

North Lake Tahoe Resort Association

Balance Sheet

As of January 31, 2019

Accrual Basis

	Jan 31, 19	Jan 31, 18	\$ Change	% Change	Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	277	294	(17)	(6%)	289
1003-00 · Cash - Operations BOTW #6712	396,457	473,521	(77,064)	(16%)	619,232
1007-00 · Cash - Payroll BOTW #7421	16,461	4,498	11,963	266%	6,195
1008-00 · Marketing Reserve - Plumas	50,213	50,137	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,568	100,367	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	135,178	117,724	17,454	15%	88,355
10950 · Cash in Drawer	144	294	(150)	(51%)	597
Total Checking/Savings	728,880	776,417	(47,537)	(6%)	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	9,938	20,391	(10,453)	(51%)	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	278,441	0	278,441	100%	0
Total Accounts Receivable	288,379	30,860	257,519	834%	24,331
Other Current Assets					
1200-99 · AR Other	0	1,614	(1,614)	(100%)	(41)
1201-00 · WebLink Accounts Receivable					
1201-01 · WebLink AR - Member Dues	49,900	12,064	37,836	314%	3,417
1201-00 · WebLink Accounts Receivable - Other	2,693	990	1,703	172%	2,870
Total 1201-00 · WebLink Accounts Receivable	52,593	13,054	39,539	303%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	(923)	(1,852)	(201%)	(2,500)
12100 · Inventory Asset	23,415	27,415	(4,000)	(15%)	28,203
1299 · Receivable from NLTMC	6,875	3,570	3,305	93%	28,954
1490-00 · Security Deposits	1,610	550	1,060	193%	650
Total Other Current Assets	81,718	45,280	36,438	80%	61,553
Total Current Assets	1,098,977	852,557	246,420	29%	980,751
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	9,964	(1,528)	(15%)	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,166)	(269)	(3%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,524)	(17,735)	(1,789)	(10%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	1,997	5,583	(3,586)	(64%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	16,871	793	16,078	2,027%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	7,071	17,391	(10,320)	(59%)	17,116
Total 1400-00 · Prepaid Expenses	24,942	19,184	5,758	30%	27,267
Total Other Assets	24,942	19,184	5,758	30%	27,267
TOTAL ASSETS	1,125,916	877,324	248,592	28%	1,011,059

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Accrual Basis

	Jan 31, 19	Jan 31, 18	\$ Change	% Change	Jun 30, 18
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	52,937	85,651	(32,714)	(38%)	42,156
2001-00 · Credit Card Payable	0	1,000	(1,000)	(100%)	0
Total Accounts Payable	52,937	86,651	(33,714)	(39%)	42,156
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-06 · MC_5288_Emily	0	581	(581)	(100%)	0
2080-10 · MC_9495_AI	0	404	(404)	(100%)	180
2080-11 · MC_3978_Amber	0	620	(620)	(100%)	3,070
2080-12 · MC_3960_Natalie	0	1,186	(1,186)	(100%)	0
2080-13 · MC_6903_Cindy	0	860	(860)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	1,608	(1,608)	(100%)	83
Total 2080-00 · Bank of the West - Master Cards	0	5,274	(5,274)	(100%)	5,904
Total Credit Cards	0	5,274	(5,274)	(100%)	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	8,639	38,973	(30,334)	(78%)	36,870
2101-00 · Incentive Payable	52,290	55,790	(3,500)	(6%)	43,384
2102-00 · Commissions Payable	1,576	5,124	(3,548)	(69%)	4,698
2120-00 · Empl. Federal Tax Payable	5,038	3,118	1,920	62%	3,072
2175-00 · 401 (k) Plan	1,958	1,559	399	26%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	118,505	179,289	(60,784)	(34%)	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	0	0	0	0%	853
25500 · *Sales Tax Payable	259	121	138	114%	1,941
Total 2190-00 · Sales and Use Tax Payable	259	121	138	114%	2,794
2250-00 · Accrued Expenses	339	29,097	(28,758)	(99%)	49,521
2400-42 · Marketing Co-op	(166)	0	(166)	(100%)	67,000
2400-60 · Deferred Revenue- Member Dues	96,219	52,161	44,058	84%	56,979
2500-00 · Deferred Revenue - TMBC	930	1,206	(276)	(23%)	535
2651-00 · Deferred Rev - Conference	1,833	4,583	(2,750)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	(2,823)	6,960	247%	4,202
2900-00 · Due To/From County of Placer	0	8,097	(8,097)	(100%)	229,432
Total Other Current Liabilities	572,361	271,731	300,630	111%	548,648
Total Current Liabilities	625,298	363,656	261,642	72%	596,708
Total Liabilities	625,298	363,656	261,642	72%	596,708
Equity					
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

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	<u>Jan 31, 19</u>	<u>Jan 31, 18</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	86,266	115,525	(29,259)	(25%)	(5,239)
Total Equity	<u>500,618</u>	<u>513,667</u>	<u>(13,049)</u>	<u>(3%)</u>	<u>414,352</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,125,916</u></u>	<u><u>877,323</u></u>	<u><u>248,593</u></u>	<u><u>28%</u></u>	<u><u>1,011,060</u></u>

