

North Lake Tahoe Resort Association

Balance Sheet

As of November 30, 2018

Accrual Basis

	Nov 30, 18	Nov 30, 17	\$ Change	% Change	Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	409	359	50	14%	289
1003-00 · Cash - Operations BOTW #6712	333,248	627,147	(293,899)	(47%)	619,232
1007-00 · Cash - Payroll BOTW #7421	6,548	9,883	(3,335)	(34%)	6,195
1008-00 · Marketing Reserve - Plumas	50,200	50,125	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,533	100,333	200	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	142,461	149,283	(6,822)	(5%)	88,355
10950 · Cash in Drawer	950	295	655	222%	597
Total Checking/Savings	663,931	967,007	(303,076)	(31%)	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	24,650	30,660	(6,010)	(20%)	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	287,990	0	287,990	100%	0
Total Accounts Receivable	312,640	41,129	271,511	660%	24,331
Other Current Assets					
1200-99 · AR Other	248	1,614	(1,366)	(85%)	(41)
1201-00 · WebLink Accounts Receivable					
1201-01 · WebLink AR - Member Dues	13,685	0	13,685	100%	3,417
1201-00 · WebLink Accounts Receivable - Other	900	1,860	(960)	(52%)	2,870
Total 1201-00 · WebLink Accounts Receivable	14,585	1,860	12,725	684%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	(254)	(2,521)	(993%)	(2,500)
12100 · Inventory Asset	24,130	25,953	(1,823)	(7%)	28,203
1299 · Receivable from NLTMC	12,114	0	12,114	100%	28,954
1490-00 · Security Deposits	1,250	550	700	127%	650
Total Other Current Assets	49,552	29,723	19,829	67%	61,553
Total Current Assets	1,026,123	1,037,859	(11,736)	(1%)	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	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,031)	(404)	(5%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,225)	(17,437)	(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)
Total Fixed Assets	2,296	4,488	(2,192)	(49%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	17,775	1,322	16,453	1,245%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	8,836	13,203	(4,367)	(33%)	17,116
Total 1400-00 · Prepaid Expenses	27,611	15,525	12,086	78%	27,267
Total Other Assets	27,611	15,525	12,086	78%	27,267
TOTAL ASSETS	1,056,030	1,057,872	(1,842)	(0%)	1,011,059

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Accrual Basis

	Nov 30, 18	Nov 30, 17	\$ Change	% Change	Jun 30, 18
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	49,264	33,294	15,970	48%	42,156
Total Accounts Payable	49,264	33,294	15,970	48%	42,156
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-02 · MC_6765_Jason	0	60	(60)	(100%)	15
2080-04 · MC_5968_Ronald	0	45	(45)	(100%)	126
2080-05 · MC_2107_Greg	0	45	(45)	(100%)	
2080-06 · MC_5288_Emily	0	627	(627)	(100%)	0
2080-10 · MC_9495_AI	0	512	(512)	(100%)	180
2080-11 · MC_3978_Amber	0	665	(665)	(100%)	3,070
2080-12 · MC_3960_Natalie	0	577	(577)	(100%)	0
2080-13 · MC_6903_Cindy	0	82	(82)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	0	0	0%	83
Total 2080-00 · Bank of the West - Master Cards	0	2,613	(2,613)	(100%)	5,904
Total Credit Cards	0	2,613	(2,613)	(100%)	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	22,362	38,973	(16,611)	(43%)	36,870
2101-00 · Incentive Payable	25,082	39,365	(14,283)	(36%)	43,384
2102-00 · Commissions Payable	3,986	4,839	(853)	(18%)	4,698
2120-00 · Empl. Federal Tax Payable	9,686	3,118	6,568	211%	3,072
2175-00 · 401 (k) Plan	5,427	1,559	3,868	248%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	115,547	162,579	(47,032)	(29%)	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	26	0	26	100%	853
25500 · *Sales Tax Payable	1,240	636	604	95%	1,941
2190-00 · Sales and Use Tax Payable - Other	36	0	36	100%	0
Total 2190-00 · Sales and Use Tax Payable	1,302	636	666	105%	2,794
2250-00 · Accrued Expenses	1,339	0	1,339	100%	49,521
2400-60 · Deferred Revenue- Member Dues	37,046	24,958	12,088	48%	67,000
2500-00 · Deferred Revenue - TMBC	599	0	599	100%	56,979
2651-00 · Deferred Rev - Conference	4,904	6,417	(1,513)	(24%)	535
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,067	(186)	4,253	2,287%	4,202
2900-00 · Due To/From County of Placer	5,160	220,746	(215,586)	(98%)	229,432
Total Other Current Liabilities	520,269	415,150	105,119	25%	548,648
Total Current Liabilities	569,533	451,057	118,476	26%	596,708
Total Liabilities	569,533	451,057	118,476	26%	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>Nov 30, 18</u>	<u>Nov 30, 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	72,139	208,672	(136,533)	(65%)	(5,239)
Total Equity	<u>486,491</u>	<u>606,814</u>	<u>(120,323)</u>	<u>(20%)</u>	<u>414,352</u>
TOTAL LIABILITIES & EQUITY	<u>1,056,024</u>	<u>1,057,871</u>	<u>(1,847)</u>	<u>(0%)</u>	<u>1,011,060</u>

