

# **North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period

Ending

October 31, 2019

# North Lake Tahoe Resort Association

## Balance Sheet

As of October 31, 2019

Accrual Basis

	Oct 31, 19	Oct 31, 18	\$ Change	% Change	Jun 30, 19
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	314	409	(95)	(23%)	116
1003-00 · Cash - Operations BOTW #6712	393,450	516,091	(122,641)	(24%)	332,281
1007-00 · Cash - Payroll BOTW #7421	4,158	16,618	(12,460)	(75%)	11,572
1008-00 · Marketing Reserve - Plumas	50,269	50,194	75	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,718	100,517	201	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	213,434	141,856	71,578	50%	138,243
10950 · Cash in Drawer	179	1,584	(1,405)	(89%)	1,678
<b>Total Checking/Savings</b>	<b>792,104</b>	<b>856,851</b>	<b>(64,747)</b>	<b>(8%)</b>	<b>664,366</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	25,028	21,236	3,792	18%	24,817
1290-00 · A/R - TOT	265,787	263,254	2,533	1%	57,504
<b>Total Accounts Receivable</b>	<b>290,815</b>	<b>284,490</b>	<b>6,325</b>	<b>2%</b>	<b>82,321</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	0	5,945	(5,945)	(100%)	10
12000 · Undeposited Funds	0	75	(75)	(100%)	
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	13,385	14,810	(1,425)	(10%)	2,720
1201-03 · Member AR - Other	1,295	0	1,295	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	1,210	(1,210)	(100%)	0
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>14,680</b>	<b>16,020</b>	<b>(1,340)</b>	<b>(8%)</b>	<b>6,465</b>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,775)	0	0%	(1,587)
<b>12100 · Inventory Asset</b>					
25300 · Gift Cards Outstanding	18	0	18	100%	15
12100 · Inventory Asset - Other	21,906	24,561	(2,655)	(11%)	22,015
<b>Total 12100 · Inventory Asset</b>	<b>21,924</b>	<b>24,561</b>	<b>(2,637)</b>	<b>(11%)</b>	<b>22,030</b>
1299 · Receivable from NLTMC	8,371	22,632	(14,261)	(63%)	15,703
1490-00 · Security Deposits	1,250	1,250	0	0%	1,250
<b>Total Other Current Assets</b>	<b>43,450</b>	<b>67,708</b>	<b>(24,258)</b>	<b>(36%)</b>	<b>43,871</b>
<b>Total Current Assets</b>	<b>1,126,369</b>	<b>1,209,049</b>	<b>(82,680)</b>	<b>(7%)</b>	<b>790,558</b>
<b>Fixed Assets</b>					
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	(19,557)	(19,076)	(481)	(3%)	(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)
<b>Total Fixed Assets</b>	<b>937</b>	<b>2,445</b>	<b>(1,508)</b>	<b>(62%)</b>	<b>1,409</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	14,682	17,211	(2,529)	(15%)	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100

# North Lake Tahoe Resort Association

## Balance Sheet

As of October 31, 2019

Accrual Basis

	Oct 31, 19	Oct 31, 18	\$ Change	% Change	Jun 30, 19
1400-00 · Prepaid Expenses - Other	4,394	15,586	(11,192)	(72%)	3,964
<b>Total 1400-00 · Prepaid Expenses</b>	<b>19,176</b>	<b>33,797</b>	<b>(14,621)</b>	<b>(43%)</b>	<b>18,376</b>
<b>Total Other Assets</b>	<b>19,176</b>	<b>33,797</b>	<b>(14,621)</b>	<b>(43%)</b>	<b>18,376</b>
<b>TOTAL ASSETS</b>	<b><u>1,146,482</u></b>	<b><u>1,245,291</u></b>	<b><u>(98,809)</u></b>	<b><u>(8%)</u></b>	<b><u>810,343</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	52,648	33,666	18,982	56%	73,556
<b>Total Accounts Payable</b>	<b>52,648</b>	<b>33,666</b>	<b>18,982</b>	<b>56%</b>	<b>73,556</b>
<b>Credit Cards</b>					
<b>2080-00 · Bank of the West - Master Cards</b>					
2080-15 MC_2339 Liz	0	280	(280)	(100%)	0
2080-16 MC_2321 Bonnie	0	11	(11)	(100%)	0
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	0
2080-10 · MC_9495_AI	0	345	(345)	(100%)	0
2080-11 · MC_3978_Amber	0	451	(451)	(100%)	0
2080-13 · MC_6903_Cindy	0	1,528	(1,528)	(100%)	0
2080-14 · MC_6193_Daphne	0	556	(556)	(100%)	0
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<b>0</b>	<b>3,186</b>	<b>(3,186)</b>	<b>(100%)</b>	<b>0</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>3,186</b>	<b>(3,186)</b>	<b>(100%)</b>	<b>0</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	16,560	16,655	(95)	(1%)	20,922
2101-00 · Incentive Payable	19,269	20,105	(836)	(4%)	58,630
2102-00 · Commissions Payable	15,855	1,330	14,525	1,092%	7,132
2120-00 · Empl. Federal Tax Payable	7,460	8,090	(630)	(8%)	9,775
2175-00 · 401 (k) Plan	3,355	3,727	(372)	(10%)	4,369
2180-00 · Estimated PTO Liability	52,993	49,004	3,989	8%	52,993
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>115,492</b>	<b>98,911</b>	<b>16,581</b>	<b>17%</b>	<b>153,821</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	0	26	(26)	(100%)	827
25500 · *Sales Tax Payable	643	687	(44)	(6%)	2,307
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>643</b>	<b>713</b>	<b>(70)</b>	<b>(10%)</b>	<b>3,134</b>
2250-00 · Accrued Expenses	15,201	3,526	11,675	331%	59,690
2400-42 · Marketing Co-op	0	230	(230)	(100%)	0
2400-60 · Deferred Revenue- Member Dues	38,219	41,283	(3,064)	(7%)	57,969
2500-00 · Deferred Revenue - TMBC	840	793	47	6%	840
2651-00 · Deferred Rev - Conference	0	6,233	(6,233)	(100%)	0
26900 · Unbilled Purchases	0	50	(50)	(100%)	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	0	4,067	(4,067)	(100%)	0
2900-00 · Due To/From County of Placer	19,871	221,592	(201,721)	(91%)	19,871
<b>Total Other Current Liabilities</b>	<b>540,571</b>	<b>727,703</b>	<b>(187,132)</b>	<b>(26%)</b>	<b>295,325</b>
<b>Total Current Liabilities</b>	<b><u>593,219</u></b>	<b><u>764,555</u></b>	<b><u>(171,336)</u></b>	<b><u>(22%)</u></b>	<b><u>368,881</u></b>
<b>Total Liabilities</b>	<b>593,219</b>	<b>764,555</b>	<b>(171,336)</b>	<b>(22%)</b>	<b>368,881</b>
<b>Equity</b>					