North Lake Tahoe Resort Association

Profit & Loss

Accrual Basis

July 2018 through January 2019

	Jul '18 - Jan 19	Jul '17 - Jan 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,165,349	2,241,694	-76,345	-3%
4200-00 · Membership Dues	77,813	78,470	-657	-1%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	4,996	6,417	-1,421	-22%
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				
4251-01 · Tues AM Breakfast Club Sponsors	2,000	500	1,500	300%
4251-00 · Tues AM Breakfast Club - Other	3,641	2,203	1,437	65%
Total 4251-00 · Tues AM Breakfast Club	5,641	2,703	2,937	109%
4250-00 · Revenues-Membership Activities - Other	3,733	1,195	2,538	212%
Total 4250-00 · Revenues-Membership Activities	13,680	7,361	6,319	86%
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%
Total 4600-00 · Commissions	38,954	47,749	-8,795	-18%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,959	7,982	-5,023	-63%
46000 · Merchandise Sales - Other	69,232	54,561	14,671	27%
Total 46000 · Merchandise Sales	72,191	62,543	9,648	15%
4720-00 · Miscellaneous	0	15	-15	-100%
Total Income	2,373,589	2,521,950	-148,361	-6%
Gross Profit	2,373,589	2,521,950	-148,361	-6%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	12,841	7,109	5,731	81%
5020-00 · P/R - Tax Expense	51,178	54,443	-3,265	-6%
5030-00 · P/R - Health Insurance Expense	70,404	55,025	15,379	28%
5040-00 · P/R - Workmans Comp	5,087	6,292	-1,206	-19%
5060-00 · 401 (k)	22,071	20,937	1,135	5%
5070-00 · Other Benefits and Expenses	2,608	3,134	-526	-17%
5000-00 · Salaries & Wages - Other	620,938	600,753	20,185	3%
Total 5000-00 · Salaries & Wages	785,127	747,694	37,433	5%
5100-00 · Rent				
5110-00 · Utilities	6,559	6,648	-89	-1%
5140-00 · Repairs & Maintenance	3,588	1,905	1,683	88%
5150-00 · Office - Cleaning	3,540	4,930	-1,390	-28%
5100-00 · Rent - Other	89,386	87,246	2,140	3%
Total 5100-00 · Rent	103,072	100,728	2,344	2%
5310-00 · Telephone				
5320-00 · Telephone	16,476	16,539	-63	-0%
5350-00 · Internet	25	25	0	0%
Total 5310-00 · Telephone	16,501	16,564	-63	-0%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	1,425	1,292	133	10%

North Lake Tahoe Resort Association

Profit & Loss

Accrual Basis

July 2018 through January 2019

	Jul '18 - Jan 19	Jul '17 - Jan 18	\$ Change	% Change
Total 5420-00 · Mail - USPS	1,509	1,413	96	7%
5510-00 · Insurance/Bonding	4,124	6,457	-2,332	-36%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	4,144	1,265	2,879	228%
5520-00 · Supplies - Other	8,662	6,790	1,873	28%
Total 5520-00 · Supplies	12,806	8,055	4,752	59%
5610-00 · Depreciation	1,043	1,531	-488	-32%
5700-00 · Equipment Support & Maintenance	2,104	7,626	-5,522	-72%
5710-00 · Taxes, Licenses & Fees	6,291	7,419	-1,129	-15%
5740-00 · Equipment Rental/Leasing	8,768	9,185	-417	-5%
5800-00 · Training Seminars	5,079	4,122	957	23%
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%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	960	8,160	-7,200	-88%
5920-00 · Professional Fees - Accountant	21,000	16,715	4,285	26%
5921-00 · Professional Fees - Other	0	42,469	-42,469	-100%
Total 5900-00 · Professional Fees	21,960	67,344	-45,384	-67%
5940-00 · Research & Planning Membership	0	3,000	-3,000	-100%
5941-00 · Research & Planning	18,720	2,266	16,454	726%
6020-00 · Programs				
6016-00 · Special Event Partnership	5,500	14,500	-9,000	-62%
6018-00 · Business Assoc. Grants	0	10,000	-10,000	-100%
Total 6020-00 · Programs	5,500	24,500	-19,000	-78%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-01 · 4th of July Fireworks	0	10,000	-10,000	-100%
6421-04 · Broken Arrow Skyrace	20,000	0	20,000	100%
6421-06 · Spartan	254,000	254,000	0	0%
6421-08 · Tough Mudder	13,000	0	13,000	100%
6421-09 · Wanderlust	0	34,043	-34,043	-100%
6421-10 · WinterWonderGrass - Tahoe	47	15,000	-14,953	-100%
6421-14 · Tahoe Trail 100	0	5,000	-5,000	-100%
Total 6420-01 · Sponsorships	321,325	432,815	-111,490	-26%
6421-00 · New Event Development	800	11,586	-10,786	-93%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
Total 6422-00 · Event Media	0	74	-74	-100%
6424-00 · Event Operation Expenses	2,514	98	2,416	2,464%
Total 6420-00 · Events	324,639	444,572	-119,933	-27%
6423-00 · Membership Activities				
6435-00 · Shop Local Event	0	295	-295	-100%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,469	3,081	388	13%
6437-00 · Tuesday Morning Breakfast Club	2,550	2,417	134	6%
6441-00 · Membership - Miscellaneous Exp	60	0	60	100%
6442-00 · Public Relations/Website	7,340	1,981	5,359	271%
6444-00 · Trades	0	835	-835	-100%
6423-00 · Membership Activities - Other	5,492	132	5,360	4,076%
Total 6423-00 · Membership Activities	18,911	8,740	10,170	116%
6490-00 · Classified Ads	0	50	-50	-100%
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	851,567	847,606	3,961	1%

