

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

August 31, 2021

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2021

Accrual Basis

| | Aug 31, 21 | Aug 31, 20 | \$ Change | % Change | Jun 30, 21 |
|---|------------------|------------------|------------------|--------------|------------------|
| ASSETS | | | | | |
| Current Assets | | | | | |
| Checking/Savings | | | | | |
| 1001-00 · Petty Cash | 158 | 158 | 0 | 0% | 158 |
| 1002-00 · Cash - Operations BOTW #8328 | 2,292,763 | 0 | 2,292,763 | 100% | 1,965,992 |
| 1003-00 · Cash - Operations BOTW #6712 | (6,928) | 763,830 | (770,758) | (101%) | (273,742) |
| 1007-00 · Cash - Payroll BOTW #7421 | 6,100 | 2,285 | 3,815 | 167% | 38,521 |
| 1008-00 · Marketing Reserve - Plumas | 50,361 | 50,321 | 40 | 0% | 50,356 |
| 1009-00 · Cash Flow Reserve - Plumas | 100,993 | 100,865 | 128 | 0% | 100,976 |
| 1071-00 · Payroll Reserves BOTW #8163 | 29,582 | 29,582 | 0 | 0% | 29,582 |
| 1080-00 · Special Events BOTW #1626 | 32,329 | 79,311 | (46,982) | (59%) | 39,803 |
| 10950 · Cash in Drawer | 863 | 169 | 694 | 411% | 139 |
| Total Checking/Savings | 2,506,221 | 1,026,521 | 1,479,700 | 144% | 1,951,785 |
| Accounts Receivable | | | | | |
| 1200-00 · Quickbooks Accounts Receivable | 0 | 2,500 | (2,500) | (100%) | 1,000 |
| 1290-00 · A/R - TOT | 250,426 | 445,022 | (194,596) | (44%) | 432,499 |
| Total Accounts Receivable | 250,426 | 447,522 | (197,096) | (44%) | 433,499 |
| Other Current Assets | | | | | |
| 1200-99 · AR Other | 7,291 | 2,031 | 5,260 | 259% | 2,442 |
| 1201-00 · Member Accounts Receivable | | | | | |
| 1201-01 · Member AR - Member Dues | 28,061 | 80,025 | (51,964) | (65%) | 17,025 |
| 1201-03 · Member AR - Other | 580 | 1,300 | (720) | (55%) | 985 |
| Total 1201-00 · Member Accounts Receivable | 28,641 | 81,325 | (52,684) | (65%) | 18,010 |
| 1201-02 · Allowance for Doubtful Accounts | (8,853) | (24,987) | 16,134 | 65% | (9,632) |
| 12100 · Inventory Asset | | | | | |
| 25300 · Gift Cards Outstanding | 18 | 18 | 0 | 0% | 18 |
| 12100 · Inventory Asset - Other | 28,232 | 35,388 | (7,156) | (20%) | 26,867 |
| Total 12100 · Inventory Asset | 28,250 | 35,406 | (7,156) | (20%) | 26,885 |
| 1220-00 · AR TBID | 374,078 | 0 | 374,078 | 100% | |
| 1299 · Receivable from NLTMC | 6,932 | 754 | 6,178 | 819% | 5,932 |
| 1490-00 · Security Deposits | 1,150 | 1,150 | 0 | 0% | 1,150 |
| Total Other Current Assets | 437,489 | 95,679 | 341,810 | 357% | 44,787 |
| Total Current Assets | 3,194,136 | 1,569,722 | 1,624,414 | 103% | 2,430,071 |
| Fixed Assets | | | | | |
| 1700-00 · Furniture & Fixtures | 45,289 | 45,289 | 0 | 0% | 45,289 |
| 1701-00 · Accum. Depr. - Furn & Fix | (45,289) | (45,289) | 0 | 0% | (45,289) |
| 1740-00 · Computer Equipment | 11,013 | 4,270 | 6,743 | 158% | 11,013 |
| 1741-00 · Accum. Depr. - Computer Equip | (3,528) | (4,270) | 742 | 17% | (3,222) |
| 1750-00 · Computer Software | 20,493 | 20,493 | 0 | 0% | 20,493 |
| 1751-00 · Accum. Amort. - Software | (20,493) | (20,493) | 0 | 0% | (20,493) |
| 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 | 7,485 | 0 | 7,485 | 100% | 7,791 |
| Other Assets | | | | | |
| 1400-00 · Prepaid Expenses | | | | | |
| 1410-00 · Prepaid Insurance | 12,559 | 16,381 | (3,822) | (23%) | 2,689 |
| 1430-00 · Prepaid 1st Class Postage | 100 | 100 | 0 | 0% | 100 |
| 1400-00 · Prepaid Expenses - Other | 5,600 | 7,651 | (2,051) | (27%) | 6,500 |
| Total 1400-00 · Prepaid Expenses | 18,259 | 24,132 | (5,873) | (24%) | 9,289 |
| Total Other Assets | 18,259 | 24,132 | (5,873) | (24%) | 9,289 |
| TOTAL ASSETS | 3,219,880 | 1,593,854 | 1,626,026 | 102% | 2,447,151 |
| LIABILITIES & EQUITY | | | | | |
| Liabilities | | | | | |

