

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

March 31, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of March 31, 2020

Accrual Basis

	<u>Mar 31, 20</u>	<u>Mar 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	159	(1)	(1%)	116
1003-00 · Cash - Operations BOTW #6712	598,954	339,598	259,356	76%	332,281
1007-00 · Cash - Payroll BOTW #7421	2,949	9,680	(6,731)	(70%)	11,572
1008-00 · Marketing Reserve - Plumas	50,300	50,225	75	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,801	100,600	201	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	98,395	128,553	(30,158)	(23%)	138,243
10950 · Cash in Drawer	139	772	(633)	(82%)	1,678
Total Checking/Savings	881,278	659,169	222,109	34%	664,366
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	50,212	10,938	39,274	359%	24,817
1290-00 · A/R - TOT	230,261	327,463	(97,202)	(30%)	57,504
Total Accounts Receivable	280,473	338,401	(57,928)	(17%)	82,321
Other Current Assets					
1200-99 · AR Other	726	112	614	548%	10
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	72,450	27,330	45,120	165%	2,720
1201-03 · Member AR - Other	2,100	0	2,100	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	1,465	(1,465)	(100%)	0
Total 1201-00 · Member Accounts Receivable	74,550	28,795	45,755	159%	6,465
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,775)	0	0%	(1,587)
12100 · Inventory Asset					
25300 · Gift Cards Outstanding	18	0	18	100%	15
12100 · Inventory Asset - Other	22,880	23,007	(127)	(1%)	22,015
Total 12100 · Inventory Asset	22,898	23,007	(109)	(0%)	22,030
1299 · Receivable from NLTMC	0	27,025	(27,025)	(100%)	15,703
1490-00 · Security Deposits	1,150	1,610	(460)	(29%)	1,250
Total Other Current Assets	96,549	77,774	18,775	24%	43,871
Total Current Assets	1,258,300	1,075,344	182,956	17%	790,558
Fixed Assets					
1700-00 · Furniture & Fixtures	45,289	68,768	(23,479)	(34%)	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(68,768)	23,479	34%	(45,289)
1740-00 · Computer Equipment	4,270	8,436	(4,166)	(49%)	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,269)	(8,435)	4,166	49%	(4,269)
1750-00 · Computer Software	20,493	21,520	(1,027)	(5%)	20,493
1751-00 · Accum. Amort. - Software	(20,147)	(19,759)	(388)	(2%)	(19,085)
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	347	1,762	(1,415)	(80%)	1,409
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	11,946	15,424	(3,478)	(23%)	14,312
1430-00 · Prepaid 1st Class Postage	100	500	(400)	(80%)	100
1400-00 · Prepaid Expenses - Other	2,992	7,030	(4,038)	(57%)	3,964

North Lake Tahoe Resort Association

Balance Sheet

As of March 31, 2020

Accrual Basis

	<u>Mar 31, 20</u>	<u>Mar 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
Total 1400-00 · Prepaid Expenses	15,038	22,954	(7,916)	(34%)	18,376
Total Other Assets	15,038	22,954	(7,916)	(34%)	18,376
TOTAL ASSETS	<u>1,273,685</u>	<u>1,100,060</u>	<u>173,625</u>	<u>16%</u>	<u>810,343</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	41,558	50,428	(8,870)	(18%)	73,556
Total Accounts Payable	41,558	50,428	(8,870)	(18%)	73,556
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	15,983	10,252	5,731	56%	20,922
2101-00 · Incentive Payable	49,860	66,304	(16,444)	(25%)	58,630
2102-00 · Commissions Payable	7,286	1,941	5,345	275%	7,132
2120-00 · Empl. Federal Tax Payable	7,204	4,604	2,600	56%	9,775
2175-00 · 401 (k) Plan	2,299	2,068	231	11%	4,369
2180-00 · Estimated PTO Liability	36,333	46,667	(10,334)	(22%)	52,993
Total 21000 · Salaries/Wages/Payroll Liabilit	118,965	131,836	(12,871)	(10%)	153,821
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	10	16	(6)	(38%)	827
25500 · *Sales Tax Payable	1,035	771	264	34%	2,307
2190-00 · Sales and Use Tax Payable - Other	0	64	(64)	(100%)	0
Total 2190-00 · Sales and Use Tax Payable	1,045	851	194	23%	3,134
2250-00 · Accrued Expenses	0	339	(339)	(100%)	59,690
2300-00 · Marketing Cooperative Liabili	8,910	0	8,910	100%	0
2400-11 · Deferred Revenue - Marketing	37,000	0	37,000	100%	0
2400-60 · Deferred Revenue- Member Dues	81,245	83,942	(2,697)	(3%)	57,969
2500-00 · Deferred Revenue - TMBC	1,290	900	390	43%	840
2650-00 · Deferred Rev - Events	2,255	3,001	(746)	(25%)	0
2651-00 · Deferred Rev - Conference	0	1,100	(1,100)	(100%)	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	0	4,137	(4,137)	(100%)	0
2900-00 · Due To/From County of Placer	19,871	0	19,871	100%	19,871
Total Other Current Liabilities	620,886	576,411	44,475	8%	295,325
Total Current Liabilities	662,444	626,839	35,605	6%	368,881
Total Liabilities	662,444	626,839	35,605	6%	368,881
Equity					
32000 · Unrestricted Net Assets	(17,007)	(11,669)	(5,338)	(46%)	(11,669)
3300-11 · Designated Marketing Reserve	308,202	275,755	32,447	12%	308,202
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	169,776	58,867	110,909	188%	(5,338)
Total Equity	611,237	473,219	138,018	29%	441,461
TOTAL LIABILITIES & EQUITY	<u>1,273,681</u>	<u>1,100,058</u>	<u>173,623</u>	<u>16%</u>	<u>810,342</u>