North Lake Tahoe Resort Association

**Balance Sheet**

As of October 31, 2019

Accrual Basis

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
<b>32000 · Unrestricted Net Assets</b>	(17,007)	(11,669)	(5,338)	(46%)	(11,669)
<b>3300-11 · Designated Marketing Reserve</b>	308,202	275,755	32,447	12%	308,202
<b>3301 · Cash Flow Reserve</b>	100,248	100,248	0	0%	100,248
<b>3302 · Marketing Cash Reserve</b>	50,018	50,018	0	0%	50,018
<b>Net Income</b>	111,801	66,380	45,421	68%	(5,338)
<b>Total Equity</b>	553,262	480,732	72,530	15%	441,461
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>1,146,481</b></u>	<u><b>1,245,287</b></u>	<u><b>(98,806)</b></u>	<u><b>(8%)</b></u>	<u><b>810,342</b></u>

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

Accrual Basis

July through October 2019

	Jul - Oct 19	Jul - Oct 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	1,279,413	1,329,875	-50,463	-4%
4200-00 · Membership Dues Revenue	44,885	44,044	841	2%
4205-00 · Conference Dues	0	3,667	-3,667	-100%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	0	63	-63	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
4251-00 · Tues AM Breakfast Club	1,430	1,656	-226	-14%
4250-00 · Revenues-Membership Activities - Other	2,646	1,060	1,586	150%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>4,076</b>	<b>5,401</b>	<b>-1,325</b>	<b>-25%</b>
4253-00 · Revenue- Other	0	6	-6	-100%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,563	8,417	-1,854	-22%
4600-00 · Commissions - Other	23,971	21,957	2,014	9%
<b>Total 4600-00 · Commissions</b>	<b>30,534</b>	<b>30,374</b>	<b>160</b>	<b>1%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	195	2,296	-2,101	-92%
46000 · Merchandise Sales - Other	47,854	51,034	-3,179	-6%
<b>Total 46000 · Merchandise Sales</b>	<b>48,049</b>	<b>53,330</b>	<b>-5,281</b>	<b>-10%</b>
<b>Total Income</b>	<b>1,406,957</b>	<b>1,466,698</b>	<b>-59,741</b>	<b>-4%</b>
<b>Gross Profit</b>	<b>1,406,957</b>	<b>1,466,698</b>	<b>-59,741</b>	<b>-4%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	10,814	9,665	1,149	12%
5020-00 · P/R - Tax Expense	26,090	26,230	-140	-1%
5030-00 · P/R - Health Insurance Expense	43,746	37,924	5,822	15%
5040-00 · P/R - Workmans Comp	3,551	3,285	266	8%
5060-00 · 401 (k)	12,754	13,790	-1,036	-8%
5070-00 · Other Benefits and Expenses	1,114	1,349	-234	-17%
5000-00 · Salaries & Wages - Other	296,128	345,539	-49,412	-14%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>394,196</b>	<b>437,782</b>	<b>-43,586</b>	<b>-10%</b>
5100-00 · Rent				
5110-00 · Utilities	3,301	3,990	-690	-17%
5140-00 · Repairs & Maintenance	716	45	671	1,493%
5150-00 · Office - Cleaning	3,225	2,315	910	39%
5100-00 · Rent - Other	52,232	51,212	1,020	2%
<b>Total 5100-00 · Rent</b>	<b>59,474</b>	<b>57,562</b>	<b>1,912</b>	<b>3%</b>
5310-00 · Telephone				
5320-00 · Telephone	7,594	12,077	-4,483	-37%
5350-00 · Internet	0	25	-25	-100%
<b>Total 5310-00 · Telephone</b>	<b>7,594</b>	<b>12,102</b>	<b>-4,508</b>	<b>-37%</b>
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	54	-54	-100%
5420-00 · Mail - USPS - Other	443	541	-98	-18%
<b>Total 5420-00 · Mail - USPS</b>	<b>443</b>	<b>594</b>	<b>-151</b>	<b>-26%</b>
5510-00 · Insurance/Bonding	5,206	1,996	3,210	161%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	140	2,629	-2,489	-95%
5520-00 · Supplies - Other	6,739	4,387	2,352	54%
<b>Total 5520-00 · Supplies</b>	<b>6,879</b>	<b>7,016</b>	<b>-137</b>	<b>-2%</b>
5610-00 · Depreciation	472	596	-124	-21%
5700-00 · Equipment Support & Maintenance	71	640	-569	-89%
5710-00 · Taxes, Licenses & Fees	3,719	3,291	428	13%
5740-00 · Equipment Rental/Leasing	11,285	5,212	6,073	117%
5800-00 · Training Seminars	738	1,609	-871	-54%
5850-00 · Artist of Month - Commissions	1,175	499	677	136%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	800	840	-40	-5%
5920-00 · Professional Fees - Accountant	18,350	21,000	-2,650	-13%