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2021

Accrual Basis

| | <u>Aug 31, 21</u> | <u>Aug 31, 20</u> | <u>\$ Change</u> | <u>% Change</u> | <u>Jun 30, 21</u> |
|--|-------------------------|-------------------------|-------------------------|--------------------|-------------------------|
| Current Liabilities | | | | | |
| Accounts Payable | | | | | |
| 2000-00 · Accounts Payable | 43,716 | 1,197 | 42,519 | 3,552% | 62,773 |
| Total Accounts Payable | <u>43,716</u> | <u>1,197</u> | <u>42,519</u> | <u>3,552%</u> | <u>62,773</u> |
| Other Current Liabilities | | | | | |
| 2000-01 · Accounts Payable - Other | 23,673 | 0 | 23,673 | 100% | 22,140 |
| 21000 · Salaries/Wages/Payroll Liabilit | | | | | |
| 2100-00 · Salaries / Wages Payable | 9,806 | 11,815 | (2,009) | (17%) | 41,223 |
| 2101-00 · Incentive Payable | 6,916 | 29,676 | (22,760) | (77%) | 44,055 |
| 2102-00 · Commissions Payable | 0 | 3,500 | (3,500) | (100%) | 0 |
| 2120-00 · Empl. Federal Tax Payable | 4,245 | 5,078 | (833) | (16%) | 3,379 |
| 2175-00 · 401 (k) Plan | 2,268 | 2,053 | 215 | 10% | 1,218 |
| 2180-00 · Estimated PTO Liability | <u>45,948</u> | <u>54,845</u> | <u>(8,897)</u> | <u>(16%)</u> | <u>62,280</u> |
| Total 21000 · Salaries/Wages/Payroll Liabilit | <u>69,183</u> | <u>106,967</u> | <u>(37,784)</u> | <u>(35%)</u> | <u>152,155</u> |
| 2190-00 · Sales and Use Tax Payable | | | | | 1,418 |
| 25500 · *Sales Tax Payable | 2,705 | 1,897 | 808 | 43% | 2,877 |
| Total 2190-00 · Sales and Use Tax Payable | <u>2,705</u> | <u>1,897</u> | <u>808</u> | <u>43%</u> | <u>4,295</u> |
| 2250-00 · Accrued Expenses | 30,350 | 20,507 | 9,843 | 48% | 200,350 |
| 2400-60 · Deferred Revenue- Member Dues | 33,837 | 54,685 | (20,848) | (38%) | 20,827 |
| 2500-00 · Deferred Revenue - TMBC | 1,290 | 1,290 | 0 | 0% | 1,290 |
| 26900 · Unbilled Purchases | 536 | 0 | 536 | 100% | |
| 2700-00 · Deferred Rev. County | 525,305 | 525,305 | 0 | 0% | |
| 2900-00 · Due To/From County of Placer | <u>1,482,911</u> | <u>384,939</u> | <u>1,097,972</u> | <u>285%</u> | <u>1,482,911</u> |
| Total Other Current Liabilities | <u>2,169,790</u> | <u>1,095,590</u> | <u>1,074,200</u> | <u>98%</u> | <u>1,883,968</u> |
| Total Current Liabilities | <u>2,213,506</u> | <u>1,096,787</u> | <u>1,116,719</u> | <u>102%</u> | <u>1,946,741</u> |
| Total Liabilities | <u>2,213,506</u> | <u>1,096,787</u> | <u>1,116,719</u> | <u>102%</u> | <u>1,946,741</u> |
| Equity | | | | | |
| 32000 · Unrestricted Net Assets | 18,285 | (10,145) | 28,430 | 280% | (10,145) |
| 3300-11 · Designated Marketing Reserve | 331,856 | 324,590 | 7,266 | 2% | 331,856 |
| 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 | <u>505,967</u> | <u>32,352</u> | <u>473,615</u> | <u>1,464%</u> | <u>28,430</u> |
| Total Equity | <u>1,011,374</u> | <u>497,063</u> | <u>514,311</u> | <u>103%</u> | <u>500,407</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>3,219,880</u></u> | <u><u>1,593,854</u></u> | <u><u>1,626,026</u></u> | <u><u>102%</u></u> | <u><u>2,447,151</u></u> |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Bud... |
|---|----------------|----------------|-----------------|----------------|----------------|------------------|------------------|
| 6421-09 · Wanderlust | 0 | 0 | 0 | 0 | 0 | 0 | 25,400 |
| 6421-17 · Enduro | 0 | 0 | 0 | 0 | 0 | 0 | 80,000 |
| 6421-18 · Sponsorships - Other | 0 | 0 | 0 | 0 | 0 | 0 | 62,800 |
| Total 6420-01 · Sponsorships | 0 | 0 | 0 | 0 | 0 | 0 | 411,000 |
| 6421-00 · New Event Development | 0 | 0 | 0 | 0 | 34,025 | (34,025) | 102,075 |
| 6424-00 · Event Operation Expenses | 0 | 0 | 0 | 225 | 0 | 225 | 1,500 |
| Total 6420-00 · Events | 0 | 0 | 0 | 225 | 34,025 | (33,800) | 514,575 |
| 6423-00 · Membership Activities | | | | | | | |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 0 | 0 | 0 | 0 | 0 | 500 |
| 6437-00 · Tuesday Morning Breakfast Club | (500) | 0 | (500) | (500) | 0 | (500) | 1,763 |
| 6442-00 · Public Relations/Website/Digita | 0 | 500 | (500) | 1,238 | 1,000 | 238 | 4,500 |
| 6423-00 · Membership Activities - Other | 46 | 417 | (371) | 341 | 833 | (492) | 3,750 |
| Total 6423-00 · Membership Activities | (454) | 917 | (1,371) | 1,079 | 1,833 | (754) | 10,513 |
| 6730-00 · Marketing Cooperative/Media | 55,014 | 55,014 | 0 | 198,121 | 198,121 | 0 | 871,278 |
| 6740-00 · Media/Collateral/Production | 0 | 1,667 | (1,667) | 0 | 3,333 | (3,333) | 15,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 97 | 6,000 | (5,903) | 430 | 12,000 | (11,570) | 54,000 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Year Round Shopping Campaign | 0 | 0 | 0 | 0 | 0 | 0 | 14,000 |
| 6743-03 · Winter Lakeside Campaign | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| Total 6743-00 · BACC Marketing Programs | 0 | 0 | 0 | 0 | 0 | 0 | 34,000 |
| 6750-00 · Business Association Grant | | | | | | | |
| 6750-01 · Business Assn Grant - NTBA | 0 | 8,333 | (8,333) | 0 | 16,667 | (16,667) | 100,000 |
| 6750-02 · Business Assn Grant - TCDA | 0 | 8,333 | (8,333) | 0 | 16,667 | (16,667) | 100,000 |
| Total 6750-00 · Business Association Grant | 0 | 16,667 | (16,667) | 0 | 33,333 | (33,333) | 200,000 |
| 7500-00 · Trade Shows/Travel | 0 | 1,667 | (1,667) | 0 | 3,333 | (3,333) | 15,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 218 | 125 | 93 | 576 | 250 | 326 | 1,125 |
| 59900 · POS Inventory Adjustments | 0 | 0 | 0 | (23) | 0 | (23) | 0 |
| 8100-01 · CGS - Other | 0 | 0 | 0 | 10 | 0 | 10 | 0 |
| 8100-00 · Cost of Goods Sold - Other | 5,639 | 4,750 | 889 | 16,507 | 7,750 | 8,757 | 29,750 |
| Total 8100-00 · Cost of Goods Sold | 5,857 | 4,875 | 982 | 17,070 | 8,000 | 9,070 | 30,875 |
| 8200-00 · Associate Relations | 190 | 195 | (5) | 190 | 390 | (200) | 1,770 |
| 8300-00 · Board Functions | 15,000 | 583 | 14,417 | 15,425 | 1,167 | 14,258 | 5,250 |
| 8500-00 · Credit Card Fees | 349 | 497 | (148) | 941 | 829 | 113 | 3,247 |
| 8600-00 · Additional Opportunitites | 650 | 5,833 | (5,183) | 1,300 | 11,667 | (10,367) | 55,000 |
| 8700-00 · Automobile Expenses | 10 | 542 | (532) | 80 | 1,083 | (1,003) | 5,025 |
| 8750-00 · Meals/Meetings | 0 | 642 | (642) | 111 | 1,283 | (1,173) | 6,088 |
| 8810-00 · Dues & Subscriptions | 1,219 | 1,275 | (56) | 1,994 | 2,550 | (556) | 11,500 |
| 8910-00 · Travel | 0 | 417 | (417) | 0 | 833 | (833) | 3,750 |
| Total Expense | 234,592 | 268,441 | (33,849) | 520,368 | 672,087 | (151,719) | 3,528,482 |
| Net Ordinary Income | 220,322 | (3,241) | 223,563 | 505,944 | (5,591) | 511,535 | (6,896) |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |
| 4700-00 · Revenues- Interest & Investment | 11 | 0 | 11 | 22 | 0 | 22 | 0 |
| Total Other Income | 11 | 0 | 11 | 22 | 0 | 22 | 0 |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 0 | 0 | 0 | 0 | (0) | 0 | 9,744 |
| Total Other Expense | 0 | 0 | 0 | 0 | (0) | 0 | 9,744 |
| Net Other Income | 11 | 0 | 11 | 22 | 0 | 22 | (9,744) |
| Net Income | 220,333 | (3,241) | 223,574 | 505,967 | (5,591) | 511,558 | (16,640) |