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through March 2020

	Jul '19 - Mar 20	Jul '18 - Mar 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,829,952	2,753,562	76,391	3%
4200-00 · Membership Dues Revenue	101,115	102,085	-970	-1%
4205-00 · Conference Dues	0	5,729	-5,729	-100%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-05 · Sponsorships	1,405	0	1,405	100%
Total 4250-01 · Community Awards	1,405	0	1,405	100%
4250-02 · Chamber Events	0	2,702	-2,702	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	3,325	2,500	825	33%
4251-00 · Tues AM Breakfast Club - Other	4,380	4,262	118	3%
Total 4251-00 · Tues AM Breakfast Club	7,705	6,762	943	14%
4250-00 · Revenues-Membership Activities - Other	7,806	3,498	4,308	123%
Total 4250-00 · Revenues-Membership Activities	16,916	15,585	1,331	9%
4252-00 · Sponsorships	0	600	-600	-100%
4253-00 · Revenue- Other	1,000	6	994	16,567%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	10,138	8,417	1,721	21%
4600-00 · Commissions - Other	34,320	31,086	3,235	10%
Total 4600-00 · Commissions	44,459	39,503	4,956	13%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	9,867	2,959	6,908	233%
46000 · Merchandise Sales - Other	73,746	76,094	-2,348	-3%
Total 46000 · Merchandise Sales	83,613	79,053	4,560	6%
Total Income	3,077,055	2,996,123	80,933	3%
Cost of Goods Sold				
52900 · Purchases - Resale Items	0	0	0	0%
Total COGS	0	0	0	0%
Gross Profit	3,077,055	2,996,123	80,933	3%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	15,512	13,205	2,307	18%
5020-00 · P/R - Tax Expense	55,344	61,573	-6,228	-10%
5030-00 · P/R - Health Insurance Expense	93,438	94,350	-912	-1%
5040-00 · P/R - Workmans Comp	7,187	5,438	1,749	32%
5060-00 · 401 (k)	24,699	26,363	-1,664	-6%
5070-00 · Other Benefits and Expenses	2,685	3,356	-671	-20%
5000-00 · Salaries & Wages - Other	648,217	777,749	-129,532	-17%
Total 5000-00 · Salaries & Wages	847,083	982,035	-134,952	-14%
5100-00 · Rent				
5110-00 · Utilities	7,862	9,159	-1,297	-14%
5140-00 · Repairs & Maintenance	6,459	12,507	-6,048	-48%
5150-00 · Office - Cleaning	6,250	4,790	1,460	31%
5100-00 · Rent - Other	117,585	115,112	2,473	2%
Total 5100-00 · Rent	138,156	141,568	-3,412	-2%
5310-00 · Telephone				
5320-00 · Telephone	17,688	20,157	-2,469	-12%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	17,688	20,182	-2,494	-12%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	84	-84	-100%
5420-00 · Mail - USPS - Other	1,417	2,025	-608	-30%
Total 5420-00 · Mail - USPS	1,417	2,109	-692	-33%
5510-00 · Insurance/Bonding	9,673	5,572	4,101	74%
5520-00 · Supplies				

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2019 through March 2020

	Jul '19 - Mar 20	Jul '18 - Mar 19	\$ Change	% Change
5525-00 · Supplies- Computer <\$1000	794	3,940	-3,146	-80%
5520-00 · Supplies - Other	28,610	10,966	17,644	161%
Total 5520-00 · Supplies	29,405	14,906	14,499	97%
5610-00 · Depreciation	1,062	1,279	-218	-17%
5700-00 · Equipment Support & Maintenance	19,422	2,686	16,736	623%
5710-00 · Taxes, Licenses & Fees	9,482	8,183	1,300	16%
5740-00 · Equipment Rental/Leasing	6,676	11,102	-4,426	-40%
5800-00 · Training Seminars	4,513	7,939	-3,426	-43%
5850-00 · Artist of Month - Commissions	9,927	2,413	7,515	312%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	4,320	1,000	3,320	332%
5920-00 · Professional Fees - Accountant	21,825	21,000	825	4%
5921-00 · Professional Fees - Other	91,498	6,610	84,888	1,284%
Total 5900-00 · Professional Fees	117,643	28,610	89,033	311%
5941-00 · Research & Planning	0	18,720	-18,720	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	19,000	21,000	-2,000	-10%
Total 6020-00 · Programs	19,000	21,000	-2,000	-10%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,668	34,278	391	1%
6421-01 · 4th of July Fireworks	0	20,000	-20,000	-100%
6421-04 · Broken Arrow Skyrace	25,000	20,000	5,000	25%
6421-05 · No Barriers	0	8,400	-8,400	-100%
6421-06 · Spartan	254,019	254,000	19	0%
6421-07 · Tahoe Lacrosse Tournament	6,000	5,000	1,000	20%
6421-08 · Tough Mudder	0	0	0	0%
6421-09 · Wanderlust	0	30,000	-30,000	-100%
6421-10 · WinterWonderGrass - Tahoe	21,120	19,447	1,673	9%
6421-13 · Big Blue Adventure	0	0	0	0%
6421-16 · Mountain Travel Symposium	10,078	5,000	5,078	102%
Total 6420-01 · Sponsorships	350,885	396,125	-45,240	-11%
6421-00 · New Event Development	0	27,500	-27,500	-100%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,617	2,056	-439	-21%
Total 6420-00 · Events	352,502	425,681	-73,180	-17%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,215	1,115	100	9%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,469	-2,836	-82%
6437-00 · Tuesday Morning Breakfast Club	2,724	4,120	-1,396	-34%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	4,179	16,191	-12,012	-74%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,894	7,802	-5,908	-76%
Total 6423-00 · Membership Activities	10,645	32,756	-22,111	-68%
6730-00 · Marketing Cooperative/Media	1,190,611	1,094,871	95,740	9%
6740-00 · Media/Collateral/Production	413	1,278	-864	-68%
6742-00 · Non-NLT Co-Op Marketing Program	9,529	19,979	-10,450	-52%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	10,557	7,349	3,208	44%
6743-03 · Touch Lake Tahoe	19,788	8,000	11,788	147%
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	-1,000	1,000	-2,000	-200%
Total 6743-00 · BACC Marketing Programs	29,345	16,349	12,996	80%
7500-00 · Trade Shows/Travel	3,722	372	3,350	900%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	885	943	-57	-6%
52500 · Purchase Discounts	-101	-40	-60	-150%
59900 · POS Inventory Adjustments	351	28	323	1,148%
8100-00 · Cost of Goods Sold - Other	39,399	41,280	-1,881	-5%
Total 8100-00 · Cost of Goods Sold	40,535	42,210	-1,676	-4%
8200-00 · Associate Relations	1,042	2,185	-1,143	-52%