North Lake Tahoe Resort Association

Profit & Loss

Accrual Basis

July through November 2018

	Jul - Nov 18	Jul - Nov 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,609,947.51	1,648,528.00	-38,580.49	-2.3%
4200-00 · Membership Dues	55,366.09	57,039.73	-1,673.64	-2.9%
4201-00 · New Member Fees	0.00	75.00	-75.00	-100.0%
4205-00 · Conference Dues	4,262.48	4,583.35	-320.87	-7.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	526.75	53.00	473.75	893.9%
4250-03 · Summer/Winter Rec Luncheon	2,622.30	3,409.44	-787.14	-23.1%
4251-00 · Tues AM Breakfast Club	2,701.82	1,369.40	1,332.42	97.3%
4250-00 · Revenues-Membership Activities - Other	3,394.81	1,119.95	2,274.86	203.1%
Total 4250-00 · Revenues-Membership Activities	9,245.68	5,951.79	3,293.89	55.3%
4252-00 · Sponsorships	600.00	0.00	600.00	100.0%
4253-00 · Revenue- Other	6.00	0.00	6.00	100.0%
4350-00 · Special Events (Marketing)	0.00	77,627.73	-77,627.73	-100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,618.18	1,780.00	6,838.18	384.2%
4600-00 · Commissions - Other	27,369.89	45,889.61	-18,519.72	-40.4%
Total 4600-00 · Commissions	35,988.07	47,669.61	-11,681.54	-24.5%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,344.36	7,287.45	-4,943.09	-67.8%
46000 · Merchandise Sales - Other	58,620.65	43,316.08	15,304.57	35.3%
Total 46000 · Merchandise Sales	60,965.01	50,603.53	10,361.48	20.5%
Total Income	1,776,380.84	1,892,078.74	-115,697.90	-6.1%
Gross Profit	1,776,380.84	1,892,078.74	-115,697.90	-6.1%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	12,031.98	6,823.54	5,208.44	76.3%
5020-00 · P/R - Tax Expense	31,627.29	36,312.96	-4,685.67	-12.9%
5030-00 · P/R - Health Insurance Expense	49,958.48	40,294.49	9,663.99	24.0%
5040-00 · P/R - Workmans Comp	3,284.50	3,813.80	-529.30	-13.9%
5060-00 · 401 (k)	16,968.59	15,887.71	1,080.88	6.8%
5070-00 · Other Benefits and Expenses	1,545.80	1,244.43	301.37	24.2%
5000-00 · Salaries & Wages - Other	433,172.86	437,710.53	-4,537.67	-1.0%
Total 5000-00 · Salaries & Wages	548,589.50	542,087.46	6,502.04	1.2%
5100-00 · Rent				
5110-00 · Utilities	4,978.90	4,574.51	404.39	8.8%
5140-00 · Repairs & Maintenance	925.87	836.05	89.82	10.7%
5150-00 · Office - Cleaning	2,865.00	3,705.00	-840.00	-22.7%
5100-00 · Rent - Other	63,826.00	62,327.00	1,499.00	2.4%
Total 5100-00 · Rent	72,595.77	71,442.56	1,153.21	1.6%
5310-00 · Telephone				
5320-00 · Telephone	14,971.72	11,682.19	3,289.53	28.2%
5350-00 · Internet	25.00	25.00	0.00	0.0%
Total 5310-00 · Telephone	14,996.72	11,707.19	3,289.53	28.1%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	53.65	120.54	-66.89	-55.5%
5420-00 · Mail - USPS - Other	1,314.75	1,283.00	31.75	2.5%
Total 5420-00 · Mail - USPS	1,368.40	1,403.54	-35.14	-2.5%
5510-00 · Insurance/Bonding	2,676.96	4,533.80	-1,856.84	-41.0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	3,203.87	1,070.19	2,133.68	199.4%
5520-00 · Supplies - Other	5,147.64	4,709.88	437.76	9.3%

North Lake Tahoe Resort Association

Profit & Loss

July through November 2018

Accrual Basis

	Jul - Nov 18	Jul - Nov 17	\$ Change	% Change
Total 5520-00 · Supplies	8,351.51	5,780.07	2,571.44	44.5%
5610-00 · Depreciation	745.30	1,098.42	-353.12	-32.2%
5700-00 · Equipment Support & Maintenance	649.95	6,171.64	-5,521.69	-89.5%
5710-00 · Taxes, Licenses & Fees	4,155.85	5,874.15	-1,718.30	-29.3%
5740-00 · Equipment Rental/Leasing	5,234.43	6,679.87	-1,445.44	-21.6%
5800-00 · Training Seminars	2,277.72	2,143.96	133.76	6.2%
5815 · Training Video Series	0.00	408.00	-408.00	-100.0%
5830-00 · Commission Due to Third Party	0.00	765.00	-765.00	-100.0%
5850-00 · Artist of Month - Commissions	1,894.35	2,588.90	-694.55	-26.8%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	840.00	5,820.00	-4,980.00	-85.6%
5920-00 · Professional Fees - Accountant	21,000.00	16,715.00	4,285.00	25.6%
5921-00 · Professional Fees - Other	0.00	32,156.25	-32,156.25	-100.0%
Total 5900-00 · Professional Fees	21,840.00	54,691.25	-32,851.25	-60.1%
5940-00 · Research & Planning Membership	0.00	3,000.00	-3,000.00	-100.0%
5941-00 · Research & Planning	5,000.00	2,266.25	2,733.75	120.6%
6020-00 · Programs				
6016-00 · Special Event Partnership	0.00	14,500.00	-14,500.00	-100.0%
6018-00 · Business Assoc. Grants	0.00	10,000.00	-10,000.00	-100.0%
Total 6020-00 · Programs	0.00	24,500.00	-24,500.00	-100.0%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,277.57	109,771.83	-75,494.26	-68.8%
6421-04 · Broken Arrow Skyrace	20,000.00	0.00	20,000.00	100.0%
6421-06 · Spartan	254,000.00	254,000.00	0.00	0.0%
6421-08 · Tough Mudder	8,000.00	0.00	8,000.00	100.0%
6421-09 · Wanderlust	0.00	4,042.80	-4,042.80	-100.0%
6421-10 · WinterWonderGrass - Tahoe	47.47	15,000.00	-14,952.53	-99.7%
6421-14 · Tahoe Trail 100	0.00	5,000.00	-5,000.00	-100.0%
Total 6420-01 · Sponsorships	316,325.04	387,814.63	-71,489.59	-18.4%
6421-00 · New Event Development	0.00	1,064.13	-1,064.13	-100.0%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0.00	73.77	-73.77	-100.0%
Total 6422-00 · Event Media	0.00	73.77	-73.77	-100.0%
6424-00 · Event Operation Expenses	2,514.28	0.00	2,514.28	100.0%
Total 6420-00 · Events	318,839.32	388,952.53	-70,113.21	-18.0%
6423-00 · Membership Activities				
6435-00 · Shop Local Event	0.00	50.95	-50.95	-100.0%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,469.45	2,716.40	753.05	27.7%
6437-00 · Tuesday Morning Breakfast Club	1,632.00	1,809.00	-177.00	-9.8%
6441-00 · Membership - Miscellaneous Exp	59.65	0.00	59.65	100.0%
6442-00 · Public Relations/Website	6,551.22	1,398.45	5,152.77	368.5%
6444-00 · Trades	0.00	835.00	-835.00	-100.0%
6423-00 · Membership Activities - Other	1,787.64	16.55	1,771.09	10,701.5%
Total 6423-00 · Membership Activities	13,499.96	6,826.35	6,673.61	97.8%
6490-00 · Classified Ads	0.00	50.00	-50.00	-100.0%
6701-00 · Market Study Reports/Research	0.00	807.50	-807.50	-100.0%
6730-00 · Marketing Cooperative/Media	608,263.00	471,606.00	136,657.00	29.0%
6742-00 · Non-NLT Co-Op Marketing Program	13,759.10	9,476.88	4,282.22	45.2%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	6,681.69	770.65	5,911.04	767.0%
6743-03 · Touch Lake Tahoe	0.00	7,602.50	-7,602.50	-100.0%
6743-05 · Peak Your Adventure	1,450.00	0.00	1,450.00	100.0%