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
July through August 2021

Accrual Basis

| | Jul - Aug 21 | Jul - Aug 20 | \$ Change | % Change |
|--|------------------|----------------|----------------|--------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4050-00 · County of Placer TOT Funding | 605,447 | 445,022 | 160,425 | 36% |
| 4100-00 · TBID Assessment Revenue | 374,078 | 0 | 374,078 | 100% |
| 4200-00 · Membership Dues Revenue | 12,923 | 22,663 | (9,741) | (43)% |
| 4250-00 · Revenues-Membership Activities | 1,060 | 1,360 | (300) | (22)% |
| 46000 · Merchandise Sales | | | | |
| 4502-00 · Non-Retail VIC income | 70 | 1,062 | (992) | (93)% |
| 4504-00 · Retail Revenue - Other | 0 | 360 | (360) | (100)% |
| 46000 · Merchandise Sales - Other | 32,735 | 24,745 | 7,990 | 32% |
| Total 46000 · Merchandise Sales | 32,805 | 26,167 | 6,638 | 25% |
| Total Income | 1,026,312 | 495,213 | 531,100 | 107% |
| Gross Profit | 1,026,312 | 495,213 | 531,100 | 107% |
| Expense | | | | |
| 5000-00 · Salaries & Wages | | | | |
| 5010-00 · Sales Commissions | 0 | 137 | (137) | (100)% |
| 5020-00 · P/R - Tax Expense | 14,422 | 11,234 | 3,189 | 28% |
| 5030-00 · P/R - Health Insurance Expense | 4,735 | 18,535 | (13,800) | (75)% |
| 5040-00 · P/R - Workmans Comp | 2,666 | 2,091 | 576 | 28% |
| 5060-00 · 401 (k) | 4,104 | 2,825 | 1,280 | 45% |
| 5070-00 · Other Benefits and Expenses | 836 | 318 | 518 | 163% |
| 5000-00 · Salaries & Wages - Other | 201,497 | 165,402 | 36,095 | 22% |
| Total 5000-00 · Salaries & Wages | 228,261 | 200,540 | 27,721 | 14% |
| 5100-00 · Rent | | | | |
| 5110-00 · Utilities | 2,454 | 1,623 | 831 | 51% |
| 5140-00 · Repairs & Maintenance | 174 | 87 | 87 | 100% |
| 5150-00 · Office - Cleaning | 1,175 | 1,325 | (150) | (11)% |
| 5100-00 · Rent - Other | 27,443 | 26,865 | 578 | 2% |
| Total 5100-00 · Rent | 31,245 | 29,900 | 1,345 | 5% |
| 5310-00 · Telephone | | | | |
| 5320-00 · Telephone | 3,848 | 4,233 | (385) | (9)% |
| Total 5310-00 · Telephone | 3,848 | 4,233 | (385) | (9)% |
| 5420-00 · Mail - USPS | | | | |
| 5480-00 · Mail - Fed Ex | 233 | 0 | 233 | 100% |
| 5420-00 · Mail - USPS - Other | 200 | 0 | 200 | 100% |
| Total 5420-00 · Mail - USPS | 433 | 0 | 433 | 100% |
| 5510-00 · Insurance/Bonding | 928 | 538 | 390 | 73% |
| 5520-00 · Supplies | | | | |
| 5525-00 · Supplies - Computer | 135 | 131 | 3 | 3% |
| 5520-00 · Supplies - Other | 1,119 | 1,357 | (237) | (18)% |
| Total 5520-00 · Supplies | 1,254 | 1,488 | (234) | (16)% |
| 5610-00 · Depreciation | 306 | 0 | 306 | 100% |
| 5700-00 · Equipment Support & Maintenance | 297 | 4,745 | (4,448) | (94)% |
| 5710-00 · Taxes, Licenses & Fees | 3,351 | 1,641 | 1,710 | 104% |
| 5740-00 · Equipment Rental/Leasing | 730 | 798 | (68) | (9)% |
| 5800-00 · Training Seminars | 0 | 66 | (66) | (100)% |
| 5850-00 · Artist of Month - Commissions | 670 | 360 | 310 | 86% |
| 5900-00 · Professional Fees | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 920 | (920) | (100)% |
| 5920-00 · Professional Fees - Accountant | 0 | 400 | (400) | (100)% |
| 5921-00 · Professional Fees - Other | 12,077 | 6,240 | 5,837 | 94% |
| Total 5900-00 · Professional Fees | 12,077 | 7,560 | 4,517 | 60% |
| 6420-00 · Events | | | | |
| 6424-00 · Event Operation Expenses | 225 | 0 | 225 | 100% |
| Total 6420-00 · Events | 225 | 0 | 225 | 100% |
| 6423-00 · Membership Activities | | | | |
| 6434-00 · Community Awards Dinner | 0 | 295 | (295) | (100)% |
| 6437-00 · Tuesday Morning Breakfast Club | (500) | 0 | (500) | (100)% |
| 6442-00 · Public Relations/Website/Digita | 1,238 | 1,152 | 86 | 8% |
| 6444-00 · Trades | 0 | 0 | 0 | 0% |
| 6423-00 · Membership Activities - Other | 341 | 915 | (574) | (63)% |

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
July through August 2021

Accrual Basis

| | Jul - Aug 21 | Jul - Aug 20 | \$ Change | % Change |
|--|----------------|---------------|----------------|---------------|
| Total 6423-00 · Membership Activities | 1,079 | 2,362 | (1,283) | (54)% |
| 6730-00 · Marketing Cooperative/Media | 198,121 | 135,748 | 62,373 | 46% |
| 6742-00 · Non-NLT Co-Op Marketing Program | 430 | 797 | (367) | (46)% |
| 8100-00 · Cost of Goods Sold | | | | |
| 51100 · Freight and Shipping Costs | 576 | 470 | 107 | 23% |
| 59900 · POS Inventory Adjustments | (23) | 0 | (23) | (100)% |
| 8100-01 · CGS - Other | 10 | 48,143 | (48,133) | (100)% |
| 8100-00 · Cost of Goods Sold - Other | 16,507 | 12,636 | 3,872 | 31% |
| Total 8100-00 · Cost of Goods Sold | 17,070 | 61,248 | (44,178) | (72)% |
| 8200-00 · Associate Relations | 190 | 413 | (223) | (54)% |
| 8300-00 · Board Functions | 15,425 | 858 | 14,567 | 1,698% |
| 8500-00 · Credit Card Fees | 941 | 753 | 189 | 25% |
| 8600-00 · Additional Opportunitites | 1,300 | 7,330 | (6,030) | (82)% |
| 8700-00 · Automobile Expenses | 80 | 482 | (402) | (83)% |
| 8750-00 · Meals/Meetings | 111 | 145 | (34) | (24)% |
| 8810-00 · Dues & Subscriptions | 1,994 | 890 | 1,104 | 124% |
| 8920-00 · Bad Debt | 0 | 0 | 0 | 0% |
| Total Expense | 520,368 | 462,894 | 57,473 | 12% |
| Net Ordinary Income | 505,944 | 32,318 | 473,626 | 1,466% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 4700-00 · Revenues- Interest & Investment | 22 | 34 | (12) | (35)% |
| Total Other Income | 22 | 34 | (12) | (35)% |
| 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 | 22 | 34 | (12) | (35)% |
| Net Income | 505,967 | 32,352 | 473,614 | 1,464% |