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

Accrual Basis

July 2019 through March 2020

	Jul '19 - Mar 20	Jul '18 - Mar 19	\$ Change	% Change
8300-00 · Board Functions	21,334	6,178	15,155	245%
8500-00 · Credit Card Fees	4,568	4,822	-254	-5%
8600-00 · Additional Opportunites	0	62	-62	-100%
8700-00 · Automobile Expenses	1,967	4,114	-2,147	-52%
8750-00 · Meals/Meetings	1,346	3,247	-1,901	-59%
8810-00 · Dues & Subscriptions	5,583	6,278	-695	-11%
8910-00 · Travel	0	3,654	-3,654	-100%
8920-00 · Bad Debt	3,199	5,123	-1,924	-38%
Total Expense	2,907,487	2,937,463	-29,976	-1%
Net Ordinary Income	169,568	58,660	110,909	189%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	208	207	0	0%
Total Other Income	208	207	0	0%
Other Expense				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	208	207	0	0%
Net Income	169,776	58,867	110,909	188%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Mar 20	Budget	\$ Over Budget	Jul '19 - Mar ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 6020-00 · Programs	5,000	10,000	(5,000)	19,000	25,000	(6,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	25,000	25,000	0	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	0	0	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	3,440	0	3,440	21,120	17,900	3,220	21,900
6421-16 · Mountain Travel Symposium	4,553	25,000	(20,447)	10,078	50,000	(39,922)	75,000
Total 6420-01 · Sponsorships	7,993	25,000	(17,007)	350,885	441,295	(90,410)	477,695
6421-00 · New Event Development	(220)	2,500	(2,720)	0	22,500	(22,500)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	6,003	(4,386)	8,000
Total 6420-00 · Events	7,773	28,167	(20,394)	352,502	469,798	(117,296)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	(19,925)	0	(19,925)	1,215	0	1,215	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	545	(545)	2,724	4,364	(1,640)	6,000
6442-00 · Public Relations/Website	381	417	(36)	4,179	3,750	429	5,000
6423-00 · Membership Activities - Other	115	2,500	(2,385)	1,894	6,950	(5,056)	8,500
Total 6423-00 · Membership Activities	(19,428)	3,462	(22,891)	10,645	18,564	(7,919)	52,000
6730-00 · Marketing Cooperative/Media	83,462	83,462	0	1,190,611	1,190,611	0	1,503,362
6740-00 · Media/Collateral/Production	29	0	29	413	1,500	(1,087)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	395	2,500	(2,105)	9,529	20,410	(10,881)	27,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	849	535	314	10,557	7,883	2,673	20,000
6743-03 · Touch Lake Tahoe	3,691	3,500	191	19,788	8,000	11,788	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	(1,000)	0	(1,000)	(1,000)	1,000	(2,000)	20,000
Total 6743-00 · BACC Marketing Programs	3,540	4,035	(495)	29,345	16,883	12,461	80,000
7500-00 · Trade Shows/Travel	296	0	296	3,722	3,000	722	3,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	13	20	(7)	885	920	(35)	1,190
52500 · Purchase Discounts	(100)			(101)			
59900 · POS Inventory Adjustments	0			351			
8100-00 · Cost of Goods Sold - Other	1,500	2,750	(1,250)	39,399	38,300	1,099	54,050
Total 8100-00 · Cost of Goods Sold	1,413	2,770	(1,357)	40,535	39,220	1,315	55,240
8200-00 · Associate Relations	0	648	(648)	1,042	5,832	(4,790)	7,756
8300-00 · Board Functions	1,334	500	834	21,334	5,500	15,834	5,950
8500-00 · Credit Card Fees	147	389	(242)	4,568	4,445	122	7,454
8600-00 · Additional Opportunites	0	3,500	(3,500)	0	21,591	(21,591)	32,091
8700-00 · Automobile Expenses	101	543	(442)	1,967	4,808	(2,840)	6,285
8750-00 · Meals/Meetings	(201)	461	(662)	1,346	4,152	(2,805)	5,534
8810-00 · Dues & Subscriptions	59	616	(557)	5,583	5,642	(59)	7,490
8910-00 · Travel	0	1,400	(1,400)	0	6,300	(6,300)	7,800
8920-00 · Bad Debt	300	0	300	3,199	0	3,199	0
Total Expense	232,618	290,118	(57,500)	2,907,487	3,237,650	(330,163)	4,234,808
Net Ordinary Income	13,882	(1,422)	15,304	169,568	540	169,028	19,998
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	22	0	22	208	0	208	0
Total Other Income	22	0	22	208	0	208	0
Other Expense							
8990-00 · Allocated	0	(1)	1	0	(2)	2	0
Total Other Expense	0	(1)	1	0	(2)	2	0
Net Other Income	22	1	21	208	2	206	0
Net Income	13,904	(1,421)	15,325	169,776	542	169,234	19,998