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

Accrual Basis

July through October 2019

	Jul - Oct 19	Jul - Oct 18	\$ Change	% Change
5921-00 · Professional Fees - Other	40,399	0	40,399	100%
<b>Total 5900-00 · Professional Fees</b>	<b>59,549</b>	<b>21,840</b>	<b>37,709</b>	<b>173%</b>
5941-00 · Research & Planning	0	5,000	-5,000	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	1,250	0	1,250	100%
<b>Total 6020-00 · Programs</b>	<b>1,250</b>	<b>0</b>	<b>1,250</b>	<b>100%</b>
<b>6420-00 · Events</b>				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,668	30,398	4,271	14%
6421-06 · Spartan	254,019	258,000	-3,981	-2%
6421-08 · Tough Mudder	0	8,000	-8,000	-100%
6421-10 · WinterWonderGrass - Tahoe	0	47	-47	-100%
<b>Total 6420-01 · Sponsorships</b>	<b>288,687</b>	<b>296,445</b>	<b>-7,758</b>	<b>-3%</b>
6421-00 · New Event Development	220	0	220	100%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,411	2,222	-811	-37%
<b>Total 6420-00 · Events</b>	<b>290,318</b>	<b>298,667</b>	<b>-8,349</b>	<b>-3%</b>
<b>6423-00 · Membership Activities</b>				
6434-00 · Community Awards Dinner	570	0	570	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	318	3,194	-2,876	-90%
6437-00 · Tuesday Morning Breakfast Club	1,741	1,632	109	7%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	2,270	4,436	-2,165	-49%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,129	1,230	-101	-8%
<b>Total 6423-00 · Membership Activities</b>	<b>6,028</b>	<b>10,551</b>	<b>-4,523</b>	<b>-43%</b>
6730-00 · Marketing Cooperative/Media	398,004	486,611	-88,607	-18%
6742-00 · Non-NLT Co-Op Marketing Program	4,010	4,229	-219	-5%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Shop Local	5,450	2,941	2,509	85%
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	0	450	-450	-100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>5,450</b>	<b>3,391</b>	<b>2,059</b>	<b>61%</b>
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	558	648	-90	-14%
52500 · Purchase Discounts	-1	-40	40	99%
59900 · POS Inventory Adjustments	116	32	85	268%
8100-00 · Cost of Goods Sold - Other	24,186	27,465	-3,279	-12%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>24,860</b>	<b>28,105</b>	<b>-3,245</b>	<b>-12%</b>
8200-00 · Associate Relations	449	678	-230	-34%
8300-00 · Board Functions	4,282	4,708	-426	-9%
8500-00 · Credit Card Fees	2,430	2,345	85	4%
8700-00 · Automobile Expenses	1,266	1,824	-557	-31%
8750-00 · Meals/Meetings	753	1,114	-361	-32%
8810-00 · Dues & Subscriptions	3,304	2,173	1,131	52%
8920-00 · Bad Debt	2,043	275	1,768	643%
<b>Total Expense</b>	<b>1,295,249</b>	<b>1,400,411</b>	<b>-105,162</b>	<b>-8%</b>
<b>Net Ordinary Income</b>	<b>111,708</b>	<b>66,286</b>	<b>45,422</b>	<b>69%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	93	93	0	0%
<b>Total Other Income</b>	<b>93</b>	<b>93</b>	<b>0</b>	<b>0%</b>
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>93</b>	<b>93</b>	<b>0</b>	<b>0%</b>

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

Accrual Basis

July through October 2019

---

	Jul - Oct 19	Jul - Oct 18	\$ Change	% Change
Net Income	<u>111,801</u>	<u>66,380</u>	<u>45,422</u>	<u>68%</u>

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

Accrual Basis

11 - Marketing

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
<b>Total Income</b>	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
<b>Gross Profit</b>	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	5,500	5,500	0	16,500
5020-00 · P/R - Tax Expense	1,777	2,037	(260)	7,013	8,149	(1,137)	21,537
5030-00 · P/R - Health Insurance Expense	4,592	3,667	925	16,917	14,668	2,249	44,004
5040-00 · P/R - Workmans Comp	113	178	(65)	551	713	(162)	2,139
5060-00 · 401 (k)	779	1,019	(240)	3,386	4,075	(688)	12,224
5070-00 · Other Benefits and Expenses	127	160	(34)	367	640	(273)	1,920
5000-00 · Salaries & Wages - Other	25,440	25,467	(27)	91,278	101,868	(10,590)	305,604
<b>Total 5000-00 · Salaries &amp; Wages</b>	34,202	33,903	299	125,012	135,613	(10,601)	403,929
5100-00 · Rent							
5110-00 · Utilities	158	148	9	666	581	85	2,001
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	4,367
5150-00 · Office - Cleaning	410	183	227	1,206	783	422	2,866
5100-00 · Rent - Other	2,410	2,062	347	9,734	8,544	1,190	24,200
<b>Total 5100-00 · Rent</b>	2,977	2,394	583	11,606	9,909	1,697	33,434
5310-00 · Telephone							
5320-00 · Telephone	545	600	(55)	2,107	2,400	(293)	6,600
<b>Total 5310-00 · Telephone</b>	545	600	(55)	2,107	2,400	(293)	6,600
5420-00 · Mail - USPS	115	50	65	218	200	18	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	2,900	(2,900)	3,700
5520-00 · Supplies - Other	357	150	207	769	600	169	4,750
<b>Total 5520-00 · Supplies</b>	357	250	107	769	3,500	(2,731)	8,450
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	480	(480)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	0	0
5740-00 · Equipment Rental/Leasing	277	315	(38)	1,149	1,260	(111)	3,780
5800-00 · Training Seminars	0	350	(350)	649	609	40	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	400	(400)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	1,600	(1,600)	4,800
<b>Total 5900-00 · Professional Fees</b>	0	500	(500)	0	2,000	(2,000)	6,300
5941-00 · Research & Planning	0	1,500	(1,500)	0	6,000	(6,000)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	1,250	0	1,250	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	0	0	0	1,250	0	1,250	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	18	4,000	(3,982)	34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	4,000	(4,000)	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	0	0	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
<b>Total 6420-01 · Sponsorships</b>	18	8,000	(7,982)	288,687	292,395	(3,708)	477,695
6421-00 · New Event Development	220	2,500	(2,280)	220	10,000	(9,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,411	2,668	(1,257)	8,000
<b>Total 6420-00 · Events</b>	238	11,167	(10,929)	290,318	305,063	(14,745)	515,695
6730-00 · Marketing Cooperative/Media	71,180	71,180	0	355,697	355,697	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	986	1,410	(424)	3,210	5,910	(2,700)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	4,190	(4,190)	5,450	7,132	(1,682)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	1,000	450	550	0	450	(450)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	1,000	4,640	(3,640)	5,450	7,582	(2,132)	80,000
8200-00 · Associate Relations	48	140	(92)	127	560	(433)	1,660
8500-00 · Credit Card Fees	45	0	45	50	0	0	0
8600-00 · Additional Opportunites	0	267	(267)	0	2,091	(2,091)	26,091
8700-00 · Automobile Expenses	32	130	(98)	860	520	340	1,560
8750-00 · Meals/Meetings	90	163	(72)	218	650	(432)	1,950
8810-00 · Dues & Subscriptions	211	250	(39)	794	1,000	(206)	3,000



