

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

December 31, 2020

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2020

Accrual Basis

	Dec 31, 20	Dec 31, 19	\$ Change	% Change	Jun 30, 20
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	293	(135)	(46%)	158
1003-00 · Cash - Operations BOTW #6712	1,213,165	365,710	847,455	232%	565,602
1007-00 · Cash - Payroll BOTW #7421	2,920	36,215	(33,295)	(92%)	3,200
1008-00 · Marketing Reserve - Plumas	50,337	50,282	55	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,913	100,752	161	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	64,845	207,438	(142,593)	(69%)	86,322
10950 · Cash in Drawer	139	186	(47)	(25%)	139
Total Checking/Savings	1,462,059	790,458	671,601	85%	836,155
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	2,500	60,908	(58,408)	(96%)	3,500
1290-00 · A/R - TOT	294,448	302,005	(7,557)	(3%)	201,387
Total Accounts Receivable	296,948	362,913	(65,965)	(18%)	204,887
Other Current Assets					
1200-99 · AR Other	1,179	87	1,092	1,255%	12,881
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	94,730	21,645	73,085	338%	35,696
1201-03 · Member AR - Other	1,400	1,765	(365)	(21%)	1,040
Total 1201-00 · Member Accounts Receivable	96,130	23,410	72,720	311%	36,736
1201-02 · Allowance for Doubtful Accounts	(24,987)	(2,775)	(22,212)	(800%)	(24,987)
12100 · Inventory Asset					
1210-01 · Inventory - Other	0	0	0	0%	4,236
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	24,129	26,627	(2,498)	(9%)	81,762
Total 12100 · Inventory Asset	24,147	26,645	(2,498)	(9%)	86,016
1299 · Receivable from NLTMC	1,966	12,856	(10,890)	(85%)	0
1490-00 · Security Deposits	1,150	1,250	(100)	(8%)	1,150
Total Other Current Assets	99,585	61,473	38,112	62%	111,796
Total Current Assets	1,858,592	1,214,844	643,748	53%	1,152,838
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	6,799	4,270	2,529	59%	4,270
1741-00 · Accum. Depr. - Computer Equip	(2,153)	(4,269)	2,116	50%	(4,270)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(19,793)	(700)	(4%)	(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	4,646	701	3,945	563%	0
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	1,076	14,635	(13,559)	(93%)	16,326
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	9,384	6,061	3,323	55%	8,751
Total 1400-00 · Prepaid Expenses	10,560	20,796	(10,236)	(49%)	25,177
Total Other Assets	10,560	20,796	(10,236)	(49%)	25,177
TOTAL ASSETS	1,873,798	1,236,341	637,457	52%	1,178,015