North Lake Tahoe Resort Association Profit & Loss

July through November 2018

Accrual Basis

	Jul - Nov 18	Jul - Nov 17	\$ Change	% Change
Total 6743-00 · BACC Marketing Programs	8,131.69	8,373.15	-241.46	-2.9%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	758.60	519.12	239.48	46.1%
52500 · Purchase Discounts	-40.22	-620.80	580.58	93.5%
59900 · POS Inventory Adjustments	31.61	472.25	-440.64	-93.3%
8100-00 · Cost of Goods Sold - Other	31,347.77	24,940.73	6,407.04	25.7%
Total 8100-00 · Cost of Goods Sold	32,097.76	25,311.30	6,786.46	26.8%
8200-00 · Associate Relations	903.44	484.24	419.20	86.6%
8300-00 · Board Functions	4,779.63	5,730.43	-950.80	-16.6%
8500-00 · Credit Card Fees	3,055.69	2,752.73	302.96	11.0%
8700-00 · Automobile Expenses	2,397.14	1,891.28	505.86	26.8%
8750-00 · Meals/Meetings	1,210.66	1,203.24	7.42	0.6%
8810-00 · Dues & Subscriptions	2,756.75	3,875.40	-1,118.65	-28.9%
8910-00 · Travel	0.00	943.55	-943.55	-100.0%
8920-00 · Bad Debt	4,286.72	8,096.00	-3,809.28	-47.1%
Total Expense	1,704,357.32	1,683,522.64	20,834.68	1.2%
Net Ordinary Income	72,023.52	208,556.10	-136,532.58	-65.5%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	115.80	115.58	0.22	0.2%
Total Other Income	115.80	115.58	0.22	0.2%
Net Other Income	115.80	115.58	0.22	0.2%
Net Income	72,139.32	208,671.68	-136,532.36	-65.4%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Nov 18	Budget	\$ Over Budget	Jul - Nov 18	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	280,072	280,127	(55)	1,609,948	1,653,714	(43,766)	3,793,727
4200-00 · Membership Dues	11,322	10,600	722	55,366	53,000	2,366	128,000
4205-00 · Conference Dues	596	825	(229)	4,262	4,125	137	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	464	208	256	527	1,044	(517)	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	0	0	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	1,045	580	465	2,702	2,900	(198)	6,960
Total 4251-00 · Tues AM Breakfast Club	1,045	580	465	2,702	3,950	(1,248)	10,010
4250-00 · Revenues-Membership Activities - Other	2,335	0	2,335	3,395	0	3,395	0
Total 4250-00 · Revenues-Membership Activities	3,844	788	3,056	9,246	8,994	252	70,510
4252-00 · Sponsorships	600	0	600	600	0	600	0
4253-00 · Revenue- Other	0			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	201	1,667	(1,466)	8,618	8,331	287	20,000
4600-00 · Commissions - Other	5,413	2,500	2,913	27,370	12,500	14,870	30,000
Total 4600-00 · Commissions	5,614	4,167	1,447	35,988	20,831	15,157	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	48	500	(452)	2,344	6,000	(3,656)	9,500
46000 · Merchandise Sales - Other	7,587	3,500	4,087	58,621	43,500	15,121	95,000
Total 46000 · Merchandise Sales	7,635	4,000	3,635	60,965	49,500	11,465	104,500
Total Income	309,683	300,507	9,176	1,776,381	1,790,164	(13,783)	4,156,637
Gross Profit	309,683	300,507	9,176	1,776,381	1,790,164	(13,783)	4,156,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	2,367	633	1,734	12,032	3,169	8,863	7,600
5020-00 · P/R - Tax Expense	5,397	6,960	(1,563)	31,627	37,306	(5,679)	86,761
5030-00 · P/R - Health Insurance Expense	12,034	11,058	976	49,958	55,284	(5,326)	132,690
5040-00 · P/R - Workmans Comp	0	956	(956)	3,285	5,081	(1,797)	11,845
5060-00 · 401 (k)	3,179	3,539	(360)	16,969	18,159	(1,190)	43,048
5070-00 · Other Benefits and Expenses	197	586	(389)	1,546	2,927	(1,381)	7,029
5000-00 · Salaries & Wages - Other	87,634	87,783	(149)	433,173	450,637	(17,464)	1,068,067
Total 5000-00 · Salaries & Wages	110,808	111,515	(707)	548,590	572,563	(23,974)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	989	1,028	(39)	4,979	4,745	234	12,191
5140-00 · Repairs & Maintenance	881	3,902	(3,021)	926	19,507	(18,581)	46,850
5150-00 · Office - Cleaning	550	800	(250)	2,865	4,321	(1,456)	10,444
5100-00 · Rent - Other	12,614	12,957	(343)	63,826	64,769	(943)	155,468
Total 5100-00 · Rent	15,033	18,687	(3,654)	72,596	93,342	(20,746)	224,953
5310-00 · Telephone							
5320-00 · Telephone	2,894	2,129	765	14,972	10,645	4,327	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	2,308	(2,308)	5,535