North Lake Tahoe Resort Association

Profit & Loss

Accrual Basis

July 2018 through January 2019

	Jul '18 - Jan 19	Jul '17 - Jan 18	\$ Change	% Change
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	22,201	12,896	9,305	72%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	7,132	3,520	3,612	103%
6743-03 · Touch Lake Tahoe	0	10,103	-10,103	-100%
6743-05 · Peak Your Adventure	1,000	0	1,000	100%
Total 6743-00 · BACC Marketing Programs	8,132	13,623	-5,491	-40%
7500-00 · Trade Shows/Travel	383	0	383	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	877	815	62	8%
52500 · Purchase Discounts	-40	-2,084	2,044	98%
59900 · POS Inventory Adjustments	36	511	-475	-93%
8100-00 · Cost of Goods Sold - Other	37,236	31,526	5,710	18%
Total 8100-00 · Cost of Goods Sold	38,110	30,769	7,341	24%
8200-00 · Associate Relations	2,043	1,529	513	34%
8300-00 · Board Functions	6,018	6,045	-28	-1%
8500-00 · Credit Card Fees	4,049	3,804	245	6%
8700-00 · Automobile Expenses	3,295	2,587	708	27%
8750-00 · Meals/Meetings	2,296	2,715	-419	-15%
8810-00 · Dues & Subscriptions	4,778	5,012	-234	-5%
8910-00 · Travel	704	944	-239	-25%
8920-00 · Bad Debt	4,583	11,795	-7,211	-61%
Total Expense	2,287,486	2,406,588	-119,102	-5%
Net Ordinary Income	86,103	115,363	-29,259	-25%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	163	162	0	0%
Total Other Income	163	162	0	0%
Net Other Income	163	162	0	0%
Net Income	86,266	115,525	-29,259	-25%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	268,913	269,009	(96)	2,165,349	2,206,984	(41,634)	3,793,727
4200-00 · Membership Dues	11,312	10,750	562	77,813	74,350	3,463	128,000
4205-00 · Conference Dues	367	825	(458)	4,996	5,775	(779)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	1,684	1,460	224	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	2,000	250	1,750	2,000	1,550	450	3,050
4251-00 · Tues AM Breakfast Club - Other	445	580	(135)	3,641	4,060	(419)	6,960
Total 4251-00 · Tues AM Breakfast Club	2,445	830	1,615	5,641	5,610	31	10,010
4250-00 · Revenues-Membership Activities - Other	53			3,733	0	3,733	0
Total 4250-00 · Revenues-Membership Activities	2,498	1,038	1,460	13,680	11,070	2,610	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	11,665	(3,248)	20,000
4600-00 · Commissions - Other	0	2,500	(2,500)	30,537	17,500	13,037	30,000
Total 4600-00 · Commissions	0	4,167	(4,167)	38,954	29,165	9,789	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	158	500	(342)	2,959	7,000	(4,041)	9,500
46000 · Merchandise Sales - Other	3,421	4,000	(579)	69,232	55,100	14,132	95,000
Total 46000 · Merchandise Sales	3,579	4,500	(921)	72,191	62,100	10,091	104,500
Total Income	286,669	290,289	(3,620)	2,373,589	2,389,444	(15,854)	4,156,637
Gross Profit	286,669	290,289	(3,620)	2,373,589	2,389,444	(15,854)	4,156,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	505	633	(128)	12,841	4,435	8,406	7,600
5020-00 · P/R - Tax Expense	9,761	7,026	2,735	51,178	51,330	(152)	86,761
5030-00 · P/R - Health Insurance Expense	7,517	11,058	(3,541)	70,404	77,400	(6,996)	132,690
5040-00 · P/R - Workmans Comp	694	963	(269)	5,087	7,002	(1,915)	11,845
5060-00 · 401 (k)	1,988	3,577	(1,589)	22,071	25,296	(3,225)	43,048
5070-00 · Other Benefits and Expenses	257	586	(329)	2,608	4,099	(1,491)	7,029
5000-00 · Salaries & Wages - Other	90,393	88,732	1,661	620,938	627,687	(6,749)	1,068,067
Total 5000-00 · Salaries & Wages	111,115	112,575	(1,460)	785,127	797,249	(12,122)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	644	1,178	(534)	6,559	7,051	(492)	12,191
5140-00 · Repairs & Maintenance	1,781	3,902	(2,121)	3,588	27,311	(23,723)	46,850
5150-00 · Office - Cleaning	0	800	(800)	3,540	6,121	(2,581)	10,444
5100-00 · Rent - Other	12,614	12,957	(343)	89,386	90,683	(1,297)	155,468
Total 5100-00 · Rent	15,039	18,837	(3,798)	103,072	131,166	(28,094)	224,953
5310-00 · Telephone							
5320-00 · Telephone	(282)	2,129	(2,411)	16,476	14,903	1,573	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	3,230	(3,230)	5,535