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2020

Accrual Basis

	<u>Dec 31, 20</u>	<u>Dec 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 20</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	17,448	41,945	(24,497)	(58%)	26,683
Total Accounts Payable	<u>17,448</u>	<u>41,945</u>	<u>(24,497)</u>	<u>(58%)</u>	<u>26,683</u>
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	8,844	22,077	(13,233)	(60%)	39,445
2101-00 · Incentive Payable	61,212	28,904	32,308	112%	88,359
2102-00 · Commissions Payable	3,500	7,438	(3,938)	(53%)	3,506
2120-00 · Empl. Federal Tax Payable	3,473	11,850	(8,377)	(71%)	1,551
2175-00 · 401 (k) Plan	1,964	4,607	(2,643)	(57%)	2,626
2180-00 · Estimated PTO Liability	54,845	36,333	18,512	51%	54,845
Total 21000 · Salaries/Wages/Payroll Liabilit	<u>133,838</u>	<u>111,209</u>	<u>22,629</u>	<u>20%</u>	<u>190,332</u>
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	551	55	496	902%	0
25500 · *Sales Tax Payable	2,118	1,747	371	21%	1,374
2190-00 · Sales and Use Tax Payable - Other	(496)	0	(496)	(100%)	0
Total 2190-00 · Sales and Use Tax Payable	<u>2,173</u>	<u>1,802</u>	<u>371</u>	<u>21%</u>	<u>1,374</u>
2250-00 · Accrued Expenses	15,132	0	15,132	100%	73,722
2300-00 · Marketing Cooperative Liabili	0	2,050	(2,050)	(100%)	6,073
2400-11 · Deferred Revenue - Marketing	0	37,000	(37,000)	(100%)	0
2400-60 · Deferred Revenue- Member Dues	31,410	29,055	2,355	8%	28,890
2500-00 · Deferred Revenue - TMBC	1,290	1,170	120	10%	1,290
26900 · Unbilled Purchases	0	6	(6)	(100%)	0
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%	0
2900-00 · Due To/From County of Placer	384,939	19,871	365,068	1,837%	384,939
Total Other Current Liabilities	<u>1,094,087</u>	<u>552,468</u>	<u>541,619</u>	<u>98%</u>	<u>686,620</u>
Total Current Liabilities	<u>1,111,535</u>	<u>594,413</u>	<u>517,122</u>	<u>87%</u>	<u>713,303</u>
Total Liabilities	1,111,535	594,413	517,122	87%	713,303
Equity					
32000 · Unrestricted Net Assets	(10,145)	(17,007)	6,862	40%	(17,007)
3300-11 · Designated Marketing Reserve	324,590	308,202	16,388	5%	324,590
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	297,549	200,466	97,083	48%	6,862
Total Equity	<u>762,260</u>	<u>641,927</u>	<u>120,333</u>	<u>19%</u>	<u>464,711</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,873,795</u></u>	<u><u>1,236,340</u></u>	<u><u>637,455</u></u>	<u><u>52%</u></u>	<u><u>1,178,014</u></u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	294,448	296,198	(1,750)	1,495,873	1,516,124	(20,251)	4,043,867
4200-00 · Membership Dues Revenue	11,914	10,417	1,498	68,574	62,500	6,074	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	19,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	20,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	58,000
4250-02 · Chamber Events	0	0	0	0	1,500	(1,500)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	200	(200)	0	600	(600)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	300	(300)	0	800	(800)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	500	(500)	0	1,400	(1,400)	6,000
4250-00 · Revenues-Membership Activities - Other	395	0	395	2,650	0	2,650	0
Total 4250-00 · Revenues-Membership Activities	395	500	(105)	2,650	4,400	(1,750)	72,500
4253-00 · Revenue- Other	0	0	0	1,525	0	1,525	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	159	0	159	1,414	0	1,414	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	4,259	6,000	(1,741)	56,772	47,500	9,272	85,000
Total 46000 · Merchandise Sales	4,418	6,000	(1,582)	58,746	47,500	11,246	85,000
4720-00 · Miscellaneous	4,193	0	4,193	4,193	0	4,193	0
Total Income	315,368	313,115	2,253	1,631,560	1,630,524	1,037	4,328,867
Gross Profit	315,368	313,115	2,253	1,631,560	1,630,524	1,037	4,328,867
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	5,443	7,049	(1,606)	33,152	42,293	(9,141)	84,586
5030-00 · P/R - Health Insurance Expense	10,646	11,750	(1,104)	60,188	70,500	(10,312)	141,000
5040-00 · P/R - Workmans Comp	1,966	1,128	838	4,890	6,766	(1,876)	13,532
5060-00 · 401 (k)	2,619	3,308	(690)	10,136	19,850	(9,714)	39,700
5070-00 · Other Benefits and Expenses	100	428	(328)	2,064	2,568	(504)	5,135
5000-00 · Salaries & Wages - Other	87,507	94,593	(7,086)	502,566	567,561	(64,994)	1,135,121
Total 5000-00 · Salaries & Wages	108,280	118,256	(9,976)	615,102	709,537	(94,435)	1,419,074
5100-00 · Rent							
5110-00 · Utilities	943	977	(33)	4,950	5,775	(825)	11,655
5140-00 · Repairs & Maintenance	1,282	888	393	2,032	5,330	(3,298)	10,660
5150-00 · Office - Cleaning	600	1,058	(458)	3,350	6,350	(3,000)	12,700
5100-00 · Rent - Other	13,144	12,648	496	80,056	75,886	4,170	152,798
Total 5100-00 · Rent	15,969	15,571	398	90,388	93,341	(2,953)	187,813
5310-00 · Telephone							
5320-00 · Telephone	2,320	1,924	396	13,789	11,544	2,245	23,088
Total 5310-00 · Telephone	2,320	1,924	396	13,789	11,544	2,245	23,088
5420-00 · Mail - USPS							
5510-00 · Insurance/Bonding	1,665	1,692	(27)	6,248	10,150	(3,902)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	287	(287)	1,610	1,720	(110)	3,440
5520-00 · Supplies - Other	329	7,598	(7,269)	6,348	45,587	(39,239)	91,174
Total 5520-00 · Supplies	329	7,885	(7,555)	7,958	47,307	(39,349)	94,614
5610-00 · Depreciation	112	0	112	306	0	306	0
5700-00 · Equipment Support & Maintenance	2,415	2,267	148	16,449	13,600	2,849	27,200
5710-00 · Taxes, Licenses & Fees	1,059	1,025	34	5,166	6,150	(984)	12,300
5740-00 · Equipment Rental/Leasing	484	969	(485)	2,657	5,815	(3,158)	11,630
5800-00 · Training Seminars	0	1,667	(1,667)	66	10,000	(9,934)	22,000
5850-00 · Artist of Month - Commissions	92	250	(158)	1,010	1,500	(490)	3,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	220	750	(530)	1,600	4,500	(2,900)	9,000
5920-00 · Professional Fees - Accountant	4,800	0	4,800	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	6,240	8,750	(2,510)	31,200	49,500	(18,300)	134,000
Total 5900-00 · Professional Fees	11,260	9,500	1,760	54,600	80,000	(25,400)	169,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	17,500	(17,500)	55,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	1,250	(1,250)	131	6,250	(6,119)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	0	1,250	(1,250)	131	6,250	(6,119)	80,000
6420-00 · Events							
6420-01 · Sponsorships							