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

Accrual Basis

11 - Marketing

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	0	0	0	0	0	6,300
<b>Total Expense</b>	112,304	129,329	(17,025)	799,543	841,043	(41,501)	2,595,931
<b>Net Ordinary Income</b>	87,808	44,469	43,339	174,599	147,383	27,216	448,076
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 - Revenues- Interest & Investment	24			93			
<b>Total Other Income</b>	24			93			
<b>Other Expense</b>							
8990-00 - Allocated	36,255	46,831	(10,576)	114,981	151,623	(36,642)	448,076
<b>Total Other Expense</b>	36,255	46,831	(10,576)	114,981	151,623	(36,642)	448,076
<b>Net Other Income</b>	(36,232)	(46,831)	10,599	(114,887)	(151,623)	36,736	(448,076)
<b>Net Income</b>	<b>51,577</b>	<b>(2,362)</b>	<b>53,938</b>	<b>59,712</b>	<b>(4,240)</b>	<b>63,952</b>	<b>0</b>

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

Accrual Basis

**11 - Marketing**

	<u>Oct 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Oct 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
<b>Total Income</b>	<u>200,113</u>	<u>173,799</u>	<u>26,314</u>	<u>974,142</u>	<u>988,426</u>	<u>(14,284)</u>	<u>3,044,007</u>
<b>Gross Profit</b>	200,113	173,799	26,314	974,142	988,426	(14,284)	3,044,007
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	5,500	5,500	0	16,500
5020-00 · P/R - Tax Expense	1,777	2,037	(260)	7,013	8,149	(1,137)	21,537
5030-00 · P/R - Health Insurance Expense	4,592	3,667	925	16,917	14,668	2,249	44,004
5040-00 · P/R - Workmans Comp	113	178	(65)	551	713	(162)	2,139
5060-00 · 401 (k)	779	1,019	(240)	3,386	4,075	(688)	12,224
5070-00 · Other Benefits and Expenses	127	160	(34)	367	640	(273)	1,920
5000-00 · Salaries & Wages - Other	25,440	25,467	(27)	91,278	101,868	(10,590)	305,604
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>34,202</u>	<u>33,903</u>	<u>299</u>	<u>125,012</u>	<u>135,613</u>	<u>(10,601)</u>	<u>403,929</u>
5100-00 · Rent							
5110-00 · Utilities	158	148	9	666	581	85	2,001
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	4,367
5150-00 · Office - Cleaning	410	183	227	1,206	783	422	2,866
5100-00 · Rent - Other	2,410	2,062	347	9,734	8,544	1,190	24,200
<b>Total 5100-00 · Rent</b>	<u>2,977</u>	<u>2,394</u>	<u>583</u>	<u>11,606</u>	<u>9,909</u>	<u>1,697</u>	<u>33,434</u>
5310-00 · Telephone							
5320-00 · Telephone	545	600	(55)	2,107	2,400	(293)	6,600
<b>Total 5310-00 · Telephone</b>	<u>545</u>	<u>600</u>	<u>(55)</u>	<u>2,107</u>	<u>2,400</u>	<u>(293)</u>	<u>6,600</u>
5420-00 · Mail - USPS	115	50	65	218	200	18	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	2,900	(2,900)	3,700
5520-00 · Supplies - Other	357	150	207	769	600	169	4,750
<b>Total 5520-00 · Supplies</b>	<u>357</u>	<u>250</u>	<u>107</u>	<u>769</u>	<u>3,500</u>	<u>(2,731)</u>	<u>8,450</u>
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	480	(480)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	0	0
5740-00 · Equipment Rental/Leasing	277	315	(38)	1,149	1,260	(111)	3,780
5800-00 · Training Seminars	0	350	(350)	649	609	40	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	400	(400)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	1,600	(1,600)	4,800
<b>Total 5900-00 · Professional Fees</b>	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>0</u>	<u>2,000</u>	<u>(2,000)</u>	<u>6,300</u>
5941-00 · Research & Planning	0	1,500	(1,500)	0	6,000	(6,000)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	1,250	0	1,250	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,250</u>	<u>0</u>	<u>1,250</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	18	4,000	(3,982)	34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	4,000	(4,000)	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	0	0	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
<b>Total 6420-01 · Sponsorships</b>	<u>18</u>	<u>8,000</u>	<u>(7,982)</u>	<u>288,687</u>	<u>292,395</u>	<u>(3,708)</u>	<u>477,695</u>
6421-00 · New Event Development	220	2,500	(2,280)	220	10,000	(9,780)	30,000
6424-00 · Event Operation Expenses	0	667	(667)	1,411	2,668	(1,257)	8,000
<b>Total 6420-00 · Events</b>	<u>238</u>	<u>11,167</u>	<u>(10,929)</u>	<u>290,318</u>	<u>305,063</u>	<u>(14,745)</u>	<u>515,695</u>
6730-00 · Marketing Cooperative/Media	71,180	71,180	0	355,697	355,697	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	986	1,410	(424)	3,210	5,910	(2,700)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	4,190	(4,190)	5,450	7,132	(1,682)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	1,000	450	550	0	450	(450)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<u>1,000</u>	<u>4,640</u>	<u>(3,640)</u>	<u>5,450</u>	<u>7,582</u>	<u>(2,132)</u>	<u>80,000</u>
8200-00 · Associate Relations	48	140	(92)	127	560	(433)	1,660
8500-00 · Credit Card Fees	45	0	45	50	0	50	0
8600-00 · Additional Opportunites	0	267	(267)	0	2,091	(2,091)	26,091
8700-00 · Automobile Expenses	32	130	(98)	860	520	340	1,560
8750-00 · Meals/Meetings	90	163	(72)	218	650	(432)	1,950
8810-00 · Dues & Subscriptions	211	250	(39)	794	1,000	(206)	3,000