Total 5310-00 · Telephone	2,894	2,590	304	14,997	12,953	2,044	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	54	0	54	0
5420-00 · Mail - USPS - Other	774	325	449	1,315	1,928	(613)	5,203
Total 5420-00 · Mail - USPS	774	325	449	1,368	1,928	(560)	5,203
5510-00 · Insurance/Bonding	681	485	196	2,677	2,743	(66)	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	575	2,625	(2,050)	3,204	4,925	(1,721)	7,600
5520-00 · Supplies - Other	760	1,650	(890)	5,148	8,943	(3,795)	21,493
Total 5520-00 · Supplies	1,336	4,275	(2,939)	8,352	13,868	(5,516)	29,093
5610-00 · Depreciation	149	177	(28)	745	890	(145)	2,129
5700-00 · Equipment Support & Maintenance	10	1,116	(1,106)	650	5,588	(4,938)	13,412
5710-00 · Taxes, Licenses & Fees	864	1,050	(186)	4,156	5,451	(1,295)	12,951
5740-00 · Equipment Rental/Leasing	22	1,478	(1,456)	5,234	7,380	(2,146)	17,726
5800-00 · Training Seminars	669	1,817	(1,148)	2,278	7,331	(5,053)	16,450
5850-00 · Artist of Month - Commissions	1,396	458	938	1,894	2,294	(400)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	840	3,750	(2,910)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,916	(1,916)	0	11,459	(11,459)	26,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Nov 18	Budget	\$ Over Budget	Jul - Nov 18	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	0	2,666	(2,666)	21,840	40,209	(18,369)	60,000
5941-00 · Research & Planning	0	0	0	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	3,880	0	3,880	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	20,000	0	20,000	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	(4,000)	0	(4,000)	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
Total 6420-01 · Sponsorships	19,880	0	19,880	316,325	291,875	24,450	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	13,750	(13,750)	58,000
6424-00 · Event Operation Expenses	293	667	(374)	2,514	3,333	(819)	8,000
Total 6420-00 · Events	20,173	3,417	16,756	318,839	308,958	9,881	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	275	0	275	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	0	650	(650)	1,632	2,600	(968)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	0	0
6442-00 · Public Relations/Website	2,116	344	1,772	6,551	3,220	3,331	5,628
6423-00 · Membership Activities - Other	558	0	558	1,788	0	1,788	0
Total 6423-00 · Membership Activities	2,949	994	1,955	13,500	8,320	5,180	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	608,263	608,259	4	1,459,823
6742-00 · Non-NLT Co-Op Marketing Program	9,530	4,316	5,214	13,759	21,588	(7,829)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	3,740	5,000	(1,260)	6,682	11,000	(4,318)	20,000
6743-03 · Touch Lake Tahoe	0	10,000	(10,000)	0	10,000	(10,000)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	1,000	0	1,000	1,450	0	1,450	20,000
Total 6743-00 · BACC Marketing Programs	4,740	15,000	(10,260)	8,132	21,000	(12,868)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	110	0	110	759	0	759	0
52500 · Purchase Discounts	(0)	0	(0)	(40)	0	(40)	0
59900 · POS Inventory Adjustments	0	0	0	32	0	32	0
8100-00 · Cost of Goods Sold - Other	3,883	1,838	2,045	31,348	22,836	8,512	49,875
Total 8100-00 · Cost of Goods Sold	3,993	1,838	2,155	32,098	22,836	9,262	49,875
8200-00 · Associate Relations	225	616	(391)	903	3,088	(2,185)	7,400
8300-00 · Board Functions	72	150	(78)	4,780	2,100	2,680	4,500
8500-00 · Credit Card Fees	710	310	400	3,056	2,661	395	6,658
8600-00 · Additional Opportunities	0	3,134	(3,134)	0	15,662	(15,662)	37,600
8700-00 · Automobile Expenses	573	498	75	2,397	2,677	(280)	6,183
8750-00 · Meals/Meetings	97	637	(540)	1,211	3,181	(1,970)	7,640
8810-00 · Dues & Subscriptions	584	852	(268)	2,757	4,256	(1,499)	10,220
8910-00 · Travel	0	1,800	(1,800)	0	1,900	(1,900)	6,600
8920-00 · Bad Debt	4,012	0	4,012	4,287	0	4,287	0
Total Expense	303,946	301,853	2,093	1,704,357	1,805,526	(101,169)	4,153,480
Net Ordinary Income	5,737	(1,346)	7,083	72,024	(15,362)	87,386	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	0	116	0	0	0
Total Other Income	23	0	0	116	0	0	0
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	116	0	116	0
Net Income	5,760	(1,346)	7,106	72,139	(15,362)	87,501	3,157