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Bud...
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	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400
6421-17 · Enduro	0	0	0	0	0	0	31,500
6420-01 · Sponsorships - Other	0	0	0	0	0	0	240,800
Total 6420-01 · Sponsorships	0	0	0	0	0	0	529,000
6421-00 · New Event Development	0	0	0	4,000	2,500	1,500	30,000
6424-00 · Event Operation Expenses	0	500	(500)	0	1,500	(1,500)	6,000
Total 6420-00 · Events	0	500	(500)	4,000	4,000	0	565,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	225	(225)	0	600	(600)	3,000
6442-00 · Public Relations/Website	580	417	163	3,734	2,500	1,234	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	2,500	(1,585)	5,000
Total 6423-00 · Membership Activities	580	1,058	(479)	4,944	6,100	(1,156)	42,000
6730-00 · Marketing Cooperative/Media	98,062	98,062	0	361,210	361,210	0	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	10,000	(10,000)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	380	23,000	(22,620)	2,032	94,000	(91,968)	232,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	13,350	1,000	12,350	13,350	4,000	9,350	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	16,000	(16,000)	40,000
6743-07 · Winter Regional Campaign	18,027	0	18,027	18,027	0	18,027	0
Total 6743-00 · BACC Marketing Programs	31,377	8,000	23,377	31,377	32,000	(623)	80,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	395	7,500	(7,105)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	14	125	(111)	1,012	750	262	1,500
59900 · POS Inventory Adjustments	0	0	0	478	0	478	0
8100-01 · CGS - Other	(58,178)	0	(58,178)	0	0	0	0
8100-00 · Cost of Goods Sold - Other	2,408	2,682	(274)	30,204	21,233	8,971	38,000
Total 8100-00 · Cost of Goods Sold	(55,755)	2,807	(58,562)	31,694	21,983	9,711	39,500
8200-00 · Associate Relations	754	135	618	2,014	789	1,225	1,600
8300-00 · Board Functions	330	500	(170)	2,244	4,000	(1,756)	7,000
8500-00 · Credit Card Fees	197	282	(85)	2,436	2,233	203	5,850
8600-00 · Additional Opportunit	59,557	10,000	49,557	71,317	60,000	11,317	120,000
8700-00 · Automobile Expenses	178	466	(287)	1,467	2,657	(1,189)	5,450
8750-00 · Meals/Meetings	15	763	(748)	262	4,325	(4,063)	8,900
8810-00 · Dues & Subscriptions	604	1,513	(909)	3,946	8,820	(4,874)	17,900
8910-00 · Travel	0	0	0	0	0	0	12,600
8920-00 · Bad Debt	87	0	87	372	0	372	0
Total Expense	280,453	313,634	(33,181)	1,334,110	1,633,070	(298,960)	4,299,338
Net Ordinary Income	34,916	(519)	35,435	297,451	(2,546)	299,997	29,529
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	15	0	15	98	0	98	0
Total Other Income	15	0	15	98	0	98	0
Other Expense							
8990-00 · Allocated	0	0	0	0	(0)	0	0
Total Other Expense	0	0	0	0	(0)	0	0
Net Other Income	15	0	15	98	0	98	(0)
Net Income	34,930	(519)	35,449	297,549	(2,546)	300,095	29,529

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through December 2020

	Jul - Dec 20	Jul - Dec 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,495,873	1,819,772	(323,899)	(18)%
4200-00 · Membership Dues Revenue	68,574	67,155	1,420	2%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	0	2,955	(2,955)	(100)%
4250-00 · Revenues-Membership Activities - Other	2,650	4,096	(1,446)	(35)%
Total 4250-00 · Revenues-Membership Activities	2,650	7,051	(4,401)	(62)%
4253-00 · Revenue- Other	1,525	1,000	525	53%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	6,563	(6,563)	(100)%
4600-00 · Commissions - Other	0	27,764	(27,764)	(100)%
Total 4600-00 · Commissions	0	34,327	(34,327)	(100)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	1,414	383	1,031	269%
4504-00 · Retail Revenue - Other	560	0	560	100%
46000 · Merchandise Sales - Other	56,772	68,959	(12,187)	(18)%
Total 46000 · Merchandise Sales	58,746	69,342	(10,596)	(15)%
4720-00 · Miscellaneous	4,193	0	4,193	100%
Total Income	1,631,560	1,998,647	(367,087)	(18)%
Gross Profit	1,631,560	1,998,647	(367,087)	(18)%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	12,013	(9,907)	(83)%
5020-00 · P/R - Tax Expense	33,152	36,410	(3,258)	(9)%
5030-00 · P/R - Health Insurance Expense	60,188	65,982	(5,794)	(9)%
5040-00 · P/R - Workmans Comp	4,890	4,879	11	0%
5060-00 · 401 (k)	10,136	17,704	(7,568)	(43)%
5070-00 · Other Benefits and Expenses	2,064	1,926	137	7%
5000-00 · Salaries & Wages - Other	502,566	410,857	91,709	22%
Total 5000-00 · Salaries & Wages	615,102	549,771	65,331	12%
5100-00 · Rent				
5110-00 · Utilities	4,950	4,998	(48)	(1)%
5140-00 · Repairs & Maintenance	2,032	3,405	(1,373)	(40)%
5150-00 · Office - Cleaning	3,350	4,450	(1,100)	(25)%
5100-00 · Rent - Other	80,056	78,348	1,708	2%
Total 5100-00 · Rent	90,388	91,201	(813)	(1)%
5310-00 · Telephone				
5320-00 · Telephone	13,789	10,697	3,092	29%
Total 5310-00 · Telephone	13,789	10,697	3,092	29%
5420-00 · Mail - USPS	531	917	(386)	(42)%
5510-00 · Insurance/Bonding	6,248	8,012	(1,764)	(22)%
5520-00 · Supplies				
5525-00 · Supplies- Computer	1,610	585	1,025	175%
5520-00 · Supplies - Other	6,348	9,989	(3,642)	(37)%
Total 5520-00 · Supplies	7,958	10,574	(2,616)	(25)%
5610-00 · Depreciation	306	708	(402)	(57)%
5700-00 · Equipment Support & Maintenance	16,449	11,568	4,881	42%
5710-00 · Taxes, Licenses & Fees	5,166	5,746	(580)	(10)%
5740-00 · Equipment Rental/Leasing	2,657	5,461	(2,804)	(51)%
5800-00 · Training Seminars	66	1,255	(1,189)	(95)%
5850-00 · Artist of Month - Commissions	1,010	2,622	(1,611)	(62)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,600	2,720	(1,120)	(41)%
5920-00 · Professional Fees - Accountant	21,800	18,800	3,000	16%
5921-00 · Professional Fees - Other	31,200	58,898	(27,698)	(47)%
Total 5900-00 · Professional Fees	54,600	80,418	(25,818)	(32)%
6020-00 · Programs				