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

Accrual Basis

11 - Marketing

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Budget |
|--|---------|---------|----------------|--------------|------------|----------------|---------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 109,692 | 122,337 | (12,645) | 332,695 | 379,365 | (46,670) | 2,188,080 |
| Total Income | 109,692 | 122,337 | (12,645) | 332,695 | 379,365 | (46,670) | 2,188,080 |
| Gross Profit | 109,692 | 122,337 | (12,645) | 332,695 | 379,365 | (46,670) | 2,188,080 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 1,417 | 2,393 | (975) | 2,767 | 4,785 | (2,019) | 21,534 |
| 5030-00 · P/R - Health Insurance Expense | 3,007 | 4,120 | (1,113) | 3,612 | 8,240 | (4,628) | 37,080 |
| 5040-00 · P/R - Workmans Comp | 317 | 129 | 188 | 502 | 258 | 244 | 1,159 |
| 5060-00 · 401 (k) | 775 | 957 | (182) | 1,592 | 1,914 | (322) | 8,614 |
| 5070-00 · Other Benefits and Expenses | 382 | 121 | 260 | 797 | 243 | 554 | 1,092 |
| 5000-00 · Salaries & Wages - Other | 17,652 | 23,927 | (6,275) | 40,129 | 47,854 | (7,725) | 215,344 |
| Total 5000-00 · Salaries & Wages | 23,550 | 31,647 | (8,097) | 49,398 | 63,294 | (13,896) | 284,822 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 332 | 125 | 207 | 372 | 250 | 122 | 1,125 |
| 5140-00 · Repairs & Maintenance | 0 | 75 | (75) | 0 | 150 | (150) | 675 |
| 5150-00 · Office - Cleaning | 59 | 188 | (128) | 250 | 375 | (125) | 1,688 |
| 5100-00 · Rent - Other | 1,858 | 2,083 | (226) | 3,716 | 4,167 | (451) | 18,750 |
| Total 5100-00 · Rent | 2,249 | 2,471 | (222) | 4,338 | 4,942 | (603) | 22,237 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 346 | 578 | (232) | 895 | 1,157 | (262) | 5,205 |
| Total 5310-00 · Telephone | 346 | 578 | (232) | 895 | 1,157 | (262) | 5,205 |
| 5420-00 · Mail - USPS | | | | | | | |
| 5480-00 · Mail - Fed Ex | 85 | | | 85 | | | |
| 5420-00 · Mail - USPS - Other | 0 | 0 | 0 | 53 | 0 | 53 | 0 |
| Total 5420-00 · Mail - USPS | 85 | 0 | 85 | 137 | 0 | 137 | 0 |
| 5510-00 · Insurance/Bonding | 87 | | | 87 | | | |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies - Computer | 0 | 417 | (417) | 40 | 833 | (794) | 3,750 |
| 5520-00 · Supplies - Other | 27 | 0 | 27 | 54 | 0 | 54 | 0 |
| Total 5520-00 · Supplies | 27 | 417 | (390) | 94 | 833 | (739) | 3,750 |
| 5700-00 · Equipment Support & Maintenance | 0 | 13 | (13) | 0 | 25 | (25) | 113 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 13 | (13) | 48 | 25 | 23 | 113 |
| 5740-00 · Equipment Rental/Leasing | 81 | 83 | (2) | 163 | 167 | (4) | 750 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 125 | (125) | 0 | 250 | (250) | 1,125 |
| 5921-00 · Professional Fees - Other | 0 | 125 | (125) | 0 | 250 | (250) | 1,125 |
| Total 5900-00 · Professional Fees | 0 | 250 | (250) | 0 | 500 | (500) | 2,250 |
| 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 | 0 | 0 | 20,000 |
| Total 6020-00 · Programs | 0 | 0 | 0 | 0 | 0 | 0 | 70,000 |
| 6420-00 · Events | | | | | | | |
| 6420-01 · Sponsorships | | | | | | | |
| 6421-01 · 4th of July Fireworks | 0 | 0 | 0 | 0 | 0 | 0 | 30,000 |
| 6421-04 · Broken Arrow Skyrace | 0 | 0 | 0 | 0 | 0 | 0 | 25,400 |
| 6421-06 · Spartan | 0 | 0 | 0 | 0 | 0 | 0 | 179,400 |
| 6421-07 · Tahoe Lacrosse Tournament | 0 | 0 | 0 | 0 | 0 | 0 | 8,000 |
| 6421-09 · Wanderlust | 0 | 0 | 0 | 0 | 0 | 0 | 25,400 |
| 6421-17 · Enduro | 0 | 0 | 0 | 0 | 0 | 0 | 80,000 |
| 6421-18 · Sponsorships - Other | 0 | 0 | 0 | 0 | 0 | 0 | 62,800 |
| Total 6420-01 · Sponsorships | 0 | 0 | 0 | 0 | 0 | 0 | 411,000 |
| 6421-00 · New Event Development | 0 | 0 | 0 | 0 | 34,025 | (34,025) | 102,075 |
| 6424-00 · Event Operation Expenses | 0 | 0 | 0 | 225 | 0 | 225 | 1,500 |
| Total 6420-00 · Events | 0 | 0 | 0 | 225 | 34,025 | (33,800) | 514,575 |
| 6730-00 · Marketing Cooperative/Media | 47,275 | 47,275 | 0 | 182,644 | 182,644 | 0 | 801,630 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 97 | 5,000 | (4,903) | 230 | 10,000 | (9,770) | 45,000 |
| 6743-00 · BACC Marketing Programs | | | | | | | |
| 6743-01 · Year Round Shopping Campaign | 0 | 0 | 0 | 0 | 0 | 0 | 14,000 |
| 6743-03 · Winter Lakeside Campaign | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 |
| Total 6743-00 · BACC Marketing Programs | 0 | 0 | 0 | 0 | 0 | 0 | 34,000 |
| 8200-00 · Associate Relations | 0 | 21 | (21) | 0 | 42 | (42) | 187 |
| 8600-00 · Additional Opportunitites | 0 | 4,167 | (4,167) | 0 | 8,333 | (8,333) | 37,500 |
| 8700-00 · Automobile Expenses | 5 | 125 | (120) | 31 | 250 | (219) | 1,125 |
| 8750-00 · Meals/Meetings | 0 | 42 | (42) | 0 | 83 | (83) | 375 |
| 8810-00 · Dues & Subscriptions | 32 | 83 | (51) | 65 | 167 | (102) | 750 |
| 8910-00 · Travel | 0 | 417 | (417) | 0 | 833 | (833) | 3,750 |

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

Accrual Basis

11 - Marketing

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|----------|-----------------|--------------|------------|----------------|---------------|
| Total Expense | 73,834 | 92,600 | (18,766) | 238,355 | 307,320 | (68,964) | 1,828,132 |
| Net Ordinary Income | 35,858 | 29,737 | 6,121 | 94,340 | 72,046 | 22,295 | 359,948 |
| Other Income/Expense | | | | | | | |
| Other Income | | | | | | | |
| 4700-00 · Revenues- Interest & Investment | 11 | 0 | 11 | 22 | 0 | 22 | 0 |
| Total Other Income | 11 | 0 | 11 | 22 | 0 | 22 | 0 |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 62,826 | 29,737 | 33,089 | 90,783 | 72,046 | 18,738 | 359,948 |
| Total Other Expense | 62,826 | 29,737 | 33,089 | 90,783 | 72,046 | 18,738 | 359,948 |
| Net Other Income | (62,815) | (29,737) | (33,078) | (90,761) | (72,046) | (18,715) | (359,948) |
| Net Income | <u>(26,957)</u> | <u>0</u> | <u>(26,957)</u> | <u>3,579</u> | <u>0</u> | <u>3,579</u> | <u>0</u> |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|---------------|------------|----------------|---------------|------------|----------------|---------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 47,279 | 42,365 | 4,913 | 85,665 | 80,751 | 4,913 | 360,285 |
| Total Income | 47,279 | 42,365 | 4,913 | 85,665 | 80,751 | 4,913 | 360,285 |
| Gross Profit | 47,279 | 42,365 | 4,913 | 85,665 | 80,751 | 4,913 | 360,285 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 483 | 1,747 | (1,264) | 988 | 3,495 | (2,507) | 15,727 |
| 5030-00 · P/R - Health Insurance Expense | 635 | 2,103 | (1,468) | (453) | 4,206 | (4,659) | 18,926 |
| 5040-00 · P/R - Workmans Comp | 105 | 167 | (62) | 177 | 333 | (157) | 1,500 |
| 5060-00 · 401 (k) | 281 | 417 | (136) | 561 | 833 | (272) | 3,750 |
| 5070-00 · Other Benefits and Expenses | 0 | 75 | (75) | 39 | 150 | (111) | 675 |
| 5000-00 · Salaries & Wages - Other | 7,800 | 17,474 | (9,674) | 15,597 | 34,949 | (19,352) | 157,268 |
| Total 5000-00 · Salaries & Wages | 9,303 | 21,983 | (12,680) | 16,908 | 43,966 | (27,058) | 197,846 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 229 | 83 | 145 | 259 | 167 | 92 | 750 |
| 5140-00 · Repairs & Maintenance | 0 | 63 | (63) | 0 | 125 | (125) | 563 |
| 5150-00 · Office - Cleaning | 41 | 125 | (84) | 173 | 250 | (77) | 1,125 |
| 5100-00 · Rent - Other | 1,186 | 1,333 | (148) | 2,371 | 2,667 | (295) | 12,000 |
| Total 5100-00 · Rent | 1,455 | 1,604 | (149) | 2,803 | 3,208 | (406) | 14,437 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 203 | 417 | (214) | 531 | 833 | (302) | 3,750 |
| Total 5310-00 · Telephone | 203 | 417 | (214) | 531 | 833 | (302) | 3,750 |
| 5420-00 · Mail - USPS | | | | | | | |
| 5480-00 · Mail - Fed Ex | 0 | | | 137 | | | |
| 5420-00 · Mail - USPS - Other | 0 | 17 | (17) | 36 | 33 | 3 | 150 |
| Total 5420-00 · Mail - USPS | 0 | 17 | (17) | 173 | 33 | 140 | 150 |
| 5510-00 · Insurance/Bonding | 60 | | | 60 | | | |
| 5520-00 · Supplies | 19 | 113 | (94) | 37 | 225 | (188) | 1,013 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 8 | (8) | 33 | 17 | 16 | 75 |
| 5740-00 · Equipment Rental/Leasing | 56 | 63 | (6) | 112 | 125 | (13) | 563 |
| 5800-00 · Training Seminars | 0 | 83 | (83) | 0 | 167 | (167) | 750 |
| 6730-00 · Marketing Cooperative/Media | 7,739 | 7,739 | 0 | 15,477 | 15,477 | 0 | 69,648 |
| 8200-00 · Associate Relations | 0 | 13 | (13) | 0 | 25 | (25) | 113 |
| 8750-00 · Meals/Meetings | 0 | 29 | (29) | 0 | 58 | (58) | 263 |
| Total Expense | 18,835 | 32,067 | (13,233) | 36,135 | 64,135 | (28,000) | 288,607 |
| Net Ordinary Income | 28,444 | 10,298 | 18,146 | 49,529 | 16,616 | 32,913 | 71,678 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 10,501 | 10,298 | 204 | 15,175 | 16,616 | (1,442) | 71,678 |
| Total Other Expense | 10,501 | 10,298 | 204 | 15,175 | 16,616 | (1,442) | 71,678 |
| Net Other Income | (10,501) | (10,298) | (204) | (15,175) | (16,616) | 1,442 | (71,678) |
| Net Income | 17,943 | (0) | 17,943 | 34,355 | (0) | 34,355 | (0) |