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

Accrual Basis

11 - Marketing

	Mar 20	Budget	\$ Over Budget	Jul '19 - Mar 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	160,574	200,240	(39,667)	2,165,860	2,351,435	(185,576)	3,044,007
4253-00 · Revenue- Other	0	0	0	1,000	0	1,000	0
Total Income	<u>160,574</u>	<u>200,240</u>	<u>(39,667)</u>	<u>2,166,860</u>	<u>2,351,435</u>	<u>(184,576)</u>	<u>3,044,007</u>
Gross Profit	160,574	200,240	(39,667)	2,166,860	2,351,435	(184,576)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	12,375	12,375	0	16,500
5020-00 · P/R - Tax Expense	1,635	2,037	(403)	17,034	18,336	(1,303)	21,537
5030-00 · P/R - Health Insurance Expense	4,187	3,667	520	38,587	33,003	5,584	44,004
5040-00 · P/R - Workmans Comp	127	178	(51)	1,233	1,604	(371)	2,139
5060-00 · 401 (k)	783	1,019	(235)	7,690	9,168	(1,478)	12,224
5070-00 · Other Benefits and Expenses	128	160	(32)	1,046	1,440	(394)	1,920
5000-00 · Salaries & Wages - Other	20,537	25,467	(4,930)	208,809	229,203	(20,394)	305,604
Total 5000-00 · Salaries & Wages	<u>28,772</u>	<u>33,903</u>	<u>(5,131)</u>	<u>286,774</u>	<u>305,130</u>	<u>(18,356)</u>	<u>403,929</u>
5100-00 · Rent							
5110-00 · Utilities	142	178	(35)	1,447	1,400	47	2,001
5140-00 · Repairs & Maintenance	92	30	62	415	2,289	(1,874)	4,367
5150-00 · Office - Cleaning	205	262	(57)	2,333	1,660	673	2,866
5100-00 · Rent - Other	2,431	2,386	45	21,921	19,466	2,455	24,200
Total 5100-00 · Rent	<u>2,870</u>	<u>2,855</u>	<u>15</u>	<u>26,117</u>	<u>24,815</u>	<u>1,302</u>	<u>33,434</u>
5310-00 · Telephone							
5320-00 · Telephone	634	600	34	4,958	5,400	(442)	6,600
Total 5310-00 · Telephone	<u>634</u>	<u>600</u>	<u>34</u>	<u>4,958</u>	<u>5,400</u>	<u>(442)</u>	<u>6,600</u>
5420-00 · Mail - USPS	0	50	(50)	458	450	8	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,400	(3,400)	3,700
5520-00 · Supplies - Other	70	1,500	(1,430)	1,124	4,050	(2,926)	4,750
Total 5520-00 · Supplies	<u>70</u>	<u>1,600</u>	<u>(1,530)</u>	<u>1,124</u>	<u>7,450</u>	<u>(6,326)</u>	<u>8,450</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	1,080	(1,080)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	60	0
5740-00 · Equipment Rental/Leasing	132	315	(183)	1,707	2,835	(1,128)	3,780
5800-00 · Training Seminars	0	81	(81)	4,424	3,285	1,138	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	900	(900)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	3,600	(3,600)	4,800
Total 5900-00 · Professional Fees	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>0</u>	<u>4,500</u>	<u>(4,500)</u>	<u>6,300</u>
5941-00 · Research & Planning	0	1,500	(1,500)	0	13,500	(13,500)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	5,000	10,000	(5,000)	19,000	25,000	(6,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	<u>5,000</u>	<u>10,000</u>	<u>(5,000)</u>	<u>19,000</u>	<u>25,000</u>	<u>(6,000)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	25,000	25,000	0	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	6,000	6,000	0	6,000
6421-09 · Wanderlust	0	0	0	0	30,500	(30,500)	37,500
6421-10 · WinterWonderGrass - Tahoe	3,440	0	3,440	21,120	17,900	3,220	21,900
6421-16 · Mountain Travel Symposium	4,553	25,000	(20,447)	10,078	50,000	(39,922)	75,000
Total 6420-01 · Sponsorships	<u>7,993</u>	<u>25,000</u>	<u>(17,007)</u>	<u>350,885</u>	<u>441,295</u>	<u>(90,410)</u>	<u>477,695</u>
6421-00 · New Event Development	(220)	2,500	(2,720)	0	22,500	(22,500)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,617	6,003	(4,386)	8,000
Total 6420-00 · Events	<u>7,773</u>	<u>28,167</u>	<u>(20,394)</u>	<u>352,502</u>	<u>469,798</u>	<u>(117,296)</u>	<u>515,695</u>
6730-00 · Marketing Cooperative/Media	72,886	72,886	0	1,095,424	1,095,424	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	195	1,500	(1,305)	5,008	11,410	(6,402)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	849	535	314	10,557	7,883	2,673	20,000
6743-03 · Touch Lake Tahoe	3,691	3,500	191	19,788	8,000	11,788	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	(1,000)	0	(1,000)	(1,000)	1,000	(2,000)	20,000
Total 6743-00 · BACC Marketing Programs	<u>3,540</u>	<u>4,035</u>	<u>(495)</u>	<u>29,345</u>	<u>16,883</u>	<u>12,461</u>	<u>80,000</u>
7500-00 · Trade Shows/Travel	0			1,525			
8200-00 · Associate Relations	0	140	(140)	191	1,260	(1,070)	1,660
8500-00 · Credit Card Fees	0			50			
8600-00 · Additional Opportunitites	0	3,000	(3,000)	0	17,091	(17,091)	26,091
8700-00 · Automobile Expenses	56	130	(74)	1,156	1,170	(14)	1,560