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through December 2020

	Jul - Dec 20	Jul - Dec 19	\$ Change	% Change
6016-00 · Special Event Partnership	131	0	131	100%
Total 6020-00 · Programs	131	0	131	100%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	0	34,668	(34,668)	(100)%
6421-06 · Spartan	0	254,019	(254,019)	(100)%
6421-10 · WinterWonderGrass - Tahoe	0	180	(180)	(100)%
6421-16 · Mountain Travel Symposium	0	5,000	(5,000)	(100)%
Total 6420-01 · Sponsorships	0	293,867	(293,867)	(100)%
6421-00 · New Event Development	4,000	220	3,780	1,718%
6424-00 · Event Operation Expenses	0	1,617	(1,617)	(100)%
Total 6420-00 · Events	4,000	295,704	(291,704)	(99)%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	295	6,140	(5,845)	(95)%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	633	(633)	(100)%
6437-00 · Tuesday Morning Breakfast Club	0	2,211	(2,211)	(100)%
6442-00 · Public Relations/Website	3,734	3,003	731	24%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	915	1,129	(214)	(19)%
Total 6423-00 · Membership Activities	4,944	13,116	(8,172)	(62)%
6730-00 · Marketing Cooperative/Media	361,210	637,976	(276,766)	(43)%
6742-00 · Non-NLT Co-Op Marketing Program	2,032	6,115	(4,083)	(67)%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	13,350	5,450	7,900	145%
6743-04 · Summerlong Music Campaign	0	0	0	0%
6743-05 · Summer Mountain Campaign	0	0	0	0%
6743-07 · Winter Regional Campaign	18,027	0	18,027	100%
Total 6743-00 · BACC Marketing Programs	31,377	5,450	25,927	476%
7500-00 · Trade Shows/Travel	395	0	395	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,012	754	258	34%
52500 · Purchase Discounts	0	(1)	1	100%
59900 · POS Inventory Adjustments	478	116	362	311%
8100-01 · CGS - Other	0	0	0	0%
8100-00 · Cost of Goods Sold - Other	30,204	37,729	(7,525)	(20)%
Total 8100-00 · Cost of Goods Sold	31,694	38,599	(6,905)	(18)%
8200-00 · Associate Relations	2,014	940	1,074	114%
8300-00 · Board Functions	2,244	9,212	(6,968)	(76)%
8500-00 · Credit Card Fees	2,436	3,522	(1,086)	(31)%
8600-00 · Additional Opportunites	71,317	0	71,317	100%
8700-00 · Automobile Expenses	1,467	1,363	104	8%
8750-00 · Meals/Meetings	262	1,044	(782)	(75)%
8810-00 · Dues & Subscriptions	3,946	4,193	(247)	(6)%
8920-00 · Bad Debt	372	2,138	(1,766)	(83)%
Total Expense	1,334,110	1,798,320	(464,210)	(26)%
Net Ordinary Income	297,451	200,327	97,124	49%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	98	140	(41)	(30)%
Total Other Income	98	140	(41)	(30)%
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	98	140	(41)	(30)%
Net Income	297,549	200,466	97,082	48%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