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

Accrual Basis

11 - Marketing

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	0	0	0	0	0	6,300
<b>Total Expense</b>	112,304	129,329	(17,025)	799,543	841,043	(41,501)	2,595,931
<b>Net Ordinary Income</b>	87,808	44,469	43,339	174,599	147,383	27,216	448,076
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 - Revenues- Interest & Investment	24			93			
<b>Total Other Income</b>	24			93			
<b>Other Expense</b>							
8990-00 - Allocated	50,075	46,831	3,244	128,800	151,623	(22,823)	448,076
<b>Total Other Expense</b>	50,075	46,831	3,244	128,800	151,623	(22,823)	448,076
<b>Net Other Income</b>	(50,051)	(46,831)	(3,220)	(128,707)	(151,623)	22,916	(448,076)
<b>Net Income</b>	<b>37,757</b>	<b>(2,362)</b>	<b>40,119</b>	<b>45,892</b>	<b>(4,240)</b>	<b>50,133</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	22,082	22,082	0	119,462	119,461	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	13,091	13,480	(389)	23,971	17,869	6,102	28,276
<b>Total 4600-00 · Commissions</b>	<u>13,091</u>	<u>13,480</u>	<u>(389)</u>	<u>30,534</u>	<u>17,869</u>	<u>12,666</u>	<u>28,276</u>
<b>Total Income</b>	<u>35,173</u>	<u>35,561</u>	<u>(388)</u>	<u>149,996</u>	<u>137,330</u>	<u>12,666</u>	<u>411,528</u>
<b>Gross Profit</b>	35,173	35,561	(388)	149,996	137,330	12,666	411,528
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,883	800	1,083	10,814	3,200	7,614	9,600
5020-00 · P/R - Tax Expense	348	1,064	(716)	2,942	4,255	(1,313)	12,764
5030-00 · P/R - Health Insurance Expense	3,293	1,754	1,539	10,710	7,016	3,694	21,048
5040-00 · P/R - Workmans Comp	35	88	(53)	295	350	(56)	1,051
5060-00 · 401 (k)	192	501	(308)	1,615	2,002	(387)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	320	(320)	960
5070-00 · Other Benefits and Expenses	56	0	56	202	0	202	0
5000-00 · Salaries & Wages - Other	5,146	12,514	(7,368)	39,804	50,056	(10,252)	150,168
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>10,953</u>	<u>16,800</u>	<u>(5,847)</u>	<u>66,382</u>	<u>67,199</u>	<u>(817)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	77	66	11	325	264	61	792
5140-00 · Repairs & Maintenance	0	45	(45)	0	180	(180)	540
5150-00 · Office - Cleaning	200	94	106	588	376	212	1,128
5100-00 · Rent - Other	1,130	1,025	105	4,567	4,100	467	12,300
<b>Total 5100-00 · Rent</b>	<u>1,407</u>	<u>1,230</u>	<u>177</u>	<u>5,480</u>	<u>4,920</u>	<u>560</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	240	300	(60)	1,100	1,200	(100)	3,600
<b>Total 5310-00 · Telephone</b>	<u>240</u>	<u>300</u>	<u>(60)</u>	<u>1,100</u>	<u>1,200</u>	<u>(100)</u>	<u>3,600</u>
5420-00 · Mail - USPS	0	15	(15)	50	60	(10)	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	124	(124)	372
5520-00 · Supplies - Other	55	67	(12)	175	165	10	594
<b>Total 5520-00 · Supplies</b>	<u>55</u>	<u>98</u>	<u>(43)</u>	<u>175</u>	<u>289</u>	<u>(114)</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	0	240
5710-00 · Taxes, Licenses & Fees	0	0	0	31	0	31	0
5740-00 · Equipment Rental/Leasing	122	125	(3)	507	499	9	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	42,307	42,307	0	126,916
8200-00 · Associate Relations	15	80	(65)	15	320	(305)	960
8810-00 · Dues & Subscriptions	2	20	(18)	4	80	(76)	240
<b>Total Expense</b>	<u>23,370</u>	<u>29,243</u>	<u>(5,873)</u>	<u>116,052</u>	<u>116,874</u>	<u>(822)</u>	<u>350,956</u>
<b>Net Ordinary Income</b>	<u>11,803</u>	<u>6,318</u>	<u>5,485</u>	<u>33,944</u>	<u>20,456</u>	<u>13,488</u>	<u>60,572</u>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,891	6,318	(1,427)	15,512	20,456	(4,944)	60,572
<b>Total Other Expense</b>	<u>4,891</u>	<u>6,318</u>	<u>(1,427)</u>	<u>15,512</u>	<u>20,456</u>	<u>(4,944)</u>	<u>60,572</u>
<b>Net Other Income</b>	<u>(4,891)</u>	<u>(6,318)</u>	<u>1,427</u>	<u>(15,512)</u>	<u>(20,456)</u>	<u>4,944</u>	<u>(60,572)</u>
<b>Net Income</b>	<u><b>6,912</b></u>	<u><b>0</b></u>	<u><b>6,912</b></u>	<u><b>18,432</b></u>	<u><b>0</b></u>	<u><b>18,432</b></u>	<u><b>0</b></u>