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

Accrual Basis

11 - Marketing

	Mar 20	Budget	\$ Over Budget	Jul '19 - Mar 20	YTD Budget	\$ Over Budget	Annual Budget
8750-00 · Meals/Meetings	(220)	163	(383)	252	1,463	(1,210)	1,950
8810-00 · Dues & Subscriptions	(374)	250	(624)	1,023	2,250	(1,227)	3,000
8910-00 · Travel	0	1,400	(1,400)	0	6,300	(6,300)	6,300
Total Expense	121,334	163,194	(41,861)	1,831,094	2,016,493	(185,400)	2,595,931
Net Ordinary Income	39,240	37,046	2,194	335,766	334,942	824	448,076
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	22	0	22	208	0	208	0
Total Other Income	22	0	22	208	0	208	0
Other Expense							
8990-00 · Allocated	34,863	37,376	(2,513)	273,918	335,589	(61,671)	448,076
Total Other Expense	34,863	37,376	(2,513)	273,918	335,589	(61,671)	448,076
Net Other Income	(34,841)	(37,376)	2,535	(273,711)	(335,589)	61,878	(448,076)
Net Income	4,400	(330)	4,730	62,055	(647)	62,702	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Mar 20	Budget	\$ Over Budget	Jul '19 - Mar 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	34,252	34,252	0	280,260	280,258	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	10,138	0	10,138	0
4600-00 · Commissions - Other	(225)	0	(225)	34,320	28,276	6,044	28,276
Total 4600-00 · Commissions	<u>(225)</u>	<u>0</u>	<u>(225)</u>	<u>44,459</u>	<u>28,276</u>	<u>16,183</u>	<u>28,276</u>
Total Income	<u>34,027</u>	<u>34,252</u>	<u>(224)</u>	<u>324,719</u>	<u>308,534</u>	<u>16,184</u>	<u>411,528</u>
Gross Profit	34,027	34,252	(224)	324,719	308,534	16,184	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(8)	800	(808)	15,512	7,200	8,312	9,600
5020-00 · P/R - Tax Expense	376	1,064	(688)	5,907	9,573	(3,666)	12,764
5030-00 · P/R - Health Insurance Expense	1,281	1,754	(473)	19,076	15,786	3,290	21,048
5040-00 · P/R - Workmans Comp	36	88	(52)	556	788	(232)	1,051
5060-00 · 401 (k)	220	501	(281)	2,777	4,505	(1,728)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	720	(720)	960
5070-00 · Other Benefits and Expenses	17	0	17	292	0	292	0
5000-00 · Salaries & Wages - Other	11,593	12,514	(921)	62,055	112,626	(50,571)	150,168
Total 5000-00 · Salaries & Wages	<u>13,514</u>	<u>16,800</u>	<u>(3,286)</u>	<u>106,176</u>	<u>151,199</u>	<u>(45,023)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	69	66	3	706	594	112	792
5140-00 · Repairs & Maintenance	45	45	0	203	405	(203)	540
5150-00 · Office - Cleaning	100	94	6	1,138	846	292	1,128
5100-00 · Rent - Other	1,140	1,025	115	10,285	9,225	1,060	12,300
Total 5100-00 · Rent	<u>1,355</u>	<u>1,230</u>	<u>125</u>	<u>12,331</u>	<u>11,070</u>	<u>1,261</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	309	300	9	2,437	2,700	(263)	3,600
Total 5310-00 · Telephone	<u>309</u>	<u>300</u>	<u>9</u>	<u>2,437</u>	<u>2,700</u>	<u>(263)</u>	<u>3,600</u>
5420-00 · Mail - USPS	0	15	(15)	167	135	32	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	279	(279)	372
5520-00 · Supplies - Other	34	33	1	343	548	(206)	594
Total 5520-00 · Supplies	<u>34</u>	<u>64</u>	<u>(30)</u>	<u>343</u>	<u>827</u>	<u>(485)</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	0	0	0	120	(120)	240
5710-00 · Taxes, Licenses & Fees	0	0	0	31	0	31	0
5740-00 · Equipment Rental/Leasing	60	125	(65)	757	1,122	(365)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	95,187	95,187	0	126,916
8200-00 · Associate Relations	0	80	(80)	54	720	(666)	960
8500-00 · Credit Card Fees	0	0	0	90	0	90	0
8810-00 · Dues & Subscriptions	0	20	(20)	4	180	(176)	240
Total Expense	<u>25,848</u>	<u>29,210</u>	<u>(3,362)</u>	<u>217,577</u>	<u>263,260</u>	<u>(45,683)</u>	<u>350,956</u>
Net Ordinary Income	8,180	5,042	3,138	107,141	45,274	61,867	60,572
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,703	5,042	(339)	36,954	45,274	(8,320)	60,572
Total Other Expense	<u>4,703</u>	<u>5,042</u>	<u>(339)</u>	<u>36,954</u>	<u>45,274</u>	<u>(8,320)</u>	<u>60,572</u>
Net Other Income	<u>(4,703)</u>	<u>(5,042)</u>	<u>339</u>	<u>(36,954)</u>	<u>(45,274)</u>	<u>8,320</u>	<u>(60,572)</u>
Net Income	<u><u>3,476</u></u>	<u><u>0</u></u>	<u><u>3,476</u></u>	<u><u>70,187</u></u>	<u><u>0</u></u>	<u><u>70,187</u></u>	<u><u>0</u></u>