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

42 - Visitor Center

Accrual Basis

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|-----------------|-----------------|----------------|-----------------|-----------------|----------------|-----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 45,202 | 39,777 | 5,425 | 81,559 | 76,134 | 5,425 | 342,770 |
| 46000 · Merchandise Sales | | | | | | | |
| 4502-00 · Non-Retail VIC income | 70 | 0 | 70 | 70 | 0 | 70 | 0 |
| 46000 · Merchandise Sales - Other | 10,901 | 9,500 | 1,401 | 32,735 | 15,500 | 17,235 | 59,500 |
| Total 46000 · Merchandise Sales | 10,971 | 9,500 | 1,471 | 32,805 | 15,500 | 17,305 | 59,500 |
| Total Income | 56,173 | 49,277 | 6,896 | 114,364 | 91,634 | 22,729 | 402,270 |
| Gross Profit | 56,173 | 49,277 | 6,896 | 114,364 | 91,634 | 22,729 | 402,270 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 1,445 | 1,551 | (106) | 2,949 | 3,102 | (153) | 13,959 |
| 5030-00 · P/R - Health Insurance Expense | 34 | 1,583 | (1,549) | 249 | 3,167 | (2,918) | 14,250 |
| 5040-00 · P/R - Workmans Comp | 571 | 583 | (13) | 1,212 | 1,167 | 45 | 5,250 |
| 5060-00 · 401 (k) | 563 | 417 | 147 | 1,070 | 833 | 237 | 3,750 |
| 5070-00 · Other Benefits and Expenses | 0 | 83 | (83) | 0 | 167 | (167) | 750 |
| 5000-00 · Salaries & Wages - Other | 14,371 | 15,510 | (1,139) | 27,773 | 31,020 | (3,247) | 139,591 |
| Total 5000-00 · Salaries & Wages | 16,985 | 19,728 | (2,743) | 33,253 | 39,456 | (6,202) | 177,550 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 748 | 667 | 81 | 1,060 | 1,333 | (274) | 6,000 |
| 5140-00 · Repairs & Maintenance | 0 | 500 | (500) | 0 | 1,000 | (1,000) | 4,500 |
| 5150-00 · Office - Cleaning | 225 | 208 | 17 | 225 | 417 | (192) | 1,875 |
| 5100-00 · Rent - Other | 6,522 | 6,667 | (145) | 13,043 | 13,333 | (290) | 60,000 |
| Total 5100-00 · Rent | 7,494 | 8,042 | (547) | 14,328 | 16,083 | (1,756) | 72,375 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 203 | 413 | (210) | 531 | 825 | (294) | 3,713 |
| Total 5310-00 · Telephone | 203 | 413 | (210) | 531 | 825 | (294) | 3,713 |
| 5420-00 · Mail - USPS | 0 | 17 | (17) | 36 | 33 | 3 | 150 |
| 5510-00 · Insurance/Bonding | 60 | | | 60 | | | |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 0 | 75 | (75) | 0 | 150 | (150) | 675 |
| 5520-00 · Supplies - Other | 315 | 583 | (268) | 599 | 1,167 | (568) | 5,250 |
| Total 5520-00 · Supplies | 315 | 658 | (343) | 599 | 1,317 | (718) | 5,925 |
| 5700-00 · Equipment Support & Maintenance | 0 | 4 | (4) | 0 | 8 | (8) | 38 |
| 5710-00 · Taxes, Licenses & Fees | 343 | 4 | 338 | 376 | 8 | 367 | 38 |
| 5740-00 · Equipment Rental/Leasing | 56 | 63 | (6) | 112 | 125 | (13) | 563 |
| 5850-00 · Artist of Month - Commissions | 0 | 167 | (167) | 670 | 333 | 336 | 1,500 |
| 6740-00 · Media/Collateral/Production | 0 | 1,667 | (1,667) | 0 | 3,333 | (3,333) | 15,000 |
| 6742-00 · Non-NLT Co-Op Marketing Program | 0 | 1,000 | (1,000) | 200 | 2,000 | (1,800) | 9,000 |
| 8100-00 · Cost of Goods Sold | | | | | | | |
| 51100 · Freight and Shipping Costs | 218 | 125 | 93 | 576 | 250 | 326 | 1,125 |
| 59900 · POS Inventory Adjustments | 0 | 0 | 0 | (23) | 0 | (23) | 0 |
| 8100-01 · CGS - Other | 0 | 0 | 0 | 10 | 0 | 10 | 0 |
| 8100-00 · Cost of Goods Sold - Other | 5,639 | 4,750 | 889 | 16,507 | 7,750 | 8,757 | 29,750 |
| Total 8100-00 · Cost of Goods Sold | 5,857 | 4,875 | 982 | 17,070 | 8,000 | 9,070 | 30,875 |
| 8200-00 · Associate Relations | 26 | 25 | 1 | 26 | 50 | (24) | 225 |
| 8500-00 · Credit Card Fees | 301 | 447 | (145) | 827 | 729 | 99 | 2,797 |
| 8700-00 · Automobile Expenses | 0 | 42 | (42) | 0 | 83 | (83) | 375 |
| 8750-00 · Meals/Meetings | 0 | 17 | (17) | 0 | 33 | (33) | 150 |
| 8810-00 · Dues & Subscriptions | 0 | 133 | (133) | 0 | 267 | (267) | 1,200 |
| Total Expense | 31,640 | 37,299 | (5,660) | 68,088 | 72,684 | (4,596) | 321,471 |
| Net Ordinary Income | 24,533 | 11,978 | 12,555 | 46,275 | 18,950 | 27,325 | 80,798 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 11,844 | 11,978 | (134) | 17,114 | 18,950 | (1,836) | 80,798 |
| Total Other Expense | 11,844 | 11,978 | (134) | 17,114 | 18,950 | (1,836) | 80,798 |
| Net Other Income | (11,844) | (11,978) | 134 | (17,114) | (18,950) | 1,836 | (80,798) |
| Net Income | 12,689 | (0) | 12,689 | 29,161 | (0) | 29,161 | (0) |