Total 5310-00 · Telephone	(282)	2,590	(2,872)	16,501	18,133	(1,632)	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	0	325	(325)	1,425	2,728	(1,303)	5,203
Total 5420-00 · Mail - USPS	0	325	(325)	1,509	2,728	(1,219)	5,203
5510-00 · Insurance/Bonding	724	485	239	4,124	3,713	411	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	170	125	45	4,144	5,175	(1,031)	7,600
5520-00 · Supplies - Other	1,150	1,650	(500)	8,662	12,243	(3,581)	21,493
Total 5520-00 · Supplies	1,320	1,775	(455)	12,806	17,418	(4,612)	29,093
5610-00 · Depreciation	149	177	(28)	1,043	1,244	(201)	2,129
5700-00 · Equipment Support & Maintenance	1,255	1,118	137	2,104	7,824	(5,720)	13,412
5710-00 · Taxes, Licenses & Fees	1,078	1,050	28	6,291	7,601	(1,310)	12,951
5740-00 · Equipment Rental/Leasing	2,406	1,478	928	8,768	10,336	(1,568)	17,726
5800-00 · Training Seminars	1,137	1,917	(780)	5,079	9,665	(4,587)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	1,894	3,210	(1,316)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	750	(630)	960	5,250	(4,290)	9,000
5920-00 · Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,916	(1,916)	0	15,666	(15,666)	26,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	120	2,666	(2,546)	21,960	45,916	(23,956)	60,000
5941-00 · Research & Planning	13,720	2,500	11,220	18,720	5,000	13,720	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	5,500	0	5,500	5,500	25,000	(19,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	5,500	0	5,500	5,500	35,000	(29,500)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	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			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	5,000	0	5,000	13,000	0	13,000	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
Total 6420-01 · Sponsorships	5,000	0	5,000	321,325	291,875	29,450	447,225
6421-00 · New Event Development	800	2,750	(1,950)	800	19,250	(18,450)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,514	4,667	(2,153)	8,000
Total 6420-00 · Events	5,800	3,417	2,383	324,639	315,792	8,847	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	419	650	(232)	2,550	3,900	(1,350)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	115	344	(229)	7,340	3,908	3,432	5,628
6423-00 · Membership Activities - Other	931			5,492	0	5,492	0
Total 6423-00 · Membership Activities	1,464	994	470	18,911	10,308	8,603	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	851,567	851,563	4	1,459,823
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	7,471	4,316	3,155	22,201	30,220	(8,019)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	4,000	(4,000)	7,132	15,000	(7,868)	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
Total 6743-00 · BACC Marketing Programs	0	4,000	(4,000)	8,132	25,000	(16,868)	80,000
7500-00 · Trade Shows/Travel	383			383			
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	15			877	0	877	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	1			36	0	36	0
8100-00 · Cost of Goods Sold - Other	2,058	2,100	(42)	37,236	28,926	8,310	49,875
Total 8100-00 · Cost of Goods Sold	2,073	2,100	(27)	38,110	28,926	9,184	49,875
8200-00 · Associate Relations	112	616	(504)	2,043	4,320	(2,277)	7,400
8300-00 · Board Functions	945	150	795	6,018	2,400	3,618	4,500
8500-00 · Credit Card Fees	513	328	185	4,049	3,443	606	6,658
8600-00 · Additional Opportunit	0	3,134	(3,134)	0	21,930	(21,930)	37,600
8700-00 · Automobile Expenses	535	498	37	3,295	3,673	(378)	6,183
8750-00 · Meals/Meetings	795	637	158	2,296	4,455	(2,159)	7,640
8810-00 · Dues & Subscriptions	373	852	(479)	4,778	5,960	(1,182)	10,220
8910-00 · Travel	346	0	346	704	1,900	(1,196)	6,600
8920-00 · Bad Debt	1,030			4,583	0	4,583	0
Total Expense	296,775	290,645	6,130	2,287,486	2,406,093	(118,607)	4,153,480
Net Ordinary Income	(10,106)	(356)	(9,750)	86,103	(16,649)	102,753	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			163			
Total Other Income	23			163			
Other Expense							
8990-00 · Allocated	0	0	(0)	0	(0)	0	0
Total Other Expense	0	0	(0)	0	(0)	0	0
Net Other Income	23	(0)	23	163	0	163	0
Net Income	(10,083)	(356)	(9,727)	86,266	(16,649)	102,915	3,157