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

42 - Visitor Center

Accrual Basis

	Mar 20	Budget	\$ Over Budget	Jul '19 - Mar 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	33,712	33,711	1	300,138	300,136	2	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	2,464	400	2,064	9,867	3,600	6,267	4,800
46000 · Merchandise Sales - Other	468	5,500	(5,032)	73,746	76,600	(2,854)	108,100
Total 46000 · Merchandise Sales	2,932	5,900	(2,968)	83,613	80,200	3,413	112,900
Total Income	36,644	39,611	(2,967)	383,751	380,336	3,415	511,206
Gross Profit	36,644	39,611	(2,967)	383,751	380,336	3,415	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	936	1,372	(436)	12,032	13,030	(998)	17,362
5030-00 · P/R - Health Insurance Expense	1,810	2,225	(415)	15,781	20,025	(4,244)	26,700
5040-00 · P/R - Workmans Comp	333	630	(297)	4,383	5,982	(1,599)	7,856
5060-00 · 401 (k)	383	560	(177)	4,708	5,318	(610)	6,984
5070-00 · Other Benefits and Expenses	69	80	(11)	385	720	(335)	960
5000-00 · Salaries & Wages - Other	12,710	14,000	(1,290)	129,645	132,950	(3,305)	174,600
Total 5000-00 · Salaries & Wages	16,241	18,867	(2,626)	166,933	178,025	(11,092)	234,462
5100-00 · Rent							
5110-00 · Utilities	505	600	(95)	4,126	5,800	(1,674)	7,600
5140-00 · Repairs & Maintenance	257	1,000	(744)	2,174	9,000	(6,826)	12,000
5150-00 · Office - Cleaning	20	50	(30)	228	900	(672)	2,500
5100-00 · Rent - Other	6,501	6,500	1	58,509	58,500	9	78,800
Total 5100-00 · Rent	7,282	8,150	(868)	65,038	74,200	(9,162)	100,900
5310-00 · Telephone							
5320-00 · Telephone	242	242	0	2,072	2,178	(106)	2,904
Total 5310-00 · Telephone	242	242	0	2,072	2,178	(106)	2,904
5420-00 · Mail - USPS	0	50	(50)	117	450	(333)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	344	(344)	1,310
5520-00 · Supplies - Other	485	988	(503)	3,148	4,658	(1,510)	4,894
Total 5520-00 · Supplies	485	1,000	(515)	3,148	5,002	(1,854)	6,204
5610-00 · Depreciation	118	118	(0)	1,062	1,062	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	41	900	(859)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	87	235	(148)	1,290	2,115	(825)	2,820
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	641	360	281	9,927	3,240	6,687	4,320
6740-00 · Media/Collateral/Production	29	0	29	413	1,500	(1,087)	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,800	9,000	(7,200)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	13	20	(7)	885	920	(35)	1,190
52500 · Purchase Discounts	(100)			(101)			
59900 · POS Inventory Adjustments	0			351			
8100-00 · Cost of Goods Sold - Other	1,500	2,750	(1,250)	39,399	38,300	1,099	54,050
Total 8100-00 · Cost of Goods Sold	1,413	2,770	(1,357)	40,535	39,220	1,315	55,240
8200-00 · Associate Relations	0	58	(58)	176	522	(346)	696
8500-00 · Credit Card Fees	88	207	(119)	3,008	2,809	199	3,954
8700-00 · Automobile Expenses	36	100	(64)	344	800	(456)	950
8750-00 · Meals/Meetings	0	65	(65)	214	585	(371)	780
8810-00 · Dues & Subscriptions	0	0	0	55	100	(45)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	26,862	33,322	(6,460)	296,193	323,863	(27,670)	435,965
Net Ordinary Income	9,782	6,289	3,493	87,558	56,473	31,085	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,867	6,290	(423)	46,098	56,476	(10,379)	75,243
Total Other Expense	5,867	6,290	(423)	46,098	56,476	(10,379)	75,243
Net Other Income	(5,867)	(6,290)	423	(46,098)	(56,476)	10,379	(75,243)
Net Income	3,915	(1)	3,916	41,460	(3)	41,463	(2)