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

Accrual Basis

11 - Marketing

	Nov 18	Budget	\$ Over Budget	Jul - Nov 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	213,682	210,404	3,278	1,278,310	1,314,388	(36,078)	2,983,906
Total Income	213,682	210,404	3,278	1,278,310	1,314,388	(36,078)	2,983,906
Gross Profit	213,682	210,404	3,278	1,278,310	1,314,388	(36,078)	2,983,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	6,875	6,875	0	16,500
5020-00 · P/R - Tax Expense	1,622	1,877	(255)	8,248	9,541	(1,293)	22,712
5030-00 · P/R - Health Insurance Expense	4,471	4,080	391	22,734	20,400	2,334	48,960
5040-00 · P/R - Workmans Comp	0	188	(188)	547	955	(408)	2,268
5060-00 · 401 (k)	1,008	1,073	(65)	5,318	5,451	(133)	12,978
5070-00 · Other Benefits and Expenses	80	167	(87)	352	839	(487)	2,008
5000-00 · Salaries & Wages - Other	26,903	26,815	88	133,579	136,299	(2,720)	324,453
Total 5000-00 · Salaries & Wages	35,459	35,575	(116)	177,653	180,360	(2,707)	429,879
5100-00 · Rent							
5110-00 · Utilities	132	135	(3)	713	675	38	1,620
5140-00 · Repairs & Maintenance	80	1,167	(1,087)	80	5,835	(5,755)	14,033
5150-00 · Office - Cleaning	183	175	8	967	1,075	(108)	2,700
5100-00 · Rent - Other	2,050	1,984	66	10,594	9,917	677	23,805
Total 5100-00 · Rent	2,445	3,461	(1,016)	12,354	17,502	(5,148)	42,158
5310-00 · Telephone							
5320-00 · Telephone	646	670	(24)	3,343	3,350	(7)	8,040
Total 5310-00 · Telephone	646	670	(24)	3,343	3,350	(7)	8,040
5420-00 · Mail - USPS	95	0	95	190	300	(110)	900
5510-00 · Insurance/Bonding	129	169	(40)	509	845	(336)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	53	0	53	847	1,800	(953)	3,600
5520-00 · Supplies - Other	60	417	(357)	518	2,081	(1,563)	5,000
Total 5520-00 · Supplies	113	417	(304)	1,365	3,881	(2,516)	8,600
5610-00 · Depreciation	0	20	(20)	0	100	(100)	240
5700-00 · Equipment Support & Maintenance	0	290	(290)	0	1,458	(1,458)	3,500
5740-00 · Equipment Rental/Leasing	0	315	(315)	1,258	1,575	(317)	3,780
5800-00 · Training Seminars	0	0	0	609	0	609	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	625	(625)	1,500
5921-00 · Professional Fees - Other	0	416	(416)	0	2,084	(2,084)	5,000
Total 5900-00 · Professional Fees	0	541	(541)	0	2,709	(2,709)	6,500
5941-00 · Research & Planning	0	0	0	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	3,880	0	3,880	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	20,000	0	20,000	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	(4,000)	0	(4,000)	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
Total 6420-01 · Sponsorships	19,880	0	19,880	316,325	291,875	24,450	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	13,750	(13,750)	58,000
6424-00 · Event Operation Expenses	106	667	(561)	2,056	3,333	(1,277)	8,000
Total 6420-00 · Events	19,986	3,417	16,569	318,381	308,958	9,423	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	556,920	556,916	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	9,330	833	8,497	12,609	4,169	8,440	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	3,740	5,000	(1,260)	6,682	11,000	(4,318)	20,000
6743-03 · Touch Lake Tahoe	0	10,000	(10,000)	0	10,000	(10,000)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	1,000	0	1,000	1,450	0	1,450	20,000
Total 6743-00 · BACC Marketing Programs	4,740	15,000	(10,260)	8,132	21,000	(12,868)	80,000
8200-00 · Associate Relations	0	133	(133)	25	669	(644)	1,600
8500-00 · Credit Card Fees	0	0	0	45	0	45	0
8600-00 · Additional Opportunitites	0	2,667	(2,667)	0	13,331	(13,331)	32,000

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

Accrual Basis

11 - Marketing

	Nov 18	Budget	\$ Over Budget	Jul - Nov 18	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	201	125	76	689	625	64	1,500
8750-00 · Meals/Meetings	36	300	(264)	78	1,500	(1,422)	3,600
8810-00 · Dues & Subscriptions	30	292	(262)	498	1,456	(958)	3,500
8910-00 · Travel	0	1,800	(1,800)	0	1,800	(1,800)	5,500
Total Expense	184,595	177,409	7,186	1,099,657	1,135,004	(35,347)	2,582,654
Net Ordinary Income	29,087	32,995	(3,908)	178,653	179,384	(731)	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			99			
Total Other Income	23			99			
Other Expense							
8990-00 · Allocated	31,041	32,995	(1,953)	155,609	179,384	(23,775)	401,252
Total Other Expense	31,041	32,995	(1,953)	155,609	179,384	(23,775)	401,252
Net Other Income	(31,019)	(32,995)	1,976	(155,510)	(179,384)	23,874	(401,252)
Net Income	(1,932)	0	(1,932)	23,143	0	23,143	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Nov 18	Budget	\$ Over Budget	Jul - Nov 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,299	29,299	0	148,468	148,458	10	352,299
4205-00 · Conference Dues	596	825	(229)	4,262	4,125	137	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	201	1,667	(1,466)	8,618	8,331	287	20,000
4600-00 · Commissions - Other	5,413	2,500	2,913	27,370	12,500	14,870	30,000
Total 4600-00 · Commissions	5,614	4,167	1,447	35,988	20,831	15,157	50,000
Total Income	35,509	34,291	1,218	188,718	173,414	15,305	412,199
Gross Profit	35,509	34,291	1,218	188,718	173,414	15,305	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	2,367	633	1,734	12,032	3,169	8,863	7,600
5020-00 · P/R - Tax Expense	745	1,165	(420)	5,199	5,822	(623)	13,977
5030-00 · P/R - Health Insurance Expense	2,814	1,633	1,181	8,954	8,159	795	19,590
5040-00 · P/R - Workmans Comp	0	172	(172)	321	861	(540)	2,065
5060-00 · 401 (k)	425	555	(130)	3,078	2,772	306	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	210	416	(206)	1,004
5000-00 · Salaries & Wages - Other	12,204	13,236	(1,032)	61,049	66,175	(5,126)	158,827
Total 5000-00 · Salaries & Wages	18,596	17,478	1,118	90,842	87,374	3,468	209,720
5100-00 · Rent							
5110-00 · Utilities	66	70	(4)	347	350	(3)	840
5140-00 · Repairs & Maintenance	40	43	(3)	40	216	(176)	517
5150-00 · Office - Cleaning	92	102	(10)	483	509	(26)	1,223
5100-00 · Rent - Other	1,025	953	72	5,125	4,762	363	11,433
Total 5100-00 · Rent	1,223	1,168	55	5,996	5,837	159	14,013
5310-00 · Telephone							
5320-00 · Telephone	232	206	26	1,196	1,030	166	2,472
Total 5310-00 · Telephone	232	206	26	1,196	1,030	166	2,472
5420-00 · Mail - USPS	31	42	(11)	63	206	(143)	500
5510-00 · Insurance/Bonding	43	115	(72)	168	572	(404)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	152	0	152	0
5520-00 · Supplies - Other	30	52	(22)	195	254	(59)	618
Total 5520-00 · Supplies	61	52	9	347	254	93	618
5610-00 · Depreciation	0	8	(8)	0	38	(38)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	0	705	(705)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	40	(40)	96
5740-00 · Equipment Rental/Leasing	0	155	(155)	546	771	(225)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	51,343	51,343	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	125	(125)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	419	(419)	1,000
8920-00 · Bad Debt	1,467			1,467			
Total Expense	31,920	29,748	2,172	151,967	148,714	3,253	356,950
Net Ordinary Income	3,588	4,543	(955)	36,751	24,700	12,052	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,274	4,543	(269)	21,426	24,700	(3,274)	55,249
Total Other Expense	4,274	4,543	(269)	21,426	24,700	(3,274)	55,249
Net Other Income	(4,274)	(4,543)	269	(21,426)	(24,700)	3,274	(55,249)
Net Income	(686)	0	(686)	15,325	0	15,325	0

