b></u>	<u><b>(7,293)</b></u>	<u><b>362</b></u>	<u><b>12,157</b></u>

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

**70 - Administration**

	Dec 18	Budget	\$ Over Budget	Jul - Dec 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,194	2,130	65	11,812	12,777	(965)	25,555
5030-00 · P/R - Health Insurance Expense	2,068	2,648	(580)	9,497	15,885	(6,388)	31,770
5040-00 · P/R - Workmans Comp	177	182	(5)	1,052	1,092	(40)	2,184
5060-00 · 401 (k)	931	1,089	(158)	5,353	6,536	(1,183)	13,072
5070-00 · Other Benefits and Expenses	59	167	(108)	541	998	(457)	2,000
5000-00 · Salaries & Wages - Other	29,465	27,188	2,278	159,607	163,125	(3,518)	326,250
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>34,894</b>	<b>33,403</b>	<b>1,492</b>	<b>187,863</b>	<b>200,413</b>	<b>(12,550)</b>	<b>400,831</b>
5100-00 · Rent							
5110-00 · Utilities	141	123	18	943	738	205	1,476
5140-00 · Repairs & Maintenance	486	375	111	973	2,250	(1,277)	4,500
5150-00 · Office - Cleaning	242	208	34	1,249	1,249	0	2,497
5100-00 · Rent - Other	2,855	2,176	679	15,536	13,051	2,485	26,107
<b>Total 5100-00 · Rent</b>	<b>3,724</b>	<b>2,882</b>	<b>842</b>	<b>18,702</b>	<b>17,288</b>	<b>1,414</b>	<b>34,580</b>
5310-00 · Telephone							
5320-00 · Telephone	674	1,000	(326)	5,829	6,000	(171)	12,000
5350-00 · Internet	0			25			
<b>Total 5310-00 · Telephone</b>	<b>674</b>	<b>1,000</b>	<b>(326)</b>	<b>5,854</b>	<b>6,000</b>	<b>(146)</b>	<b>12,000</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	30	0	30	30	0	30	0
5420-00 · Mail - USPS - Other	32	88	(56)	671	531	140	1,059
<b>Total 5420-00 · Mail - USPS</b>	<b>62</b>	<b>88</b>	<b>(26)</b>	<b>701</b>	<b>531</b>	<b>170</b>	<b>1,059</b>
5510-00 · Insurance/Bonding	235	0	235	1,103	205	898	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	370	0	370	1,718	2,000	(282)	2,000
5520-00 · Supplies - Other	1,191	625	566	2,907	3,750	(843)	7,500
<b>Total 5520-00 · Supplies</b>	<b>1,561</b>	<b>625</b>	<b>936</b>	<b>4,624</b>	<b>5,750</b>	<b>(1,126)</b>	<b>9,500</b>
5610-00 · Depreciation	31	54	(23)	187	326	(139)	650
5700-00 · Equipment Support & Maintenance	199	330	(131)	849	1,975	(1,126)	3,955
5710-00 · Taxes, Licenses & Fees	1,056	1,042	14	5,212	6,248	(1,036)	12,500
5740-00 · Equipment Rental/Leasing	288	329	(41)	1,640	1,976	(336)	3,950
5800-00 · Training Seminars	0	417	(417)	774	2,498	(1,724)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	840	3,750	(2,910)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,500	(1,500)	0	10,500	(10,500)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>2,125</b>	<b>(2,125)</b>	<b>21,840</b>	<b>39,250</b>	<b>(17,410)</b>	<b>52,000</b>
6420-00 · Events							
6422-00 · Event Media	0			300			
<b>Total 6420-00 · Events</b>	<b>0</b>	<b></b>	<b></b>	<b>300</b>	<b></b>	<b></b>	<b></b>
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	(300)			(300)			
<b>Total 6423-00 · Membership Activities</b>	<b>(300)</b>	<b>0</b>	<b>(300)</b>	<b>(300)</b>	<b>0</b>	<b>(300)</b>	<b>0</b>
8200-00 · Associate Relations	1,027	333	694	1,905	2,002	(97)	4,000
8300-00 · Board Functions	293	150	143	5,073	2,250	2,823	4,500
8500-00 · Credit Card Fees	0	0	0	310	0	310	0
8600-00 · Additional Opportunites	0	467	(467)	0	2,798	(2,798)	5,600
8700-00 · Automobile Expenses	231	250	(19)	1,313	1,500	(187)	3,000
8750-00 · Meals/Meetings	34	120	(86)	850	720	130	1,440
8810-00 · Dues & Subscriptions	880	275	605	2,609	1,650	959	3,300
<b>Total Expense</b>	<b>44,890</b>	<b>43,890</b>	<b>1,000</b>	<b>261,407</b>	<b>293,380</b>	<b>(31,973)</b>	<b>558,070</b>
<b>Net Ordinary Income</b>	<b>(44,890)</b>	<b>(43,890)</b>	<b>(1,000)</b>	<b>(261,407)</b>	<b>(293,380)</b>	<b>31,973</b>	<b>(558,070)</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	0			17			
<b>Total Other Income</b>	<b>0</b>	<b></b>	<b></b>	<b>17</b>	<b></b>	<b></b>	<b></b>
<b>Other Expense</b>							
8990-00 · Allocated	(44,890)	(43,890)	(1,000)	(261,313)	(293,380)	32,067	(558,070)
<b>Total Other Expense</b>	<b>(44,890)</b>	<b>(43,890)</b>	<b>(1,000)</b>	<b>(261,313)</b>	<b>(293,380)</b>	<b>32,067</b>	<b>(558,070)</b>
<b>Net Other Income</b>	<b>44,890</b>	<b>43,890</b>	<b>1,000</b>	<b>261,330</b>	<b>293,380</b>	<b>(32,050)</b>	<b>558,070</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(77)</b>	<b>0</b>	<b>(77)</b>	<b>0</b>