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

Accrual Basis

51 - TMPI

	Mar 20	Budget	\$ Over Bu...	Jul '19 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	1,723	1,723	(0)	83,695	83,694	1	88,866
Total Income	1,723	1,723	(0)	83,695	83,694	1	88,866
Gross Profit	1,723	1,723	(0)	83,695	83,694	1	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	50	33	17	135	297	(162)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	36	(36)	48
5040-00 · P/R - Workmans Comp	4	4	(1)	8	36	(28)	48
5060-00 · 401 (k)	0	23	(23)	0	207	(207)	276
5000-00 · Salaries & Wages - Other	824	567	257	1,771	5,103	(3,332)	6,804
Total 5000-00 · Salaries & Wages	877	631	246	1,914	5,679	(3,765)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	0	0	0	36	(36)	36
5140-00 · Repairs & Maintenance	0	0	0	0	6	(6)	6
5150-00 · Office - Cleaning	0	0	0	0	41	(41)	41
5100-00 · Rent - Other	0	0	0	0	504	(504)	504
Total 5100-00 · Rent	0	0	0	0	587	(587)	587
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	3	230	(228)	230
Total 5310-00 · Telephone	0	0	0	3	230	(228)	230
5420-00 · Mail - USPS	0	0	0	0	18	(18)	18
5510-00 · Insurance/Bonding	0	0	0	0	64	(64)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	0	1,560	(1,560)	1,560
5520-00 · Supplies - Other	4,959	0	4,959	19,300	10,510	8,790	10,510
Total 5520-00 · Supplies	4,959	0	4,959	19,300	12,070	7,230	12,070
5740-00 · Equipment Rental/Leasing	0	0	0	0	216	(216)	216
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	1,720	0	1,720	0
5921-00 · Professional Fees - Other	17,400	0	17,400	91,497	55,000	36,497	55,000
Total 5900-00 · Professional Fees	17,400	0	17,400	93,217	55,000	38,217	55,000
8700-00 · Automobile Expenses	0			4	25	(21)	25
8750-00 · Meals/Meetings	0			1	4	(3)	4
8810-00 · Dues & Subscriptions	0			4	0	4	0
Total Expense	23,236	631	22,605	114,442	73,893	40,549	75,786
Net Ordinary Income	(21,513)	1,092	(22,605)	(30,747)	9,801	(40,548)	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,018	1,092	(74)	8,000	9,801	(1,801)	13,080
Total Other Expense	1,018	1,092	(74)	8,000	9,801	(1,801)	13,080
Net Other Income	(1,018)	(1,092)	74	(8,000)	(9,801)	1,801	(13,080)
Net Income	(22,532)	0	(22,532)	(38,747)	0	(38,747)	0

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

Accrual Basis

60 - Membership

	Mar 20	Budget	\$ Over Budget	Jul '19 - Mar 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,321	10,833	488	101,115	97,500	3,615	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	1,405	0	1,405	1,405	0	1,405	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	1,405	0	1,405	1,405	0	1,405	50,000
4250-02 · Chamber Events	0	1,300	(1,300)	0	2,500	(2,500)	2,500
4250-03 · Summer/Winter Rec Luncheon	0			0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	3,325	3,000	325	3,000
4251-00 · Tues AM Breakfast Club - Other	375	636	(261)	4,380	5,091	(711)	7,000
Total 4251-00 · Tues AM Breakfast Club	375	636	(261)	7,705	8,091	(386)	10,000
4250-00 · Revenues-Membership Activities - Other	430	100	330	7,806	3,400	4,406	4,000
Total 4250-00 · Revenues-Membership Activities	2,210	2,036	174	16,916	16,691	225	69,200
Total Income	13,531	12,870	662	118,031	114,191	3,840	199,200
Gross Profit	13,531	12,870	662	118,031	114,191	3,840	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(12,375)	(12,375)	0	(16,500)
5020-00 · P/R - Tax Expense	291	434	(143)	4,175	3,908	267	5,211
5030-00 · P/R - Health Insurance Expense	914	849	65	6,398	7,641	(1,243)	10,188
5040-00 · P/R - Workmans Comp	26	44	(18)	294	399	(105)	532
5060-00 · 401 (k)	35	253	(218)	2,129	2,279	(149)	3,038
5070-00 · Other Benefits and Expenses	13	13	(1)	81	120	(39)	160
5000-00 · Salaries & Wages - Other	5,052	6,329	(1,277)	39,253	56,961	(17,708)	75,948
Total 5000-00 · Salaries & Wages	4,956	6,548	(1,592)	39,956	58,933	(18,976)	78,577
5100-00 · Rent							
5110-00 · Utilities	33	36	(3)	335	323	13	430
5140-00 · Repairs & Maintenance	21	44	(22)	96	394	(298)	525
5150-00 · Office - Cleaning	48	98	(51)	541	883	(342)	1,177
5100-00 · Rent - Other	635	497	138	5,722	4,474	1,249	5,965
Total 5100-00 · Rent	737	675	62	6,695	6,073	622	8,097
5310-00 · Telephone							
5320-00 · Telephone	139	150	(11)	1,067	1,350	(283)	1,800
Total 5310-00 · Telephone	139	150	(11)	1,067	1,350	(283)	1,800
5420-00 · Mail - USPS	0	8	(8)	79	75	4	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	375	(375)	500
5520-00 · Supplies - Other	16	83	(67)	227	750	(523)	1,000
Total 5520-00 · Supplies	16	125	(109)	227	1,125	(898)	1,500
5610-00 · Depreciation	0	8	(8)	0	72	(72)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	504	(504)	672
5710-00 · Taxes, Licenses & Fees	0	17	(17)	14	150	(136)	200
5740-00 · Equipment Rental/Leasing	64	225	(161)	979	2,025	(1,046)	2,700
5800-00 · Training Seminars	0	21	(21)	0	187	(187)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	750	(750)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	750	(750)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	(19,925)	0	(19,925)	1,215	0	1,215	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	633	3,500	(2,867)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	545	(545)	2,724	4,364	(1,640)	6,000
6442-00 · Public Relations/Website	381	417	(36)	4,179	3,750	429	5,000
6423-00 · Membership Activities - Other	115	2,500	(2,385)	1,894	6,950	(5,056)	8,500
Total 6423-00 · Membership Activities	(19,428)	3,462	(22,891)	10,645	18,564	(7,919)	52,000
6742-00 · Non-NLT Co-Op Marketing Program	0			2,350			
8200-00 · Associate Relations	0	25	(25)	190	225	(35)	300
8500-00 · Credit Card Fees	58	182	(124)	1,245	1,636	(391)	3,500
8700-00 · Automobile Expenses	8	63	(54)	262	563	(301)	750
8750-00 · Meals/Meetings	0	83	(83)	345	750	(405)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	74	412	(339)	550
8920-00 · Bad Debt	300	0	300	3,199	0	3,199	0
Total Expense	(13,150)	11,777	(24,927)	67,327	93,394	(26,067)	153,092
Net Ordinary Income	26,681	1,093	25,588	50,704	20,797	29,907	46,108
Other Income/Expense							
Other Expense							