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

42 - Visitor Center

Accrual Basis

	Nov 18	Budget	\$ Over Budget	Jul - Nov 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	36,369	39,702	(3,333)	179,570	187,219	(7,650)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	48	500	(452)	2,344	6,000	(3,656)	9,500
46000 · Merchandise Sales - Other	7,587	3,500	4,087	58,621	43,500	15,121	95,000
Total 46000 · Merchandise Sales	7,635	4,000	3,635	60,965	49,500	11,465	104,500
Total Income	44,004	43,702	302	240,535	236,719	3,815	553,344
Gross Profit	44,004	43,702	302	240,535	236,719	3,815	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	958	1,208	(250)	6,724	8,391	(1,667)	17,550
5030-00 · P/R - Health Insurance Expense	1,057	1,806	(749)	6,516	9,030	(2,514)	21,672
5040-00 · P/R - Workmans Comp	0	403	(403)	1,312	2,297	(985)	5,193
5060-00 · 401 (k)	509	537	(28)	2,883	3,065	(182)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	469	511	(42)	1,225
5000-00 · Salaries & Wages - Other	12,890	13,425	(535)	74,345	76,628	(2,283)	173,103
Total 5000-00 · Salaries & Wages	15,461	17,481	(2,020)	92,250	99,922	(7,672)	225,667
5100-00 · Rent							
5110-00 · Utilities	626	650	(24)	2,976	2,850	126	7,650
5140-00 · Repairs & Maintenance	260	2,292	(2,032)	305	11,456	(11,151)	27,500
5150-00 · Office - Cleaning	46	237	(191)	242	1,188	(946)	2,847
5100-00 · Rent - Other	6,663	7,025	(363)	33,313	35,122	(1,810)	84,297
Total 5100-00 · Rent	7,595	10,204	(2,609)	36,836	50,616	(13,780)	122,294
5310-00 · Telephone							
5320-00 · Telephone	779	0	779	4,083	0	4,083	0
5310-00 · Telephone - Other	0	461	(461)	0	2,308	(2,308)	5,535
Total 5310-00 · Telephone	779	461	318	4,083	2,308	1,775	5,535
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	54	0	54	0
5420-00 · Mail - USPS - Other	166	145	21	333	729	(396)	1,744
Total 5420-00 · Mail - USPS	166	145	21	387	729	(342)	1,744
5510-00 · Insurance/Bonding	227	146	81	891	731	160	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	55	125	(70)	306	625	(319)	1,500
5520-00 · Supplies - Other	517	473	44	2,607	3,064	(457)	7,375
Total 5520-00 · Supplies	572	598	(26)	2,913	3,689	(776)	8,875
5610-00 · Depreciation	118	87	31	590	440	150	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	0	1,500	(1,500)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	22	429	(407)	1,189	2,147	(958)	5,150
5800-00 · Training Seminars	0	1,400	(1,400)	0	3,550	(3,550)	5,000
5850-00 · Artist of Month - Commissions	1,396	458	938	1,894	2,294	(400)	5,500
6742-00 · Non-NLT Co-Op Marketing Program	200	3,483	(3,283)	1,150	17,419	(16,269)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	110	0	110	759	0	759	0
52500 · Purchase Discounts	0	0	0	(40)	0	(40)	0
59900 · POS Inventory Adjustments	0	0	0	32	0	32	0
8100-00 · Cost of Goods Sold - Other	3,933	1,838	2,095	30,640	22,836	7,804	49,875
Total 8100-00 · Cost of Goods Sold	4,043	1,838	2,205	31,390	22,836	8,554	49,875
8200-00 · Associate Relations	0	58	(58)	0	294	(294)	700
8500-00 · Credit Card Fees	252	140	112	1,682	1,731	(49)	3,658
8700-00 · Automobile Expenses	116	45	71	396	415	(19)	750
8750-00 · Meals/Meetings	0	67	(67)	73	331	(258)	800
8810-00 · Dues & Subscriptions	0	167	(167)	0	831	(831)	2,000
8910-00 · Travel	0	0	0	0	100	(100)	1,100
Total Expense	30,948	37,507	(6,559)	175,725	212,038	(36,313)	487,005
Net Ordinary Income	13,057	6,195	6,862	64,809	24,681	40,128	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,828	6,195	(367)	29,217	33,681	(4,464)	75,339
Total Other Expense	5,828	6,195	(367)	29,217	33,681	(4,464)	75,339
Net Other Income	(5,828)	(6,195)	367	(29,217)	(33,681)	4,464	(75,339)
Net Income	7,228	0	7,228	35,592	(9,000)	44,592	(9,000)