Accrual Basis

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	205,610	207,360	(1,750)	983,094	1,003,344	(20,250)	2,983,682
4253-00 · Revenue- Other	0	0	0	1,525	0	1,525	0
Total Income	<u>205,610</u>	<u>207,360</u>	<u>(1,750)</u>	<u>984,619</u>	<u>1,003,344</u>	<u>(18,725)</u>	<u>2,983,682</u>
Gross Profit	205,610	207,360	(1,750)	984,619	1,003,344	(18,725)	2,983,682
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,184	1,667	518	8,754	10,000	(1,246)	20,000
5030-00 · P/R - Health Insurance Expense	4,634	4,000	634	16,534	24,000	(7,466)	48,000
5040-00 · P/R - Workmans Comp	958	125	833	2,015	750	1,265	1,500
5060-00 · 401 (k)	1,289	833	456	5,253	5,000	253	10,000
5070-00 · Other Benefits and Expenses	32	142	(110)	610	850	(240)	1,700
5000-00 · Salaries & Wages - Other	34,026	22,299	11,727	142,077	133,796	8,281	267,592
Total 5000-00 · Salaries & Wages	<u>43,125</u>	<u>29,066</u>	<u>14,059</u>	<u>175,242</u>	<u>174,396</u>	<u>846</u>	<u>348,792</u>
5100-00 · Rent							
5110-00 · Utilities	125	160	(35)	844	875	(31)	1,855
5140-00 · Repairs & Maintenance	74	75	(1)	111	450	(339)	900
5150-00 · Office - Cleaning	180	250	(70)	1,115	1,500	(385)	3,000
5100-00 · Rent - Other	1,919	2,229	(310)	13,043	13,376	(333)	27,777
Total 5100-00 · Rent	<u>2,298</u>	<u>2,714</u>	<u>(416)</u>	<u>15,114</u>	<u>16,201</u>	<u>(1,087)</u>	<u>33,532</u>
5310-00 · Telephone							
5320-00 · Telephone	485	549	(64)	3,203	3,294	(91)	6,588
Total 5310-00 · Telephone	<u>485</u>	<u>549</u>	<u>(64)</u>	<u>3,203</u>	<u>3,294</u>	<u>(91)</u>	<u>6,588</u>
5420-00 · Mail - USPS	25	0	25	54	0	54	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	1,403	0	1,403	0
5520-00 · Supplies - Other	37	1,716	(1,679)	393	10,297	(9,904)	20,594
Total 5520-00 · Supplies	<u>37</u>	<u>1,716</u>	<u>(1,679)</u>	<u>1,796</u>	<u>10,297</u>	<u>(8,501)</u>	<u>20,594</u>
5700-00 · Equipment Support & Maintenance	0	13	(13)	(3)	75	(78)	150
5710-00 · Taxes, Licenses & Fees	0	13	(13)	79	75	4	150
5740-00 · Equipment Rental/Leasing	121	167	(46)	669	1,000	(331)	2,000
5800-00 · Training Seminars	0	750	(750)	0	4,500	(4,500)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	750	(750)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	6,750	(6,750)	13,500
Total 5900-00 · Professional Fees	<u>0</u>	<u>1,250</u>	<u>(1,250)</u>	<u>0</u>	<u>7,500</u>	<u>(7,500)</u>	<u>15,000</u>
5941-00 · Research & Planning	0	0	0	0	10,000	(10,000)	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	1,250	(1,250)	131	6,250	(6,119)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	<u>0</u>	<u>1,250</u>	<u>(1,250)</u>	<u>131</u>	<u>6,250</u>	<u>(6,119)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
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	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400
6421-17 · Enduro	0	0	0	0	0	0	31,500
6420-01 · Sponsorships - Other	0	0	0	0	0	0	240,800
Total 6420-01 · Sponsorships	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>529,000</u>
6421-00 · New Event Development	0	0	0	4,000	2,500	1,500	30,000
6424-00 · Event Operation Expenses	0	500	(500)	0	1,500	(1,500)	6,000
Total 6420-00 · Events	<u>0</u>	<u>500</u>	<u>(500)</u>	<u>4,000</u>	<u>4,000</u>	<u>0</u>	<u>565,000</u>
6730-00 · Marketing Cooperative/Media	88,663	88,663	0	323,240	323,240	0	925,000
6742-00 · Non-NLT Co-Op Marketing Program	180	22,000	(21,820)	832	88,000	(87,168)	220,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	13,350	1,000	12,350	13,350	4,000	9,350	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	16,000	(16,000)	40,000
6743-07 · Winter Regional Campaign	18,027	0	18,027	18,027	0	18,027	0