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

Accrual Basis

60 - Membership

	Mar 20	Budget	\$ Over Budget	Jul '19 - Mar 20	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	2,037	2,183	(146)	16,001	19,605	(3,604)	26,107
Total Other Expense	2,037	2,183	(146)	16,001	19,605	(3,604)	26,107
Net Other Income	(2,037)	(2,183)	146	(16,001)	(19,605)	3,604	(26,107)
Net Income	24,645	(1,090)	25,735	34,703	1,192	33,511	20,001

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

70 - Administration

Accrual Basis

	Mar 20	Budget	\$ Over Budget	Jul '19 - Mar 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,080	2,341	(261)	16,061	19,869	(3,808)	26,892
5030-00 · P/R - Health Insurance Expense	(1,024)	3,369	(4,393)	13,596	30,321	(16,725)	40,428
5040-00 · P/R - Workmans Comp	156	205	(49)	713	1,740	(1,027)	2,355
5060-00 · 401 (k)	733	1,171	(438)	7,395	9,939	(2,544)	13,452
5070-00 · Other Benefits and Expenses	34	160	(126)	881	1,440	(559)	2,000
5000-00 · Salaries & Wages - Other	34,847	29,265	5,582	206,683	248,385	(41,702)	336,180
Total 5000-00 · Salaries & Wages	36,825	36,511	314	245,329	311,694	(66,365)	421,307
5100-00 · Rent							
5110-00 · Utilities	123	200	(77)	1,247	1,540	(293)	2,040
5140-00 · Repairs & Maintenance	603	375	228	3,571	3,375	196	4,500
5150-00 · Office - Cleaning	178	200	(23)	2,010	2,100	(90)	2,650
5100-00 · Rent - Other	2,372	2,700	(328)	21,147	21,660	(513)	29,760
Total 5100-00 · Rent	3,276	3,475	(199)	27,975	28,675	(700)	38,950
5310-00 · Telephone							
5320-00 · Telephone	944	750	194	7,151	6,750	401	9,000
Total 5310-00 · Telephone	944	750	194	7,151	6,750	401	9,000
5420-00 · Mail - USPS	0	90	(90)	596	810	(214)	1,080
5510-00 · Insurance/Bonding	269	795	(526)	9,673	7,155	2,518	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	250	(250)	794	2,250	(1,456)	3,000
5520-00 · Supplies - Other	446	625	(179)	4,468	5,625	(1,157)	7,500
Total 5520-00 · Supplies	446	875	(429)	5,263	7,875	(2,612)	10,500
5610-00 · Depreciation	0	32	(32)	0	284	(284)	380
5700-00 · Equipment Support & Maintenance	7,527	2,200	5,327	19,381	19,800	(419)	26,400
5710-00 · Taxes, Licenses & Fees	920	1,045	(125)	9,357	9,405	(48)	12,540
5740-00 · Equipment Rental/Leasing	(4,361)	341	(4,702)	1,944	3,069	(1,125)	4,092
5800-00 · Training Seminars	0	400	(400)	89	3,600	(3,511)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	560	625	(65)	2,600	5,625	(3,025)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	21,825	22,400	(575)	24,900
5921-00 · Professional Fees - Other	0	2,500	(2,500)	1	14,500	(14,499)	21,000
Total 5900-00 · Professional Fees	560	3,125	(2,565)	24,426	42,525	(18,099)	53,400
5941-00 · Research & Planning	0	300	(300)	0	2,700	(2,700)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	371	0	371	0
7500-00 · Trade Shows/Travel	296	0	296	2,197	3,000	(803)	3,000
8200-00 · Associate Relations	0	345	(345)	432	3,105	(2,673)	4,140
8300-00 · Board Functions	1,334	500	834	21,334	5,500	15,834	5,950
8500-00 · Credit Card Fees	0	0	0	175	0	175	0
8600-00 · Additional Opportunites	0	500	(500)	0	4,500	(4,500)	6,000
8700-00 · Automobile Expenses	0	250	(250)	201	2,250	(2,049)	3,000
8750-00 · Meals/Meetings	19	150	(131)	534	1,350	(816)	1,800
8810-00 · Dues & Subscriptions	433	300	133	4,425	2,700	1,725	3,600
Total Expense	48,488	51,984	(3,496)	380,854	466,747	(85,893)	623,079
Net Ordinary Income	(48,488)	(51,984)	3,496	(380,854)	(466,747)	85,893	(623,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(48,488)	(51,984)	3,496	(380,971)	(466,747)	85,776	(623,078)
Total Other Expense	(48,488)	(51,984)	3,496	(380,971)	(466,747)	85,776	(623,078)
Net Other Income	48,488	51,984	(3,496)	380,971	466,747	(85,776)	623,078
Net Income	0	0	0	117	0	117	(1)