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

Accrual Basis

51 - TMPI

| | Aug 21 | Budget | \$ Over Bu... | Jul - Aug 21 | YTD Budget | \$ Over Bu... | Annual Bu... |
|---|--------------|------------|---------------|---------------|------------|---------------|--------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 15,710 | 14,077 | 1,633 | 41,931 | 40,299 | 1,633 | 141,237 |
| Total Income | 15,710 | 14,077 | 1,633 | 41,931 | 40,299 | 1,633 | 141,237 |
| Gross Profit | 15,710 | 14,077 | 1,633 | 41,931 | 40,299 | 1,633 | 141,237 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | (23) | 768 | (790) | 201 | 1,535 | (1,335) | 7,363 |
| 5030-00 · P/R - Health Insurance Expense | (188) | 1,000 | (1,188) | (68) | 2,000 | (2,068) | 9,590 |
| 5040-00 · P/R - Workmans Comp | 36 | 25 | 11 | 54 | 50 | 4 | 240 |
| 5060-00 · 401 (k) | 0 | 307 | (307) | 0 | 614 | (614) | 2,945 |
| 5070-00 · Other Benefits and Expenses | 0 | 88 | (88) | 0 | 176 | (176) | 842 |
| 5000-00 · Salaries & Wages - Other | (610) | 7,677 | (8,287) | 1,354 | 15,355 | (14,001) | 73,628 |
| Total 5000-00 · Salaries & Wages | (784) | 9,865 | (10,649) | 1,540 | 19,730 | (18,190) | 94,608 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 69 | 25 | 44 | 71 | 50 | 21 | 238 |
| 5140-00 · Repairs & Maintenance | 0 | 17 | (17) | 0 | 33 | (33) | 158 |
| 5150-00 · Office - Cleaning | 12 | 42 | (29) | 52 | 83 | (32) | 396 |
| 5100-00 · Rent - Other | 356 | 375 | (19) | 711 | 750 | (39) | 3,563 |
| Total 5100-00 · Rent | 437 | 458 | (22) | 834 | 917 | (83) | 4,354 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 46 | 134 | (88) | 91 | 268 | (177) | 1,275 |
| Total 5310-00 · Telephone | 46 | 134 | (88) | 91 | 268 | (177) | 1,275 |
| 5420-00 · Mail - USPS | 0 | | | 2 | | | |
| 5510-00 · Insurance/Bonding | 18 | | | 18 | | | |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 0 | 0 | 0 | 0 | 1,250 | (1,250) | 1,250 |
| 5520-00 · Supplies - Other | 6 | 0 | 6 | 7 | 5,000 | (4,993) | 5,000 |
| Total 5520-00 · Supplies | 6 | 0 | 6 | 7 | 6,250 | (6,243) | 6,250 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 13 | (13) | 10 | 25 | (15) | 120 |
| 5740-00 · Equipment Rental/Leasing | 17 | 19 | (2) | 34 | 38 | (4) | 178 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 0 | 0 | 0 | 5,000 | (5,000) | 5,000 |
| 5921-00 · Professional Fees - Other | 618 | 0 | 618 | 11,954 | 0 | 11,954 | 0 |
| Total 5900-00 · Professional Fees | 618 | 0 | 618 | 11,954 | 5,000 | 6,954 | 5,000 |
| 8700-00 · Automobile Expenses | 0 | 42 | (42) | 0 | 83 | (83) | 400 |
| 8750-00 · Meals/Meetings | 0 | 83 | (83) | 0 | 167 | (167) | 1,000 |
| 8810-00 · Dues & Subscriptions | 2 | 42 | (40) | 3 | 83 | (80) | 400 |
| Total Expense | 358 | 10,655 | (10,298) | 14,491 | 32,561 | (18,069) | 113,584 |
| Net Ordinary Income | 15,352 | 3,422 | 11,930 | 27,440 | 7,738 | 19,702 | 27,653 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 10,091 | 3,422 | 6,670 | 14,582 | 7,738 | 6,844 | 27,653 |
| Total Other Expense | 10,091 | 3,422 | 6,670 | 14,582 | 7,738 | 6,844 | 27,653 |
| Net Other Income | (10,091) | (3,422) | (6,670) | (14,582) | (7,738) | (6,844) | (27,653) |
| Net Income | 5,261 | (0) | 5,261 | 12,858 | (0) | 12,858 | (0) |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

52 - TBID Assessment Revenue

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Budget |
|--|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4100-00 · TBID Assessment Revenue | 187,050 | 187,050 | 0 | 374,078 | 374,078 | 0 | 4,689,362 |
| Total Income | 187,050 | 187,050 | 0 | 374,078 | 374,078 | 0 | 4,689,362 |
| Gross Profit | 187,050 | 187,050 | 0 | 374,078 | 374,078 | 0 | 4,689,362 |
| Net Ordinary Income | 187,050 | 187,050 | 0 | 374,078 | 374,078 | 0 | 4,689,362 |
| Net Income | 187,050 | 187,050 | 0 | 374,078 | 374,078 | 0 | 4,689,362 |