Total 6743-00 · BACC Marketing Programs	<u>31,377</u>	<u>8,000</u>	<u>23,377</u>	<u>31,377</u>	<u>32,000</u>	<u>(623)</u>	<u>80,000</u>
7500-00 · Trade Shows/Travel	0			395			0
8200-00 · Associate Relations	12	23	(11)	156	114	43	250
8600-00 · Additional Opportunitites	58,907	7,917	50,990	67,417	47,500	19,917	95,000
8700-00 · Automobile Expenses	31	136	(105)	267	682	(415)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	1,250	(1,234)	2,750
8810-00 · Dues & Subscriptions	32	259	(227)	216	1,295	(1,080)	2,850
8910-00 · Travel	0	0	0	0	0	0	11,100
Total Expense	<u>225,292</u>	<u>165,235</u>	<u>60,057</u>	<u>624,200</u>	<u>731,669</u>	<u>(107,469)</u>	<u>2,459,256</u>
Net Ordinary Income	<u>(19,681)</u>	<u>42,125</u>	<u>(61,807)</u>	<u>360,419</u>	<u>271,676</u>	<u>88,744</u>	<u>524,426</u>
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	15	0	15	98	0	98	0
Total Other Income	<u>15</u>	<u>0</u>	<u>15</u>	<u>98</u>	<u>0</u>	<u>98</u>	<u>0</u>
Other Expense							
8990-00 · Allocated	36,269	42,125	(5,857)	214,259	271,676	(57,416)	524,426
Total Other Expense	<u>36,269</u>	<u>42,125</u>	<u>(5,857)</u>	<u>214,259</u>	<u>271,676</u>	<u>(57,416)</u>	<u>524,426</u>
Net Other Income	<u>(36,254)</u>	<u>(42,125)</u>	<u>5,871</u>	<u>(214,161)</u>	<u>(271,676)</u>	<u>57,514</u>	<u>(524,426)</u>
Net Income	<u>(55,935)</u>	<u>(0)</u>	<u>(55,935)</u>	<u>146,258</u>	<u>(0)</u>	<u>146,258</u>	<u>0</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	34,784	34,784	0	192,715	192,715	0	384,054
Total Income	34,784	34,784	0	192,715	192,715	0	384,054
Gross Profit	34,784	34,784	0	192,715	192,715	0	384,054
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	1,193	1,157	36	6,181	6,943	(762)	13,886
5030-00 · P/R - Health Insurance Expense	2,278	2,042	236	13,250	12,250	1,000	24,500
5040-00 · P/R - Workmans Comp	610	167	444	1,098	1,000	98	2,000
5060-00 · 401 (k)	648	500	148	3,360	3,000	360	6,000
5070-00 · Other Benefits and Expenses	47	38	10	246	225	21	450
5000-00 · Salaries & Wages - Other	17,266	14,030	3,235	88,306	84,183	4,123	168,365
Total 5000-00 · Salaries & Wages	22,042	17,933	4,108	114,546	107,601	6,946	215,201
5100-00 · Rent							
5110-00 · Utilities	92	75	17	553	450	103	900
5140-00 · Repairs & Maintenance	55	22	33	83	130	(48)	260
5150-00 · Office - Cleaning	133	142	(8)	744	850	(106)	1,700
5100-00 · Rent - Other	1,422	1,167	255	8,014	7,000	1,014	14,000
Total 5100-00 · Rent	1,702	1,405	297	9,393	8,430	963	16,860
5310-00 · Telephone							
5320-00 · Telephone	404	267	137	2,370	1,600	770	3,200
Total 5310-00 · Telephone	404	267	137	2,370	1,600	770	3,200
5420-00 · Mail - USPS	18	17	2	36	100	(64)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	45	(45)	0	270	(270)	540
5520-00 · Supplies - Other	27	113	(85)	277	675	(398)	1,350
Total 5520-00 · Supplies	27	158	(130)	277	945	(668)	1,890
5710-00 · Taxes, Licenses & Fees	0	8	(8)	120	50	70	100
5740-00 · Equipment Rental/Leasing	62	83	(22)	309	500	(191)	1,000
5800-00 · Training Seminars	0	0	0	0	0	0	2,000
6730-00 · Marketing Cooperative/Media	9,399	9,399	0	37,970	37,970	0	75,000
8750-00 · Meals/Meetings	0	29	(29)	0	175	(175)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	375	(375)	750
Total Expense	33,654	29,362	4,293	165,023	157,746	7,277	316,551
Net Ordinary Income	1,130	5,422	(4,293)	27,693	34,969	(7,277)	67,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,666	5,422	(756)	27,568	34,970	(7,402)	67,503
Total Other Expense	4,666	5,422	(756)	27,568	34,970	(7,402)	67,503
Net Other Income	(4,666)	(5,422)	756	(27,568)	(34,970)	7,402	(67,503)
Net Income	(3,537)	(0)	(3,537)	125	(0)	125	0