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

Accrual Basis

11 - Marketing

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	204,465	201,228	3,237	1,706,449	1,733,729	(27,280)	2,983,906
Total Income	204,465	201,228	3,237	1,706,449	1,733,729	(27,280)	2,983,906
Gross Profit	204,465	201,228	3,237	1,706,449	1,733,729	(27,280)	2,983,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	9,625	9,625	0	16,500
5020-00 · P/R - Tax Expense	2,920	1,943	977	14,740	13,399	1,341	22,712
5030-00 · P/R - Health Insurance Expense	3,176	4,080	(904)	31,933	28,560	3,373	48,960
5040-00 · P/R - Workmans Comp	132	195	(63)	873	1,340	(467)	2,268
5060-00 · 401 (k)	948	1,111	(163)	7,179	7,656	(477)	12,978
5070-00 · Other Benefits and Expenses	140	167	(27)	1,042	1,173	(131)	2,008
5000-00 · Salaries & Wages - Other	27,781	27,764	17	188,262	191,413	(3,151)	324,453
Total 5000-00 · Salaries & Wages	36,471	36,635	(164)	253,653	253,166	487	429,879
5100-00 · Rent							
5110-00 · Utilities	121	135	(14)	964	945	19	1,620
5140-00 · Repairs & Maintenance	90	1,167	(1,077)	250	8,169	(7,919)	14,033
5150-00 · Office - Cleaning	0	175	(175)	1,192	1,625	(433)	2,700
5100-00 · Rent - Other	2,050	1,984	66	14,694	13,885	809	23,805
Total 5100-00 · Rent	2,261	3,461	(1,200)	17,101	24,624	(7,523)	42,158
5310-00 · Telephone							
5320-00 · Telephone	(19)	670	(689)	3,704	4,690	(986)	8,040
Total 5310-00 · Telephone	(19)	670	(689)	3,704	4,690	(986)	8,040
5420-00 · Mail - USPS	0	0	0	228	450	(222)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,183	(537)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	75	0	75	1,215	1,800	(585)	3,600
5520-00 · Supplies - Other	59	417	(358)	1,074	2,915	(1,841)	5,000
Total 5520-00 · Supplies	135	417	(282)	2,289	4,715	(2,426)	8,600
5610-00 · Depreciation	0	20	(20)	0	140	(140)	240
5700-00 · Equipment Support & Maintenance	120	292	(172)	120	2,042	(1,922)	3,500
5740-00 · Equipment Rental/Leasing	612	315	297	2,147	2,205	(58)	3,780
5800-00 · Training Seminars	0	1,500	(1,500)	2,206	1,500	706	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	875	(875)	1,500
5921-00 · Professional Fees - Other	0	416	(416)	0	2,916	(2,916)	5,000
Total 5900-00 · Professional Fees	0	541	(541)	0	3,791	(3,791)	6,500
5941-00 · Research & Planning	13,720	2,500	11,220	18,720	5,000	13,720	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	5,500	0	5,500	5,500	25,000	(19,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	5,500	0	5,500	5,500	35,000	(29,500)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	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			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	5,000	0	5,000	13,000	0	13,000	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
Total 6420-01 · Sponsorships	5,000	0	5,000	321,325	291,875	29,450	447,225
6421-00 · New Event Development	800	2,750	(1,950)	800	19,250	(18,450)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	4,667	(2,611)	8,000
Total 6420-00 · Events	5,800	3,417	2,383	324,181	315,792	8,389	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	779,688	779,684	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	271	833	(562)	13,201	5,835	7,366	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	4,000	(4,000)	7,132	15,000	(7,868)	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
Total 6743-00 · BACC Marketing Programs	0	4,000	(4,000)	8,132	25,000	(16,868)	80,000
8200-00 · Associate Relations	5	133	(128)	30	935	(905)	1,600
8500-00 · Credit Card Fees	0			45	0	45	0
8600-00 · Additional Opportunitites	0	2,667	(2,667)	0	18,665	(18,665)	32,000

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

Accrual Basis

11 - Marketing

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	181	125	56	897	875	22	1,500
8750-00 · Meals/Meetings	418	300	118	496	2,100	(1,604)	3,600
8810-00 · Dues & Subscriptions	203	292	(89)	1,421	2,040	(619)	3,500
8910-00 · Travel	346	0	346	704	1,800	(1,096)	5,500
Total Expense	177,408	169,671	7,737	1,435,110	1,491,232	(56,122)	2,582,654
Net Ordinary Income	27,057	31,557	(4,500)	271,340	242,497	28,842	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			146			
Total Other Income	23			146			
Other Expense							
8990-00 · Allocated	30,135	31,557	(1,422)	218,019	242,497	(24,478)	401,252
Total Other Expense	30,135	31,557	(1,422)	218,019	242,497	(24,478)	401,252
Net Other Income	(30,111)	(31,557)	1,446	(217,873)	(242,497)	24,624	(401,252)
Net Income	(3,055)	0	(3,055)	53,466	0	53,466	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,101	29,101	0	206,670	206,660	10	352,299
4205-00 · Conference Dues	367	825	(458)	4,996	5,775	(779)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	11,665	(3,248)	20,000
4600-00 · Commissions - Other	0	2,500	(2,500)	30,537	17,500	13,037	30,000
Total 4600-00 · Commissions	0	4,167	(4,167)	38,954	29,165	9,789	50,000
Total Income	29,468	34,093	(4,625)	250,620	241,600	9,020	412,199
Gross Profit	29,468	34,093	(4,625)	250,620	241,600	9,020	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	505	633	(128)	12,841	4,435	8,406	7,600
5020-00 · P/R - Tax Expense	1,876	1,165	711	8,993	8,152	841	13,977
5030-00 · P/R - Health Insurance Expense	1,404	1,633	(229)	12,025	11,425	600	19,590
5040-00 · P/R - Workmans Comp	92	172	(80)	550	1,205	(655)	2,065
5060-00 · 401 (k)	666	555	111	4,297	3,882	415	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	294	584	(290)	1,004
5000-00 · Salaries & Wages - Other	12,758	13,236	(478)	85,456	92,647	(7,191)	158,827
Total 5000-00 · Salaries & Wages	17,342	17,478	(136)	124,456	122,330	2,126	209,720
5100-00 · Rent							
5110-00 · Utilities	55	70	(15)	467	490	(23)	840
5140-00 · Repairs & Maintenance	44	43	1	124	302	(178)	517
5150-00 · Office - Cleaning	0	102	(102)	596	713	(117)	1,223
5100-00 · Rent - Other	1,025	953	72	7,175	6,668	507	11,433
Total 5100-00 · Rent	1,124	1,168	(44)	8,362	8,173	189	14,013
5310-00 · Telephone							
5320-00 · Telephone	34	206	(172)	1,397	1,442	(45)	2,472
Total 5310-00 · Telephone	34	206	(172)	1,397	1,442	(45)	2,472
5420-00 · Mail - USPS	0	42	(42)	81	290	(209)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	802	(589)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30			212	0	212	0
5520-00 · Supplies - Other	29	52	(23)	486	358	128	618
Total 5520-00 · Supplies	59	52	7	698	358	340	618
5610-00 · Depreciation	0	8	(8)	0	54	(54)	94
5700-00 · Equipment Support & Maintenance	120	140	(20)	120	985	(865)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	56	(56)	96
5740-00 · Equipment Rental/Leasing	272	155	117	940	1,081	(141)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	71,879	71,879	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	175	(175)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	585	(585)	1,000
8920-00 · Bad Debt	0			733			
Total Expense	29,219	29,748	(529)	208,880	208,210	670	356,950
Net Ordinary Income	248	4,345	(4,097)	41,740	33,390	8,350	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,149	4,345	(196)	30,019	33,390	(3,370)	55,249
Total Other Expense	4,149	4,345	(196)	30,019	33,390	(3,370)	55,249
Net Other Income	(4,149)	(4,345)	196	(30,019)	(33,390)	3,370	(55,249)
Net Income	(3,901)	0	(3,901)	11,721	0	11,721	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