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

Accrual Basis

51 - TMPI

	Nov 18	Budget	\$ Over Bu...	Jul - Nov 18	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	722	722	0	3,600	3,649	(49)	8,677
Total Income	722	722	0	3,600	3,649	(49)	8,677
Gross Profit	722	722	0	3,600	3,649	(49)	8,677
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	167	(319)	401
5030-00 · P/R - Health Insurance Expense	6	4	2	34	18	16	42
5040-00 · P/R - Workmans Comp	0	4	(4)	41	20	21	48
5060-00 · 401 (k)	21	23	(2)	150	113	37	272
5070-00 · Other Benefits and Expenses	0	0	0	1	0	1	0
5000-00 · Salaries & Wages - Other	641	567	74	3,599	2,833	766	6,798
Total 5000-00 · Salaries & Wages	668	630	38	3,673	3,150	523	7,561
5100-00 · Rent							
5110-00 · Utilities	5			29			
5140-00 · Repairs & Maintenance	3			3			
5150-00 · Office - Cleaning	6			34			
5100-00 · Rent - Other	72	0	72	359	0	359	0
Total 5100-00 · Rent	86	0	86	424	0	424	0
5310-00 · Telephone							
5320-00 · Telephone	42			223			
Total 5310-00 · Telephone	42	0	42	223	0	223	0
5420-00 · Mail - USPS	9	0	9	19	0	19	0
5510-00 · Insurance/Bonding	13	0	13	51	0	51	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12			59			
5520-00 · Supplies - Other	2	0	2	14	0	14	0
Total 5520-00 · Supplies	14	0	14	73	0	73	0
5740-00 · Equipment Rental/Leasing	0	0	0	150	0	150	0
8700-00 · Automobile Expenses	3	0	3	17	0	17	0
8750-00 · Meals/Meetings	1	0	1	2	0	2	0
Total Expense	835	630	205	4,632	3,150	1,481	7,561
Net Ordinary Income	(114)	92	(205)	(1,031)	499	(1,530)	1,116
Other Income/Expense							
Other Expense							
8990-00 · Allocated	86	92	(5)	433	499	(66)	1,116
Total Other Expense	86	92	(5)	433	499	(66)	1,116
Net Other Income	(86)	(92)	5	(433)	(499)	66	(1,116)
Net Income	<u>(200)</u>	<u>0</u>	<u>(200)</u>	<u>(1,464)</u>	<u>0</u>	<u>(1,464)</u>	<u>0</u>

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

Accrual Basis

60 - Membership

	Nov 18	Budget	\$ Over Budget	Jul - Nov 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	11,322	10,600	722	55,366	53,000	2,366	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	464	208	256	527	1,044	(517)	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	0	0	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	1,045	580	465	2,702	2,900	(198)	6,960
Total 4251-00 · Tues AM Breakfast Club	1,045	580	465	2,702	3,950	(1,248)	10,010
4250-00 · Revenues-Membership Activities - Other	2,335	0	2,335	3,395	0	3,395	0
Total 4250-00 · Revenues-Membership Activities	3,844	788	3,056	9,246	8,994	252	70,510
4252-00 · Sponsorships	600	0	600	600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	0	0
Total Income	15,766	11,388	4,378	65,218	61,994	3,224	198,510
Gross Profit	15,766	11,388	4,378	65,218	61,994	3,224	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(6,875)	(6,875)	0	(16,500)
5020-00 · P/R - Tax Expense	373	547	(174)	1,989	2,737	(748)	6,566
5030-00 · P/R - Health Insurance Expense	514	888	(374)	4,434	4,440	(6)	10,656
5040-00 · P/R - Workmans Comp	0	7	(7)	187	38	149	87
5060-00 · 401 (k)	211	262	(51)	1,119	1,311	(192)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	31	330	(299)	792
5000-00 · Salaries & Wages - Other	6,053	6,553	(500)	30,460	32,765	(2,305)	78,636
Total 5000-00 · Salaries & Wages	5,785	6,948	(1,163)	31,345	34,746	(3,401)	83,382
5100-00 · Rent							
5110-00 · Utilities	18	50	(32)	111	255	(144)	605
5140-00 · Repairs & Maintenance	11	25	(14)	11	125	(114)	300
5150-00 · Office - Cleaning	25	78	(53)	133	508	(375)	1,177
5100-00 · Rent - Other	282	819	(537)	1,754	4,093	(2,339)	9,826
Total 5100-00 · Rent	336	972	(636)	2,009	4,981	(2,972)	11,908
5310-00 · Telephone							
5320-00 · Telephone	184	253	(69)	971	1,265	(294)	3,036
Total 5310-00 · Telephone	184	253	(69)	971	1,265	(294)	3,036
5420-00 · Mail - USPS	36	50	(14)	71	250	(179)	1,000
5510-00 · Insurance/Bonding	48	55	(7)	190	390	(200)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	118	500	(382)	492	500	(8)	500
5520-00 · Supplies - Other	8	83	(75)	98	419	(321)	1,000
Total 5520-00 · Supplies	126	583	(457)	590	919	(329)	1,500
5610-00 · Depreciation	0	8	(8)	0	40	(40)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	280	(280)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	50	(50)	200
5740-00 · Equipment Rental/Leasing	0	250	(250)	740	1,240	(500)	2,990
5800-00 · Training Seminars	20	0	20	895	1,700	(805)	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	375	(375)	1,500
Total 5900-00 · Professional Fees	0	0	0	0	375	(375)	1,500
6420-00 · Events							
6422-00 · Event Media	0	0	0	(300)	0	0	0
6424-00 · Event Operation Expenses	187	0	187	458	0	0	0
Total 6420-00 · Events	187	0	187	158	0	0	0
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	275	0	275	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	0	650	(650)	1,632	2,600	(968)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	0	0
6442-00 · Public Relations/Website	2,116	344	1,772	6,551	3,220	3,331	5,628
6423-00 · Membership Activities - Other	558	0	558	1,788	0	1,788	0
Total 6423-00 · Membership Activities	2,949	994	1,955	13,500	8,320	5,180	45,278
8100-00 · Cost of Goods Sold	(50)	0	(50)	707	0	0	0
8200-00 · Associate Relations	0	67	(67)	0	331	(331)	800