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

### 42 - Visitor Center

Accrual Basis

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	31,465	31,465	0	126,085	126,085	0	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	175	400	(225)	195	1,600	(1,405)	4,800
46000 · Merchandise Sales - Other	8,700	9,000	(300)	47,854	51,400	(3,546)	108,100
<b>Total 46000 · Merchandise Sales</b>	<b>8,875</b>	<b>9,400</b>	<b>(525)</b>	<b>48,049</b>	<b>53,000</b>	<b>(4,951)</b>	<b>112,900</b>
<b>Total Income</b>	<b>40,340</b>	<b>40,865</b>	<b>(525)</b>	<b>174,134</b>	<b>179,085</b>	<b>(4,951)</b>	<b>511,206</b>
<b>Gross Profit</b>	<b>40,340</b>	<b>40,865</b>	<b>(525)</b>	<b>174,134</b>	<b>179,085</b>	<b>(4,951)</b>	<b>511,206</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,062	1,240	(178)	6,274	5,910	364	17,362
5030-00 · P/R - Health Insurance Expense	1,508	2,225	(717)	6,542	8,900	(2,358)	26,700
5040-00 · P/R - Workmans Comp	386	569	(183)	2,462	2,713	(251)	7,856
5060-00 · 401 (k)	565	506	59	2,418	2,412	6	6,984
5070-00 · Other Benefits and Expenses	42	80	(38)	141	320	(179)	960
5000-00 · Salaries & Wages - Other	14,898	12,650	2,248	67,122	60,300	6,822	174,600
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>18,462</b>	<b>17,270</b>	<b>1,192</b>	<b>84,959</b>	<b>80,555</b>	<b>4,404</b>	<b>234,462</b>
5100-00 · Rent							
5110-00 · Utilities	387	650	(263)	1,584	2,350	(766)	7,600
5140-00 · Repairs & Maintenance	0	1,000	(1,000)	120	4,000	(3,880)	12,000
5150-00 · Office - Cleaning	40	50	(10)	118	200	(82)	2,500
5100-00 · Rent - Other	6,499	6,500	(1)	26,003	26,000	3	78,800
<b>Total 5100-00 · Rent</b>	<b>6,926</b>	<b>8,200</b>	<b>(1,274)</b>	<b>27,825</b>	<b>32,550</b>	<b>(4,725)</b>	<b>100,900</b>
5310-00 · Telephone							
5320-00 · Telephone	228	242	(14)	905	968	(63)	2,904
<b>Total 5310-00 · Telephone</b>	<b>228</b>	<b>242</b>	<b>(14)</b>	<b>905</b>	<b>968</b>	<b>(63)</b>	<b>2,904</b>
5420-00 · Mail - USPS	0	50	(50)	35	200	(165)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	1	(1)	0	252	(252)	1,310
5520-00 · Supplies - Other	348	256	92	1,179	2,090	(911)	4,894
<b>Total 5520-00 · Supplies</b>	<b>348</b>	<b>257</b>	<b>91</b>	<b>1,179</b>	<b>2,342</b>	<b>(1,163)</b>	<b>6,204</b>
5610-00 · Depreciation	118	118	(0)	472	472	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	400	(400)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	222	235	(13)	881	940	(59)	2,820
5800-00 · Training Seminars	0	1,500	(1,500)	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	0	360	(360)	1,175	1,440	(265)	4,320
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	800	4,000	(3,200)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	217	100	117	558	600	(42)	1,190
52500 · Purchase Discounts	0			(1)			
59900 · POS Inventory Adjustments	46			116			
8100-00 · Cost of Goods Sold - Other	4,614	4,500	114	24,186	25,700	(1,514)	54,050
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>4,876</b>	<b>4,600</b>	<b>276</b>	<b>24,860</b>	<b>26,300</b>	<b>(1,440)</b>	<b>55,240</b>
8200-00 · Associate Relations	169	58	111	169	232	(63)	696
8500-00 · Credit Card Fees	334	329	5	1,529	1,856	(327)	3,954
8700-00 · Automobile Expenses	44	100	(56)	205	400	(195)	950
8750-00 · Meals/Meetings	104	65	39	145	260	(115)	780
8810-00 · Dues & Subscriptions	0	0	0	0	0	0	100
8910-00 · Travel	0	0	0	0	0	0	1,500
<b>Total Expense</b>	<b>32,030</b>	<b>34,484</b>	<b>(2,454)</b>	<b>145,159</b>	<b>155,070</b>	<b>(9,911)</b>	<b>435,965</b>
<b>Net Ordinary Income</b>	<b>8,310</b>	<b>6,381</b>	<b>1,929</b>	<b>28,976</b>	<b>24,015</b>	<b>4,961</b>	<b>75,241</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	6,101	7,881	(1,780)	19,350	25,516	(6,166)	75,243
<b>Total Other Expense</b>	<b>6,101</b>	<b>7,881</b>	<b>(1,780)</b>	<b>19,350</b>	<b>25,516</b>	<b>(6,166)</b>	<b>75,243</b>
<b>Net Other Income</b>	<b>(6,101)</b>	<b>(7,881)</b>	<b>1,780</b>	<b>(19,350)</b>	<b>(25,516)</b>	<b>6,166</b>	<b>(75,243)</b>
<b>Net Income</b>	<b>2,209</b>	<b>(1,500)</b>	<b>3,709</b>	<b>9,626</b>	<b>(1,501)</b>	<b>11,127</b>	<b>(2)</b>

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

Accrual Basis

51 - TMPI

	Oct 19	Budget	\$ Over Bu...	Jul - Oct 19	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	12,127	12,127	0	59,724	59,724	0	88,866
<b>Total Income</b>	12,127	12,127	0	59,724	59,724	0	88,866
<b>Gross Profit</b>	12,127	12,127	0	59,724	59,724	0	88,866
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	0	132	(132)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	16	(16)	48
5040-00 · P/R - Workmans Comp	0	4	(4)	0	16	(16)	48
5060-00 · 401 (k)	0	23	(23)	0	92	(92)	276
5000-00 · Salaries & Wages - Other	0	567	(567)	0	2,268	(2,268)	6,804
<b>Total 5000-00 · Salaries &amp; Wages</b>	0	631	(631)	0	2,524	(2,524)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	7	(7)	0	23	(23)	36
5140-00 · Repairs & Maintenance	0	0	0	0	0	0	6
5150-00 · Office - Cleaning	0	6	(6)	0	27	(27)	41
5100-00 · Rent - Other	544	0	544	1,088	216	872	504
<b>Total 5100-00 · Rent</b>	544	13	531	1,088	266	822	587
5310-00 · Telephone							
5320-00 · Telephone	0	22	(22)	0	181	(181)	230
<b>Total 5310-00 · Telephone</b>	0	22	(22)	0	181	(181)	230
5420-00 · Mail - USPS	0	9	(9)	0	18	(18)	18
5510-00 · Insurance/Bonding	0	10	(10)	0	37	(37)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	1,536	(1,536)	1,560
5520-00 · Supplies - Other	0	5	(5)	2,528	10,505	(7,977)	10,510
<b>Total 5520-00 · Supplies</b>	0	17	(17)	2,528	12,041	(9,513)	12,070
5740-00 · Equipment Rental/Leasing	0	33	(33)	0	149	(149)	216
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	10,250	10,000	250	40,398	40,000	398	55,000
<b>Total 5900-00 · Professional Fees</b>	10,250	10,000	250	40,398	40,000	398	55,000
8700-00 · Automobile Expenses	0	6	(6)	0	14	(14)	25
8750-00 · Meals/Meetings	0	1	(1)	0	2	(2)	4
8810-00 · Dues & Subscriptions	0	(46)	46	0	0	0	0
<b>Total Expense</b>	10,794	10,696	98	44,014	55,232	(11,218)	75,786
<b>Net Ordinary Income</b>	1,333	1,431	(98)	15,710	4,492	11,218	13,080
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	1,059	1,368	(309)	3,358	4,429	(1,071)	13,080
<b>Total Other Expense</b>	1,059	1,368	(309)	3,358	4,429	(1,071)	13,080
<b>Net Other Income</b>	(1,059)	(1,368)	309	(3,358)	(4,429)	1,071	(13,080)
<b>Net Income</b>	<b>274</b>	<b>63</b>	<b>211</b>	<b>12,352</b>	<b>63</b>	<b>12,289</b>	<b>0</b>