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

Accrual Basis

60 - Membership

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4200-00 · Membership Dues Revenue | 6,007 | 6,250 | (243) | 12,923 | 12,500 | 423 | 56,250 |
| 4250-00 · Revenues-Membership Activities | | | | | | | |
| 4250-02 · Chamber Events | 0 | 0 | 0 | 0 | 0 | 0 | 4,500 |
| 4250-03 · Summer/Winter Rec Luncheon | 0 | 0 | 0 | 0 | 0 | 0 | 1,500 |
| 4251-00 · Tues AM Breakfast Club | | | | | | | |
| 4251-01 · Tues AM Breakfast Club Sponsors | 0 | 0 | 0 | 0 | 0 | 0 | 2,350 |
| 4251-00 · Tues AM Breakfast Club - Other | 0 | 0 | 0 | 0 | 0 | 0 | 1,200 |
| Total 4251-00 · Tues AM Breakfast Club | 0 | 0 | 0 | 0 | 0 | 0 | 3,550 |
| 4250-00 · Revenues-Membership Activities - Other | 460 | 0 | 460 | 1,060 | 0 | 1,060 | 0 |
| Total 4250-00 · Revenues-Membership Activities | 460 | 0 | 460 | 1,060 | 0 | 1,060 | 9,550 |
| 4253-00 · Revenue- Other | 0 | 0 | 0 | 0 | 0 | 0 | 1,000 |
| Total Income | 6,467 | 6,250 | 217 | 13,983 | 12,500 | 1,483 | 66,800 |
| Gross Profit | 6,467 | 6,250 | 217 | 13,983 | 12,500 | 1,483 | 66,800 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 195 | 418 | (223) | 507 | 836 | (329) | 3,761 |
| 5030-00 · P/R - Health Insurance Expense | 139 | 333 | (195) | 382 | 667 | (285) | 3,000 |
| 5040-00 · P/R - Workmans Comp | 50 | 13 | 38 | 88 | 25 | 63 | 113 |
| 5060-00 · 401 (k) | 25 | 167 | (142) | 135 | 334 | (200) | 1,504 |
| 5070-00 · Other Benefits and Expenses | 0 | 54 | (54) | 0 | 108 | (108) | 488 |
| 5000-00 · Salaries & Wages - Other | 2,580 | 4,179 | (1,599) | 6,475 | 8,358 | (1,883) | 37,611 |
| Total 5000-00 · Salaries & Wages | 2,989 | 5,164 | (2,175) | 7,586 | 10,328 | (2,742) | 46,477 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 74 | 25 | 49 | 87 | 50 | 37 | 225 |
| 5140-00 · Repairs & Maintenance | 0 | 21 | (21) | 0 | 42 | (42) | 187 |
| 5150-00 · Office - Cleaning | 13 | 42 | (28) | 56 | 83 | (27) | 375 |
| 5100-00 · Rent - Other | 524 | 527 | (3) | 1,048 | 1,053 | (6) | 4,740 |
| Total 5100-00 · Rent | 612 | 614 | (3) | 1,191 | 1,228 | (38) | 5,528 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 80 | 139 | (60) | 203 | 278 | (76) | 1,253 |
| Total 5310-00 · Telephone | 80 | 139 | (60) | 203 | 278 | (76) | 1,253 |
| 5420-00 · Mail - USPS | 0 | 10 | (10) | 12 | 20 | (8) | 90 |
| 5510-00 · Insurance/Bonding | 20 | | | 20 | | | |
| 5520-00 · Supplies | 6 | 167 | (161) | 12 | 333 | (321) | 1,500 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 4 | (4) | 11 | 8 | 2 | 38 |
| 5740-00 · Equipment Rental/Leasing | 18 | 21 | (3) | 37 | 42 | (5) | 187 |
| 6423-00 · Membership Activities | | | | | | | |
| 6436-00 · Membership - Wnt/Sum Rec Lunch | 0 | 0 | 0 | 0 | 0 | 0 | 500 |
| 6437-00 · Tuesday Morning Breakfast Club | (500) | 0 | (500) | (500) | 0 | (500) | 1,763 |
| 6442-00 · Public Relations/Website/Digita | 0 | 500 | (500) | 1,238 | 1,000 | 238 | 4,500 |
| 6423-00 · Membership Activities - Other | 46 | 417 | (371) | 341 | 833 | (492) | 3,750 |
| Total 6423-00 · Membership Activities | (454) | 917 | (1,371) | 1,079 | 1,833 | (754) | 10,513 |
| 8200-00 · Associate Relations | 164 | 7 | 158 | 164 | 13 | 151 | 60 |
| 8500-00 · Credit Card Fees | 48 | 50 | (2) | 94 | 100 | (6) | 450 |
| 8700-00 · Automobile Expenses | 0 | 42 | (42) | 0 | 83 | (83) | 375 |
| 8750-00 · Meals/Meetings | 0 | 33 | (33) | 111 | 67 | 44 | 300 |
| 8810-00 · Dues & Subscriptions | 11 | 17 | (6) | 22 | 33 | (11) | 150 |
| Total Expense | 3,493 | 7,184 | (3,691) | 10,540 | 14,368 | (3,828) | 66,919 |
| Net Ordinary Income | 2,974 | (934) | 3,908 | 3,443 | (1,868) | 5,311 | (119) |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 3,406 | 2,307 | 1,099 | 4,922 | 3,723 | 1,200 | 16,521 |
| Total Other Expense | 3,406 | 2,307 | 1,099 | 4,922 | 3,723 | 1,200 | 16,521 |
| Net Other Income | (3,406) | (2,307) | (1,099) | (4,922) | (3,723) | (1,200) | (16,521) |
| Net Income | (432) | (3,241) | 2,809 | (1,479) | (5,591) | 4,111 | (16,640) |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

61 - Business Association Grant Funding

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|---------------|------------|----------------|---------------|------------|----------------|---------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 16,667 | 16,667 | 0 | 33,333 | 33,333 | 0 | 200,000 |
| Total Income | 16,667 | 16,667 | 0 | 33,333 | 33,333 | 0 | 200,000 |
| Gross Profit | 16,667 | 16,667 | 0 | 33,333 | 33,333 | 0 | 200,000 |
| Expense | | | | | | | |
| 6750-00 · Business Association Grant | | | | | | | |
| 6750-01 · Business Assn Grant - NTBA | 0 | 8,333 | (8,333) | 0 | 16,667 | (16,667) | 100,000 |
| 6750-02 · Business Assn Grant - TCDA | 0 | 8,333 | (8,333) | 0 | 16,667 | (16,667) | 100,000 |
| Total 6750-00 · Business Association Grant | 0 | 16,667 | (16,667) | 0 | 33,333 | (33,333) | 200,000 |
| Total Expense | 0 | 16,667 | (16,667) | 0 | 33,333 | (33,333) | 200,000 |
| Net Ordinary Income | 16,667 | (0) | 16,667 | 33,333 | (0) | 33,333 | 0 |
| Net Income | 16,667 | (0) | 16,667 | 33,333 | (0) | 33,333 | 0 |

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

70 - Administration

Accrual Basis

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|------------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|
| Ordinary Income/Expense | | | | | | | |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 3,854 | 3,202 | 653 | 7,011 | 6,404 | 608 | 28,816 |
| 5030-00 · P/R - Health Insurance Expense | (1,310) | 3,750 | (5,060) | 1,015 | 7,500 | (6,485) | 33,750 |
| 5040-00 · P/R - Workmans Comp | 396 | 194 | 202 | 635 | 389 | 246 | 1,749 |
| 5060-00 · 401 (k) | 373 | 1,323 | (949) | 746 | 2,645 | (1,899) | 11,904 |
| 5070-00 · Other Benefits and Expenses | 0 | 183 | (183) | 0 | 366 | (366) | 1,645 |
| 5000-00 · Salaries & Wages - Other | 78,982 | 33,068 | 45,914 | 110,169 | 66,136 | 44,034 | 297,610 |
| Total 5000-00 · Salaries & Wages | 82,296 | 41,719 | 40,576 | 119,576 | 83,439 | 36,137 | 375,474 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 498 | 167 | 331 | 549 | 333 | 215 | 1,500 |
| 5140-00 · Repairs & Maintenance | 87 | 417 | (330) | 174 | 833 | (660) | 3,750 |
| 5150-00 · Office - Cleaning | 89 | 292 | (203) | 376 | 583 | (208) | 2,625 |
| 5100-00 · Rent - Other | 2,943 | 3,093 | (150) | 5,961 | 6,187 | (226) | 27,840 |
| Total 5100-00 · Rent | 3,616 | 3,968 | (352) | 7,058 | 7,937 | (878) | 35,715 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 798 | 1,234 | (436) | 1,534 | 2,468 | (934) | 11,108 |
| Total 5310-00 · Telephone | 798 | 1,234 | (436) | 1,534 | 2,468 | (934) | 11,108 |
| 5420-00 · Mail - USPS | | | | | | | |
| 5480-00 · Mail - Fed Ex | 0 | 0 | 0 | 12 | 0 | 12 | 0 |
| 5420-00 · Mail - USPS - Other | 0 | 83 | (83) | 61 | 167 | (106) | 750 |
| Total 5420-00 · Mail - USPS | 0 | 83 | (83) | 73 | 167 | (94) | 750 |
| 5510-00 · Insurance/Bonding | 399 | 1,250 | (851) | 668 | 2,500 | (1,832) | 11,250 |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 95 | 0 | 95 | 95 | 2,500 | (2,405) | 2,500 |
| 5520-00 · Supplies - Other | 103 | 500 | (397) | 406 | 1,000 | (594) | 4,500 |
| Total 5520-00 · Supplies | 198 | 500 | (302) | 501 | 3,500 | (2,999) | 7,000 |
| 5610-00 · Depreciation | 153 | 153 | 0 | 306 | 306 | 0 | 1,375 |
| 5700-00 · Equipment Support & Maintenance | 297 | 2,917 | (2,620) | 297 | 5,833 | (5,537) | 26,250 |
| 5710-00 · Taxes, Licenses & Fees | 1,165 | 1,250 | (85) | 2,865 | 2,500 | 365 | 11,250 |
| 5740-00 · Equipment Rental/Leasing | 122 | 125 | (3) | 244 | 250 | (6) | 1,125 |
| 5800-00 · Training Seminars | 0 | 417 | (417) | 0 | 833 | (833) | 3,750 |
| 5900-00 · Professional Fees | | | | | | | |
| 5910-00 · Professional Fees - Attorneys | 0 | 625 | (625) | 0 | 1,250 | (1,250) | 5,625 |
| 5920-00 · Professional Fees - Accountant | 0 | 0 | 0 | 0 | 0 | 0 | 26,000 |
| 5921-00 · Professional Fees - Other | 124 | 833 | (710) | 124 | 1,667 | (1,543) | 7,500 |
| Total 5900-00 · Professional Fees | 124 | 1,458 | (1,335) | 124 | 2,917 | (2,793) | 39,125 |
| 5941-00 · Research & Planning | 0 | 1,250 | (1,250) | 0 | 2,500 | (2,500) | 11,250 |
| 7500-00 · Trade Shows/Travel | 0 | 1,667 | (1,667) | 0 | 3,333 | (3,333) | 15,000 |
| 8200-00 · Associate Relations | 0 | 125 | (125) | 0 | 250 | (250) | 1,125 |
| 8300-00 · Board Functions | 15,000 | 583 | 14,417 | 15,425 | 1,167 | 14,258 | 5,250 |
| 8500-00 · Credit Card Fees | 0 | | | 20 | | | |
| 8600-00 · Additional Opportunites | 650 | 833 | (183) | 1,300 | 1,667 | (367) | 7,500 |
| 8700-00 · Automobile Expenses | 5 | 250 | (245) | 49 | 500 | (451) | 2,250 |
| 8750-00 · Meals/Meetings | 0 | 417 | (417) | 0 | 833 | (833) | 3,750 |
| 8810-00 · Dues & Subscriptions | 1,174 | 1,000 | 174 | 1,904 | 2,000 | (96) | 9,000 |
| Total Expense | 105,997 | 61,200 | 44,797 | 151,944 | 124,899 | 27,045 | 579,296 |
| Net Ordinary Income | (105,997) | (61,200) | (44,797) | (151,944) | (124,899) | (27,045) | (579,296) |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | (105,151) | (61,200) | (43,952) | (151,944) | (124,899) | (27,045) | (579,296) |
| Total Other Expense | (105,151) | (61,200) | (43,952) | (151,944) | (124,899) | (27,045) | (579,296) |
| Net Other Income | 105,151 | 61,200 | 43,952 | 151,944 | 124,899 | 27,045 | 579,296 |
| Net Income | (846) | 0 | (846) | 0 | 0 | 0 | 0 |