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

Accrual Basis

60 - Membership

	Nov 18	Budget	\$ Over Budget	Jul - Nov 18	YTD Budget	\$ Over Budget	Annual Budget
8500-00 · Credit Card Fees	193	170	23	1,019	930	89	3,000
8700-00 · Automobile Expenses	69	78	(9)	214	387	(173)	933
8750-00 · Meals/Meetings	47	150	(103)	242	750	(508)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	175	355	420
8920-00 · Bad Debt	2,545	0	2,545	2,820	0	2,820	0
Total Expense	12,474	10,669	1,805	56,002	57,129	(1,127)	161,240
Net Ordinary Income	3,292	719	2,573	9,216	4,865	4,351	37,270
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,943	2,065	(122)	9,739	11,227	(1,488)	25,113
Total Other Expense	1,943	2,065	(122)	9,739	11,227	(1,488)	25,113
Net Other Income	(1,943)	(2,065)	122	(9,739)	(11,227)	1,488	(25,113)
Net Income	1,349	(1,346)	2,695	(523)	(6,362)	5,839	12,157

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

70 - Administration

Accrual Basis

	Nov 18	Budget	\$ Over Budget	Jul - Nov 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,698	2,130	(431)	9,618	10,648	(1,030)	25,555
5030-00 · P/R - Health Insurance Expense	3,172	2,648	524	7,430	13,238	(5,808)	31,770
5040-00 · P/R - Workmans Comp	0	182	(182)	876	910	(34)	2,184
5060-00 · 401 (k)	1,005	1,089	(84)	4,421	5,447	(1,026)	13,072
5070-00 · Other Benefits and Expenses	21	167	(146)	482	831	(349)	2,000
5000-00 · Salaries & Wages - Other	28,943	27,188	1,755	130,142	135,938	(5,796)	326,250
Total 5000-00 · Salaries & Wages	34,839	33,403	1,436	152,969	167,011	(14,042)	400,831
5100-00 · Rent							
5110-00 · Utilities	142	123	19	803	615	188	1,476
5140-00 · Repairs & Maintenance	486	375	111	486	1,875	(1,389)	4,500
5150-00 · Office - Cleaning	198	208	(10)	1,007	1,041	(34)	2,497
5100-00 · Rent - Other	2,523	2,176	347	12,681	10,875	1,806	26,107
Total 5100-00 · Rent	3,349	2,882	467	14,977	14,406	571	34,580
5310-00 · Telephone							
5320-00 · Telephone	1,011	1,000	11	5,155	5,000	155	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	1,011	1,000	11	5,180	5,000	180	12,000
5420-00 · Mail - USPS	436	88	348	639	443	196	1,059
5510-00 · Insurance/Bonding	221	0	221	868	205	663	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	307	2,000	(1,693)	1,348	2,000	(652)	2,000
5520-00 · Supplies - Other	142	625	(483)	1,716	3,125	(1,409)	7,500
Total 5520-00 · Supplies	450	2,625	(2,176)	3,063	5,125	(2,062)	9,500
5610-00 · Depreciation	31	54	(23)	156	272	(116)	650
5700-00 · Equipment Support & Maintenance	10	330	(320)	650	1,645	(995)	3,955
5710-00 · Taxes, Licenses & Fees	864	1,042	(178)	4,156	5,206	(1,050)	12,500
5740-00 · Equipment Rental/Leasing	0	329	(329)	1,351	1,647	(296)	3,950
5800-00 · Training Seminars	649	417	232	774	2,081	(1,307)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	840	3,125	(2,285)	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	9,000	(9,000)	19,500
Total 5900-00 · Professional Fees	0	2,125	(2,125)	21,840	37,125	(15,285)	52,000
6420-00 · Events							
6422-00 · Event Media	0			300			
Total 6420-00 · Events	0			300			
8200-00 · Associate Relations	225	333	(108)	878	1,669	(791)	4,000
8300-00 · Board Functions	72	150	(78)	4,780	2,100	2,680	4,500
8500-00 · Credit Card Fees	265	0	265	310	0	310	0
8600-00 · Additional Opportunites	0	467	(467)	0	2,331	(2,331)	5,600
8700-00 · Automobile Expenses	184	250	(66)	1,081	1,250	(169)	3,000
8750-00 · Meals/Meetings	14	120	(107)	816	600	216	1,440
8810-00 · Dues & Subscriptions	554	275	279	1,729	1,375	354	3,300
Total Expense	43,173	45,890	(2,717)	216,518	249,491	(32,973)	558,070
Net Ordinary Income	(43,173)	(45,890)	2,717	(216,518)	(249,491)	32,973	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(43,173)	(45,890)	2,717	(216,424)	(249,491)	33,067	(558,070)
Total Other Expense	(43,173)	(45,890)	2,717	(216,424)	(249,491)	33,067	(558,070)
Net Other Income	43,173	45,890	(2,717)	216,441	249,491	(33,050)	558,070
Net Income	0	0	0	(77)	0	(77)	0