Accrual Basis

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	34,629	37,962	(3,333)	247,194	261,509	(14,316)	448,844
46000 · Merchandise Sales							
46000 · Merchandise Sales	158	500	(342)	2,959	7,000	(4,041)	9,500
46000 · Merchandise Sales - Other	3,421	4,000	(579)	69,232	55,100	14,132	95,000
Total 46000 · Merchandise Sales	3,579	4,500	(921)	72,191	62,100	10,091	104,500
Total Income	38,208	42,462	(4,254)	319,385	323,609	(4,225)	553,344
Gross Profit	38,208	42,462	(4,254)	319,385	323,609	(4,225)	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,562	1,208	354	9,857	10,807	(950)	17,550
5030-00 · P/R - Health Insurance Expense	945	1,806	(861)	9,254	12,642	(3,388)	21,672
5040-00 · P/R - Workmans Comp	325	403	(78)	2,190	3,103	(913)	5,193
5060-00 · 401 (k)	483	537	(54)	3,846	4,139	(293)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	596	715	(119)	1,225
5000-00 · Salaries & Wages - Other	13,155	13,425	(270)	105,113	103,478	1,635	173,103
Total 5000-00 · Salaries & Wages	16,516	17,481	(965)	130,857	134,884	(4,027)	225,667
5100-00 · Rent							
5110-00 · Utilities	308	800	(492)	3,861	4,400	(539)	7,650
5140-00 · Repairs & Maintenance	1,149	2,292	(1,143)	1,715	16,040	(14,325)	27,500
5150-00 · Office - Cleaning	0	237	(237)	298	1,662	(1,364)	2,847
5100-00 · Rent - Other	6,663	7,025	(363)	46,638	49,172	(2,535)	84,297
Total 5100-00 · Rent	8,119	10,354	(2,235)	52,511	71,274	(18,763)	122,294
5310-00 · Telephone							
5320-00 · Telephone	(251)			4,265	0	4,265	0
5310-00 · Telephone - Other	0	461	(461)	0	3,230	(3,230)	5,535
Total 5310-00 · Telephone	(251)	461	(712)	4,265	3,230	1,035	5,535
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			54	0	54	0
5420-00 · Mail - USPS - Other	0	145	(145)	346	1,019	(673)	1,744
Total 5420-00 · Mail - USPS	0	145	(145)	400	1,019	(620)	1,744
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,023	109	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12	125	(113)	318	875	(557)	1,500
5520-00 · Supplies - Other	516	473	43	3,444	4,010	(566)	7,375
Total 5520-00 · Supplies	528	598	(70)	3,762	4,885	(1,123)	8,875
5610-00 · Depreciation	118	87	31	826	614	212	1,049
5700-00 · Equipment Support & Maintenance	280	300	(20)	280	2,100	(1,820)	3,600
5710-00 · Taxes, Licenses & Fees	0			0	155	(155)	155
5740-00 · Equipment Rental/Leasing	483	429	54	1,913	3,005	(1,092)	5,150
5800-00 · Training Seminars	0	0	0	66	3,550	(3,484)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	1,894	3,210	(1,316)	5,500
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	7,200	3,483	3,717	9,000	24,385	(15,385)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	15			877	0	877	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	1			36	0	36	0
8100-00 · Cost of Goods Sold - Other	2,058	2,100	(42)	36,529	28,926	7,603	49,875
Total 8100-00 · Cost of Goods Sold	2,073	2,100	(27)	37,402	28,926	8,476	49,875
8200-00 · Associate Relations	75	58	17	75	410	(335)	700
8500-00 · Credit Card Fees	238	158	80	2,154	2,173	(19)	3,658
8700-00 · Automobile Expenses	24	45	(21)	481	505	(24)	750
8750-00 · Meals/Meetings	5	67	(62)	84	465	(381)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	1,165	(1,117)	2,000
8910-00 · Travel	0	0	0	0	100	(100)	1,100
Total Expense	35,407	36,537	(1,130)	248,429	287,078	(38,649)	487,005
Net Ordinary Income	2,801	5,925	(3,125)	70,956	36,531	34,425	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,658	5,925	(267)	40,935	45,531	(4,596)	75,339
Total Other Expense	5,658	5,925	(267)	40,935	45,531	(4,596)	75,339
Net Other Income	(5,658)	(5,925)	267	(40,935)	(45,531)	4,596	(75,339)
Net Income	(2,858)	0	(2,858)	30,021	(9,000)	39,021	(9,000)