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

Accrual Basis

60 - Membership

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,618	10,833	785	44,885	43,333	1,552	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	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	0	0	0	0	0	0	2,500
4250-03 · Summer/Winter Rec Luncheon	0	2,700	(2,700)	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	2,333	(2,333)	7,000
4251-00 · Tues AM Breakfast Club - Other	540	0	540	1,430	0	1,430	3,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>540</b>	<b>583</b>	<b>(43)</b>	<b>1,430</b>	<b>2,333</b>	<b>(903)</b>	<b>10,000</b>
4250-00 · Revenues-Membership Activities - Other	170			2,646			
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>710</b>	<b>3,283</b>	<b>(2,573)</b>	<b>4,076</b>	<b>5,033</b>	<b>(957)</b>	<b>65,200</b>
4253-00 · Revenue- Other	0	333	(333)	0	1,333	(1,333)	4,000
<b>Total Income</b>	<b>12,328</b>	<b>14,450</b>	<b>(2,122)</b>	<b>48,961</b>	<b>49,700</b>	<b>(739)</b>	<b>199,200</b>
<b>Gross Profit</b>	<b>12,328</b>	<b>14,450</b>	<b>(2,122)</b>	<b>48,961</b>	<b>49,700</b>	<b>(739)</b>	<b>199,200</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(5,500)	(5,500)	0	(16,500)
5020-00 · P/R - Tax Expense	290	434	(145)	2,661	1,737	924	5,211
5030-00 · P/R - Health Insurance Expense	551	849	(298)	2,245	3,396	(1,151)	10,188
5040-00 · P/R - Workmans Comp	22	44	(23)	164	177	(13)	532
5060-00 · 401 (k)	179	253	(74)	1,498	1,013	486	3,038
5070-00 · Other Benefits and Expenses	(0)	13	(14)	8	53	(46)	160
5000-00 · Salaries & Wages - Other	4,735	6,329	(1,594)	17,087	25,316	(8,229)	75,948
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>4,402</b>	<b>6,548</b>	<b>(2,146)</b>	<b>18,164</b>	<b>26,192</b>	<b>(8,029)</b>	<b>78,577</b>
5100-00 · Rent							
5110-00 · Utilities	37	36	1	154	143	11	430
5140-00 · Repairs & Maintenance	0	44	(44)	0	175	(175)	525
5150-00 · Office - Cleaning	95	27	68	279	107	173	320
5100-00 · Rent - Other	86	497	(411)	1,453	1,988	(535)	5,965
<b>Total 5100-00 · Rent</b>	<b>217</b>	<b>603</b>	<b>(386)</b>	<b>1,887</b>	<b>2,413</b>	<b>(527)</b>	<b>7,240</b>
5310-00 · Telephone							
5320-00 · Telephone	115	150	(35)	456	600	(144)	1,800
<b>Total 5310-00 · Telephone</b>	<b>115</b>	<b>150</b>	<b>(35)</b>	<b>456</b>	<b>600</b>	<b>(144)</b>	<b>1,800</b>
5420-00 · Mail - USPS	0	8	(8)	24	33	(9)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	167	(167)	500
5520-00 · Supplies - Other	26	83	(57)	83	333	(250)	1,000
<b>Total 5520-00 · Supplies</b>	<b>26</b>	<b>125</b>	<b>(99)</b>	<b>83</b>	<b>500</b>	<b>(417)</b>	<b>1,500</b>
5710-00 · Taxes, Licenses & Fees	0	0	0	14	0	14	0
5740-00 · Equipment Rental/Leasing	166	225	(59)	674	900	(226)	2,700
5800-00 · Training Seminars	0	21	(21)	0	83	(83)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	333	(333)	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>83</b>	<b>(83)</b>	<b>0</b>	<b>333</b>	<b>(333)</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	285	0	285	570	0	570	27,500
6435-00 · Shop Local Event	0	2,500	(2,500)	0	2,500	(2,500)	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	318	0	318	0
6437-00 · Tuesday Morning Breakfast Club	710	500	210	1,741	2,000	(259)	6,000
6442-00 · Public Relations/Website	375	417	(42)	2,270	1,667	604	5,000
6423-00 · Membership Activities - Other	135	50	85	1,129	200	929	8,500
<b>Total 6423-00 · Membership Activities</b>	<b>1,504</b>	<b>3,467</b>	<b>(1,963)</b>	<b>6,028</b>	<b>6,367</b>	<b>(339)</b>	<b>52,000</b>
8200-00 · Associate Relations	13	25	(13)	13	100	(88)	300
8500-00 · Credit Card Fees	125	292	(166)	722	1,167	(445)	3,500
8700-00 · Automobile Expenses	19	63	(44)	180	250	(70)	750
8750-00 · Meals/Meetings	0	83	(83)	237	333	(97)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	70	183	(113)	550
8920-00 · Bad Debt	570			2,043			
<b>Total Expense</b>	<b>7,157</b>	<b>11,739</b>	<b>(4,582)</b>	<b>30,594</b>	<b>39,456</b>	<b>(8,862)</b>	<b>151,267</b>
<b>Net Ordinary Income</b>	<b>5,171</b>	<b>2,711</b>	<b>2,460</b>	<b>18,367</b>	<b>10,244</b>	<b>8,123</b>	<b>47,933</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							