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

80 - TOT Housing & Transportation

| | Aug 21 | Budget | \$ Over Budget | Jul - Aug 21 | YTD Budget | \$ Over Budget | Annual Budget |
|---|--------------|----------|----------------|---------------|------------|----------------|---------------|
| Ordinary Income/Expense | | | | | | | |
| Income | | | | | | | |
| 4050-00 · County of Placer TOT Funding | 15,877 | 14,227 | 1,650 | 30,263 | 28,613 | 1,650 | 162,914 |
| Total Income | 15,877 | 14,227 | 1,650 | 30,263 | 28,613 | 1,650 | 162,914 |
| Gross Profit | 15,877 | 14,227 | 1,650 | 30,263 | 28,613 | 1,650 | 162,914 |
| Expense | | | | | | | |
| 5000-00 · Salaries & Wages | | | | | | | |
| 5020-00 · P/R - Tax Expense | 0 | 617 | (617) | 0 | 1,233 | (1,233) | 7,400 |
| 5030-00 · P/R - Health Insurance Expense | 0 | 1,000 | (1,000) | 0 | 2,000 | (2,000) | 12,000 |
| 5040-00 · P/R - Workmans Comp | 0 | 21 | (21) | 0 | 42 | (42) | 250 |
| 5060-00 · 401 (k) | 0 | 247 | (247) | 0 | 493 | (493) | 2,960 |
| 5070-00 · Other Benefits and Expenses | 0 | 42 | (42) | 0 | 84 | (84) | 502 |
| 5000-00 · Salaries & Wages - Other | 0 | 6,167 | (6,167) | 0 | 12,333 | (12,333) | 74,000 |
| Total 5000-00 · Salaries & Wages | 0 | 8,093 | (8,093) | 0 | 16,185 | (16,185) | 97,112 |
| 5100-00 · Rent | | | | | | | |
| 5110-00 · Utilities | 57 | 21 | 36 | 58 | 42 | 16 | 250 |
| 5140-00 · Repairs & Maintenance | 0 | 13 | (13) | 0 | 25 | (25) | 150 |
| 5150-00 · Office - Cleaning | 10 | 33 | (23) | 43 | 67 | (23) | 400 |
| 5100-00 · Rent - Other | 296 | 313 | (16) | 593 | 625 | (32) | 3,750 |
| Total 5100-00 · Rent | 364 | 379 | (15) | 694 | 758 | (65) | 4,550 |
| 5310-00 · Telephone | | | | | | | |
| 5320-00 · Telephone | 38 | 58 | (20) | 64 | 117 | (52) | 700 |
| Total 5310-00 · Telephone | 38 | 58 | (20) | 64 | 117 | (52) | 700 |
| 5420-00 · Mail - USPS | | | | | | | |
| 5470-00 · Mail - UPS | 0 | 4 | (4) | 0 | 8 | (8) | 50 |
| 5480-00 · Mail - Fed Ex | 0 | 4 | (4) | 0 | 8 | (8) | 50 |
| Total 5420-00 · Mail - USPS | 0 | 8 | (8) | 0 | 17 | (17) | 100 |
| 5510-00 · Insurance/Bonding | 15 | | | 15 | | | |
| 5520-00 · Supplies | | | | | | | |
| 5525-00 · Supplies- Computer | 0 | 0 | 0 | 0 | 1,250 | (1,250) | 1,250 |
| 5520-00 · Supplies - Other | 5 | 417 | (412) | 5 | 833 | (829) | 5,000 |
| Total 5520-00 · Supplies | 5 | 417 | (412) | 5 | 2,083 | (2,079) | 6,250 |
| 5710-00 · Taxes, Licenses & Fees | 0 | 17 | (17) | 8 | 33 | (25) | 200 |
| 5740-00 · Equipment Rental/Leasing | 14 | 63 | (48) | 28 | 125 | (97) | 750 |
| 5900-00 · Professional Fees | | | | | | | |
| 5921-00 · Professional Fees - Other | 0 | 833 | (833) | 0 | 1,667 | (1,667) | 10,000 |
| Total 5900-00 · Professional Fees | 0 | 833 | (833) | 0 | 1,667 | (1,667) | 10,000 |
| 8200-00 · Associate Relations | 0 | 5 | (5) | 0 | 10 | (10) | 60 |
| 8600-00 · Additional Opportunites | 0 | 833 | (833) | 0 | 1,667 | (1,667) | 10,000 |
| 8700-00 · Automobile Expenses | 0 | 42 | (42) | 0 | 83 | (83) | 500 |
| 8750-00 · Meals/Meetings | 0 | 21 | (21) | 0 | 42 | (42) | 250 |
| Total Expense | 436 | 10,768 | (10,333) | 814 | 22,787 | (21,973) | 130,472 |
| Net Ordinary Income | 15,441 | 3,458 | 11,983 | 29,449 | 5,826 | 23,623 | 32,442 |
| Other Income/Expense | | | | | | | |
| Other Expense | | | | | | | |
| 8990-00 · Allocated | 6,483 | 3,458 | 3,025 | 9,367 | 5,826 | 3,541 | 32,442 |
| Total Other Expense | 6,483 | 3,458 | 3,025 | 9,367 | 5,826 | 3,541 | 32,442 |
| Net Other Income | (6,483) | (3,458) | (3,025) | (9,367) | (5,826) | (3,541) | (32,442) |
| Net Income | 8,958 | 0 | 8,958 | 20,082 | 0 | 20,082 | 0 |