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

Accrual Basis

51 - TMPI

	Jan 19	Budget	\$ Over Bu...	Jul '18 - Ja...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	718	718	0	5,036	5,085	(49)	8,677
Total Income	718	718	0	5,036	5,085	(49)	8,677
Gross Profit	718	718	0	5,036	5,085	(49)	8,677
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	234	(386)	401
5030-00 · P/R - Health Insurance Expense	6	4	2	45	25	21	42
5040-00 · P/R - Workmans Comp	2	4	(2)	47	28	19	48
5060-00 · 401 (k)	22	23	(1)	192	159	33	272
5070-00 · Other Benefits and Expenses	0			2	0	2	0
5000-00 · Salaries & Wages - Other	709	567	143	5,069	3,966	1,104	6,798
Total 5000-00 · Salaries & Wages	740	630	109	5,204	4,411	794	7,561
5100-00 · Rent							
5110-00 · Utilities	3			36			
5140-00 · Repairs & Maintenance	0			6			
5150-00 · Office - Cleaning	0			42			
5100-00 · Rent - Other	72			502	0	502	0
Total 5100-00 · Rent	75			586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	(15)			230			
Total 5310-00 · Telephone	(15)			230	0	230	0
5420-00 · Mail - USPS	0			19	0	19	0
5510-00 · Insurance/Bonding	0			64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0			71			
5520-00 · Supplies - Other	1			17	0	17	0
Total 5520-00 · Supplies	1			88	0	88	0
5740-00 · Equipment Rental/Leasing	34			217	0	217	0
8700-00 · Automobile Expenses	0			26	0	26	0
8750-00 · Meals/Meetings	0			3	0	3	0
Total Expense	834	630	204	6,436	4,411	2,026	7,561
Net Ordinary Income	(116)	88	(204)	(1,400)	675	(2,075)	1,116
Other Income/Expense							
Other Expense							
8990-00 · Allocated	84	88	(4)	606	675	(68)	1,116
Total Other Expense	84	88	(4)	606	675	(68)	1,116
Net Other Income	(84)	(88)	4	(606)	(675)	68	(1,116)
Net Income	(200)	0	(200)	(2,007)	0	(2,007)	0

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

Accrual Basis

60 - Membership

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	11,312	10,750	562	77,813	74,350	3,463	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	1,684	1,460	224	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	2,000	250	1,750	2,000	1,550	450	3,050
4251-00 · Tues AM Breakfast Club - Other	445	580	(135)	3,641	4,060	(419)	6,960
Total 4251-00 · Tues AM Breakfast Club	2,445	830	1,615	5,641	5,610	31	10,010
4250-00 · Revenues-Membership Activities - Other	53			3,733	0	3,733	0
Total 4250-00 · Revenues-Membership Activities	2,498	1,038	1,460	13,680	11,070	2,610	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
Total Income	13,810	11,788	2,022	92,099	85,420	6,679	198,510
Gross Profit	13,810	11,788	2,022	92,099	85,420	6,679	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(9,625)	(9,625)	0	(16,500)
5020-00 · P/R - Tax Expense	695	547	148	3,220	3,831	(611)	6,566
5030-00 · P/R - Health Insurance Expense	439	888	(449)	6,244	6,216	28	10,656
5040-00 · P/R - Workmans Comp	29	7	22	260	52	208	87
5060-00 · 401 (k)	293	262	31	1,628	1,835	(207)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	112	462	(350)	792
5000-00 · Salaries & Wages - Other	7,183	6,553	630	48,624	45,871	2,753	78,636
Total 5000-00 · Salaries & Wages	7,273	6,948	325	50,464	48,642	1,822	83,382
5100-00 · Rent							
5110-00 · Utilities	32	50	(18)	161	355	(194)	605
5140-00 · Repairs & Maintenance	21	25	(4)	43	175	(132)	300
5150-00 · Office - Cleaning	0	78	(78)	164	664	(500)	1,177
5100-00 · Rent - Other	282	819	(537)	2,318	5,731	(3,413)	9,826
Total 5100-00 · Rent	335	972	(637)	2,685	6,925	(4,240)	11,908
5310-00 · Telephone							
5320-00 · Telephone	(37)	253	(290)	1,044	1,771	(727)	3,036
Total 5310-00 · Telephone	(37)	253	(290)	1,044	1,771	(727)	3,036
5420-00 · Mail - USPS	0	50	(50)	80	350	(270)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	500	(258)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	43			599	500	99	500
5520-00 · Supplies - Other	84	83	1	275	585	(310)	1,000
Total 5520-00 · Supplies	127	83	44	874	1,085	(211)	1,500
5610-00 · Depreciation	0	8	(8)	0	56	(56)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	392	(392)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	100	(100)	200
5740-00 · Equipment Rental/Leasing	346	250	96	1,252	1,740	(488)	2,990
5800-00 · Training Seminars	1,137	0	1,137	2,032	1,700	332	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	750	(750)	1,500
Total 5900-00 · Professional Fees	0	0	0	0	750	(750)	1,500
6420-00 · Events							
6422-00 · Event Media	0			(300)			
6424-00 · Event Operation Expenses	0			458			
Total 6420-00 · Events	0			158			
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	419	650	(232)	2,550	3,900	(1,350)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	115	344	(229)	7,640	3,908	3,732	5,628
6423-00 · Membership Activities - Other	931			5,492	0	5,492	0
Total 6423-00 · Membership Activities	1,464	994	470	19,211	10,308	8,903	45,278
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	465	(465)	800