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

42 - Visitor Center

Accrual Basis

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	38,301	38,301	0	227,161	227,162	(1)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	159	0	159	1,414	0	1,414	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	4,259	6,000	(1,741)	56,772	47,500	9,272	85,000
Total 46000 · Merchandise Sales	4,418	6,000	(1,582)	58,746	47,500	11,246	85,000
Total Income	42,719	44,301	(1,582)	285,907	274,662	11,245	542,711
Gross Profit	42,719	44,301	(1,582)	285,907	274,662	11,245	542,711
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	663	1,292	(629)	4,923	7,750	(2,827)	15,500
5030-00 · P/R - Health Insurance Expense	1,221	1,583	(363)	6,845	9,500	(2,655)	19,000
5040-00 · P/R - Workmans Comp	395	433	(39)	2,281	2,600	(319)	5,200
5060-00 · 401 (k)	343	417	(74)	2,257	2,500	(243)	5,000
5070-00 · Other Benefits and Expenses	17	82	(65)	497	491	6	982
5000-00 · Salaries & Wages - Other	9,034	15,568	(6,534)	59,193	93,409	(34,216)	186,818
Total 5000-00 · Salaries & Wages	11,672	19,375	(7,703)	75,997	116,250	(40,253)	232,500
5100-00 · Rent							
5110-00 · Utilities	528	583	(55)	2,408	3,500	(1,092)	7,000
5140-00 · Repairs & Maintenance	248	458	(211)	371	2,750	(2,379)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	2,150	(2,150)	4,300
5100-00 · Rent - Other	6,398	6,721	(323)	38,853	40,325	(1,472)	80,650
Total 5100-00 · Rent	7,173	8,121	(947)	41,632	48,725	(7,093)	97,450
5310-00 · Telephone							
5320-00 · Telephone	314	238	76	1,844	1,425	419	2,850
Total 5310-00 · Telephone	314	238	76	1,844	1,425	419	2,850
5420-00 · Mail - USPS	18	17	2	36	100	(64)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	75	(75)	0	450	(450)	900
5520-00 · Supplies - Other	122	2,917	(2,794)	2,098	17,500	(15,402)	35,000
Total 5520-00 · Supplies	122	2,992	(2,869)	2,098	17,950	(15,852)	35,900
5610-00 · Depreciation	83	0	83	180	0	180	0
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	25	(25)	50
5710-00 · Taxes, Licenses & Fees	0	4	(4)	23	25	(2)	50
5740-00 · Equipment Rental/Leasing	95	129	(34)	527	775	(248)	1,550
5800-00 · Training Seminars	0	250	(250)	0	1,500	(1,500)	3,000
5850-00 · Artist of Month - Commissions	92	250	(158)	1,010	1,500	(490)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	10,000	(10,000)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,200	6,000	(4,800)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	14	125	(111)	1,012	750	262	1,500
59900 · POS Inventory Adjustments	0	0	0	478	0	478	0
8100-01 · CGS - Other	(58,178)	0	(58,178)	0	0	0	0
8100-00 · Cost of Goods Sold - Other	2,408	2,682	(274)	30,204	21,233	8,971	38,000
Total 8100-00 · Cost of Goods Sold	(55,755)	2,807	(58,562)	31,694	21,983	9,711	39,500
8200-00 · Associate Relations	58	17	41	112	100	12	200
8500-00 · Credit Card Fees	156	282	(126)	2,212	2,233	(21)	4,000
8700-00 · Automobile Expenses	0	46	(46)	83	275	(192)	550
8750-00 · Meals/Meetings	0	33	(33)	0	200	(200)	400
8810-00 · Dues & Subscriptions	0	8	(8)	0	50	(50)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	(35,772)	37,239	(73,011)	158,647	229,115	(70,468)	454,800
Net Ordinary Income	78,491	7,062	71,429	127,260	45,547	81,712	87,911
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,709	7,062	(353)	39,634	45,547	(5,913)	87,921
Total Other Expense	6,709	7,062	(353)	39,634	45,547	(5,913)	87,921
Net Other Income	(6,709)	(7,062)	353	(39,634)	(45,547)	5,913	(87,921)
Net Income	71,782	0	71,782	87,625	0	87,625	(10)

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

Accrual Basis

51 - TMPI

	Dec 20	Budget	\$ Over Bu...	Jul - Dec 20	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	15,753	15,753	0	92,902	92,902	0	218,419
Total Income	15,753	15,753	0	92,902	92,902	0	218,419
Gross Profit	15,753	15,753	0	92,902	92,902	0	218,419
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	86	225	(139)	624	1,350	(726)	2,700
5030-00 · P/R - Health Insurance Expense	151	167	(16)	909	1,000	(91)	2,000
5040-00 · P/R - Workmans Comp	9	175	(166)	43	1,050	(1,007)	2,100
5060-00 · 401 (k)	0	167	(167)	0	1,000	(1,000)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	5	102	(96)	203
5000-00 · Salaries & Wages - Other	1,216	3,836	(2,619)	9,945	23,013	(13,068)	46,026
Total 5000-00 · Salaries & Wages	1,463	4,586	(3,122)	11,526	27,515	(15,989)	55,029
5100-00 · Rent							
5110-00 · Utilities	5	0	5	24	0	24	0
5140-00 · Repairs & Maintenance	3	0	3	4	0	4	0
5150-00 · Office - Cleaning	7	0	7	37	0	37	0
5100-00 · Rent - Other	71	0	71	284	0	284	0
Total 5100-00 · Rent	85	0	85	350	0	350	0
5310-00 · Telephone							
5320-00 · Telephone	18	0	18	102	0	102	0
Total 5310-00 · Telephone	18	0	18	102	0	102	0
5420-00 · Mail - USPS	1	0	1	2	0	2	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	3	0	3	0
5520-00 · Supplies - Other	1	2,083	(2,082)	2,053	12,500	(10,447)	25,000
Total 5520-00 · Supplies	1	2,083	(2,082)	2,056	12,500	(10,444)	25,000
5710-00 · Taxes, Licenses & Fees	0			1			
5740-00 · Equipment Rental/Leasing	1	0	1	2	0	2	0
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	6,240	6,000	240	31,200	33,000	(1,800)	100,000
Total 5900-00 · Professional Fees	6,240	6,000	240	31,200	33,000	(1,800)	100,000
8700-00 · Automobile Expenses	12	0	12	42	0	42	0
8810-00 · Dues & Subscriptions	2	0	2	50	0	50	0
Total Expense	7,823	12,669	(4,846)	45,331	73,015	(27,684)	180,029
Net Ordinary Income	7,930	3,084	4,846	47,572	19,888	27,684	38,390
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,655	3,084	(428)	15,687	19,888	(4,201)	38,390
Total Other Expense	2,655	3,084	(428)	15,687	19,888	(4,201)	38,390
Net Other Income	(2,655)	(3,084)	428	(15,687)	(19,888)	4,201	(38,390)
Net Income	<u>5,274</u>	<u>(0)</u>	<u>5,274</u>	<u>31,885</u>	<u>(0)</u>	<u>31,885</u>	<u>0</u>