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

Accrual Basis

60 - Membership

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	2,118	2,736	(618)	6,717	8,858	(2,141)	26,107
<b>Total Other Expense</b>	2,118	2,736	(618)	6,717	8,858	(2,141)	26,107
<b>Net Other Income</b>	(2,118)	(2,736)	618	(6,717)	(8,858)	2,141	(26,107)
<b>Net Income</b>	<b>3,053</b>	<b>(25)</b>	<b>3,078</b>	<b>11,651</b>	<b>1,386</b>	<b>10,264</b>	<b>21,826</b>



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

**70 - Administration**

Accrual Basis

	Oct 19	Budget	\$ Over Budget	Jul - Oct 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,011	2,341	670	7,200	8,164	(964)	26,892
5030-00 · P/R - Health Insurance Expense	1,796	3,369	(1,573)	7,331	13,476	(6,145)	40,428
5040-00 · P/R - Workmans Comp	192	205	(13)	79	715	(636)	2,355
5060-00 · 401 (k)	1,593	1,171	422	3,836	4,084	(248)	13,452
5070-00 · Other Benefits and Expenses	17	160	(143)	396	640	(244)	2,000
5000-00 · Salaries & Wages - Other	22,296	29,265	(6,969)	80,836	102,060	(21,224)	336,180
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>28,905</b>	<b>36,511</b>	<b>(7,606)</b>	<b>99,679</b>	<b>129,139</b>	<b>(29,460)</b>	<b>421,307</b>
5100-00 · Rent							
5110-00 · Utilities	136	180	(44)	571	675	(104)	2,040
5140-00 · Repairs & Maintenance	236	375	(139)	596	1,500	(904)	4,500
5150-00 · Office - Cleaning	355	200	155	1,034	950	84	2,650
5100-00 · Rent - Other	2,390	2,370	20	9,386	9,480	(94)	29,760
<b>Total 5100-00 · Rent</b>	<b>3,117</b>	<b>3,125</b>	<b>(8)</b>	<b>11,587</b>	<b>12,605</b>	<b>(1,018)</b>	<b>38,950</b>
5310-00 · Telephone							
5320-00 · Telephone	779	750	29	3,027	3,000	27	9,000
<b>Total 5310-00 · Telephone</b>	<b>779</b>	<b>750</b>	<b>29</b>	<b>3,027</b>	<b>3,000</b>	<b>27</b>	<b>9,000</b>
5420-00 · Mail - USPS	0	90	(90)	116	360	(244)	1,080
5510-00 · Insurance/Bonding	3,249	795	2,454	5,206	3,180	2,026	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10	250	(240)	140	1,000	(860)	3,000
5520-00 · Supplies - Other	225	625	(400)	2,005	2,500	(495)	7,500
<b>Total 5520-00 · Supplies</b>	<b>235</b>	<b>875</b>	<b>(640)</b>	<b>2,145</b>	<b>3,500</b>	<b>(1,355)</b>	<b>10,500</b>
5610-00 · Depreciation	0	32	(32)	0	124	(124)	380
5700-00 · Equipment Support & Maintenance	0	2,200	(2,200)	71	8,800	(8,729)	26,400
5710-00 · Taxes, Licenses & Fees	1,062	1,045	17	3,594	4,180	(586)	12,540
5740-00 · Equipment Rental/Leasing	2,572	341	2,231	8,074	1,364	6,710	4,092
5800-00 · Training Seminars	0	400	(400)	89	1,600	(1,511)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	800	2,500	(1,700)	7,500
5920-00 · Professional Fees - Accountant	7,250	12,000	(4,750)	18,350	22,400	(4,050)	24,900
5921-00 · Professional Fees - Other	1	1,500	(1,499)	1	6,000	(5,999)	21,000
<b>Total 5900-00 · Professional Fees</b>	<b>7,251</b>	<b>14,125</b>	<b>(6,874)</b>	<b>19,151</b>	<b>30,900</b>	<b>(11,749)</b>	<b>53,400</b>
5941-00 · Research & Planning	0	300	(300)	0	1,200	(1,200)	3,600
7500-00 · Trade Shows/Travel	0	1,500	(1,500)	0	1,500	(1,500)	3,000
8200-00 · Associate Relations	0	345	(345)	125	1,380	(1,255)	4,140
8300-00 · Board Functions	2,687	1,500	1,187	4,282	3,250	1,032	5,950
8500-00 · Credit Card Fees	85			130			
8600-00 · Additional Opportunites	0	500	(500)	0	2,000	(2,000)	6,000
8700-00 · Automobile Expenses	0	250	(250)	22	1,000	(978)	3,000
8750-00 · Meals/Meetings	113	150	(37)	153	600	(447)	1,800
8810-00 · Dues & Subscriptions	370	300	70	2,436	1,200	1,236	3,600
<b>Total Expense</b>	<b>50,425</b>	<b>65,134</b>	<b>(14,709)</b>	<b>159,887</b>	<b>210,882</b>	<b>(50,995)</b>	<b>623,079</b>
<b>Net Ordinary Income</b>	<b>(50,425)</b>	<b>(65,134)</b>	<b>14,709</b>	<b>(159,887)</b>	<b>(210,882)</b>	<b>50,995</b>	<b>(623,079)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(50,425)	(65,134)	14,709	(159,917)	(210,882)	50,965	(623,078)
<b>Total Other Expense</b>	<b>(50,425)</b>	<b>(65,134)</b>	<b>14,709</b>	<b>(159,917)</b>	<b>(210,882)</b>	<b>50,965</b>	<b>(623,078)</b>
<b>Net Other Income</b>	<b>50,425</b>	<b>65,134</b>	<b>(14,709)</b>	<b>159,917</b>	<b>210,882</b>	<b>(50,965)</b>	<b>623,078</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>30</b>	<b>0</b>	<b>30</b>	<b>(1)</b>