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

Accrual Basis

60 - Membership

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
8500-00 · Credit Card Fees	275	170	105	1,540	1,270	270	3,000
8700-00 · Automobile Expenses	29	78	(49)	279	543	(264)	933
8750-00 · Meals/Meetings	15	150	(135)	507	1,050	(543)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	245	285	420
8920-00 · Bad Debt	1,030			3,850	0	3,850	0
Total Expense	11,994	10,169	1,825	85,455	77,892	7,563	161,240
Net Ordinary Income	1,817	1,619	198	6,644	7,528	(884)	37,270
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,886	1,975	(89)	13,645	15,177	(1,532)	25,113
Total Other Expense	1,886	1,975	(89)	13,645	15,177	(1,532)	25,113
Net Other Income	(1,886)	(1,975)	89	(13,645)	(15,177)	1,532	(25,113)
Net Income	(69)	(356)	287	(7,001)	(7,649)	648	12,157

North Lake Tahoe Resort Association Profit & Loss Budget Performance

70 - Administration

Accrual Basis

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,708	2,130	579	14,520	14,907	(387)	25,555
5030-00 · P/R - Health Insurance Expense	1,548	2,648	(1,100)	11,045	18,533	(7,487)	31,770
5040-00 · P/R - Workmans Comp	113	182	(69)	1,166	1,274	(108)	2,184
5060-00 · 401 (k)	(423)	1,089	(1,512)	4,930	7,625	(2,696)	13,072
5070-00 · Other Benefits and Expenses	21	167	(146)	563	1,165	(602)	2,000
5000-00 · Salaries & Wages - Other	28,806	27,188	1,618	188,413	190,313	(1,900)	326,250
Total 5000-00 · Salaries & Wages	32,773	33,403	(629)	220,636	233,816	(13,180)	400,831
5100-00 · Rent							
5110-00 · Utilities	126	123	3	1,070	861	209	1,476
5140-00 · Repairs & Maintenance	477	375	102	1,450	2,625	(1,175)	4,500
5150-00 · Office - Cleaning	0	208	(208)	1,249	1,457	(208)	2,497
5100-00 · Rent - Other	2,523	2,176	347	18,059	15,227	2,832	26,107
Total 5100-00 · Rent	3,126	2,882	244	21,828	20,170	1,658	34,580
5310-00 · Telephone							
5320-00 · Telephone	6	1,000	(994)	5,835	7,000	(1,165)	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	6	1,000	(994)	5,860	7,000	(1,140)	12,000
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	0	88	(88)	671	619	52	1,059
Total 5420-00 · Mail - USPS	0	88	(88)	701	619	82	1,059
5510-00 · Insurance/Bonding	724			1,827	205	1,622	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10			1,728	2,000	(272)	2,000
5520-00 · Supplies - Other	461	625	(164)	3,367	4,375	(1,008)	7,500
Total 5520-00 · Supplies	471	625	(154)	5,095	6,375	(1,280)	9,500
5610-00 · Depreciation	31	54	(23)	218	380	(162)	650
5700-00 · Equipment Support & Maintenance	735	330	405	1,584	2,305	(721)	3,955
5710-00 · Taxes, Licenses & Fees	1,078	1,042	36	6,291	7,290	(999)	12,500
5740-00 · Equipment Rental/Leasing	659	329	330	2,299	2,305	(6)	3,950
5800-00 · Training Seminars	0	417	(417)	774	2,915	(2,141)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	625	(505)	960	4,375	(3,415)	7,500
5920-00 · Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,500	(1,500)	0	12,000	(12,000)	19,500
Total 5900-00 · Professional Fees	120	2,125	(2,005)	21,960	41,375	(19,415)	52,000
6420-00 · Events							
6422-00 · Event Media	0			300			
Total 6420-00 · Events	0			300			
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
Total 6423-00 · Membership Activities	0			(300)	0	(300)	0
7500-00 · Trade Shows/Travel	383			383			
8200-00 · Associate Relations	32	333	(301)	1,937	2,335	(398)	4,000
8300-00 · Board Functions	945	150	795	6,018	2,400	3,618	4,500
8500-00 · Credit Card Fees	0			310	0	310	0
8600-00 · Additional Opportunitis	0	467	(467)	0	3,265	(3,265)	5,600
8700-00 · Automobile Expenses	300	250	50	1,613	1,750	(137)	3,000
8750-00 · Meals/Meetings	357	120	237	1,207	840	367	1,440
8810-00 · Dues & Subscriptions	170	275	(105)	2,779	1,925	854	3,300
Total Expense	41,912	43,890	(1,978)	303,319	337,270	(33,951)	558,070
Net Ordinary Income	(41,912)	(43,890)	1,978	(303,319)	(337,270)	33,951	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(41,912)	(43,890)	1,978	(303,225)	(337,270)	34,045	(558,070)
Total Other Expense	(41,912)	(43,890)	1,978	(303,225)	(337,270)	34,045	(558,070)
Net Other Income	41,912	43,890	(1,978)	303,242	337,270	(34,028)	558,070
Net Income	0	0	0	(77)	0	(77)	0