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

Accrual Basis

60 - Membership

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,914	10,417	1,498	68,574	62,500	6,074	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	19,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	20,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	58,000
4250-02 · Chamber Events	0	0	0	0	1,500	(1,500)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	200	(200)	0	600	(600)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	300	(300)	0	800	(800)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	500	(500)	0	1,400	(1,400)	6,000
4250-00 · Revenues-Membership Activities - Other	395	0	395	2,650	0	2,650	0
Total 4250-00 · Revenues-Membership Activities	395	500	(105)	2,650	4,400	(1,750)	72,500
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
Total Income	12,309	10,917	1,393	71,224	66,900	4,324	200,000
Gross Profit	12,309	10,917	1,393	71,224	66,900	4,324	200,000
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(479)	458	(938)	783	2,750	(1,967)	5,500
5030-00 · P/R - Health Insurance Expense	(1,204)	667	(1,870)	813	4,000	(3,187)	8,000
5040-00 · P/R - Workmans Comp	(114)	33	(148)	51	200	(149)	400
5060-00 · 401 (k)	(334)	142	(476)	251	850	(599)	1,700
5070-00 · Other Benefits and Expenses	(38)	33	(71)	18	200	(182)	400
5000-00 · Salaries & Wages - Other	(6,557)	5,333	(11,890)	13,933	32,000	(18,067)	64,000
Total 5000-00 · Salaries & Wages	(8,726)	6,667	(15,392)	15,849	40,000	(24,151)	80,000
5100-00 · Rent							
5110-00 · Utilities	39	33	6	190	200	(10)	400
5140-00 · Repairs & Maintenance	23	8	15	35	50	(15)	100
5150-00 · Office - Cleaning	57	58	(2)	209	350	(141)	700
5100-00 · Rent - Other	604	638	(33)	4,118	3,825	293	7,650
Total 5100-00 · Rent	724	737	(14)	4,552	4,425	127	8,850
5310-00 · Telephone							
5320-00 · Telephone	153	121	32	627	725	(98)	1,450
Total 5310-00 · Telephone	153	121	32	627	725	(98)	1,450
5420-00 · Mail - USPS	8	10	(2)	11	60	(49)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	2	0	2	0
5520-00 · Supplies - Other	12	167	(155)	119	1,000	(881)	2,000
Total 5520-00 · Supplies	12	167	(155)	120	1,000	(880)	2,000
5710-00 · Taxes, Licenses & Fees	0	0	0	23	0	23	0
5740-00 · Equipment Rental/Leasing	64	173	(109)	376	1,040	(664)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	1,000
Total 5900-00 · Professional Fees	0	0	0	0	0	0	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	225	(225)	0	600	(600)	3,000
6442-00 · Public Relations/Website	580	417	163	3,734	2,500	1,234	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	2,500	(1,585)	5,000
Total 6423-00 · Membership Activities	580	1,058	(479)	4,944	6,100	(1,156)	42,000
8200-00 · Associate Relations	18	13	5	31	75	(44)	150
8500-00 · Credit Card Fees	41	0	41	224	0	224	1,850
8700-00 · Automobile Expenses	6	33	(27)	142	200	(58)	400
8750-00 · Meals/Meetings	0	33	(33)	7	200	(193)	400
8810-00 · Dues & Subscriptions	11	17	(6)	126	100	26	200
8920-00 · Bad Debt	0	0	0	285	0	285	0
Total Expense	(7,111)	9,029	(16,140)	27,317	53,925	(26,608)	140,500
Net Ordinary Income	19,420	1,888	17,533	43,908	12,975	30,933	59,500
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,074	2,407	(333)	12,252	15,521	(3,269)	29,961
Total Other Expense	2,074	2,407	(333)	12,252	15,521	(3,269)	29,961

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

Accrual Basis

60 - Membership

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
Net Other Income	(2,074)	(2,407)	333	(12,252)	(15,521)	3,269	(29,961)
Net Income	<u>17,346</u>	<u>(519)</u>	<u>17,865</u>	<u>31,655</u>	<u>(2,546)</u>	<u>34,201</u>	<u>29,539</u>

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

70 - Administration

Accrual Basis

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4720-00 · Miscellaneous	4,193	0	4,193	4,193	0	4,193	0
Total Income	4,193	0	4,193	4,193	0	4,193	0
Gross Profit	4,193	0	4,193	4,193	0	4,193	0
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,797	2,250	(453)	11,888	13,500	(1,612)	27,000
5030-00 · P/R - Health Insurance Expense	3,566	3,292	274	21,837	19,750	2,087	39,500
5040-00 · P/R - Workmans Comp	107	194	(87)	(598)	1,166	(1,764)	2,332
5060-00 · 401 (k)	673	1,250	(577)	(985)	7,500	(8,485)	15,000
5070-00 · Other Benefits and Expenses	40	117	(76)	688	700	(12)	1,400
5000-00 · Salaries & Wages - Other	32,521	33,527	(1,005)	189,113	201,160	(12,047)	402,320
Total 5000-00 · Salaries & Wages	38,704	40,629	(1,925)	221,942	243,776	(21,834)	487,552
5100-00 · Rent							
5110-00 · Utilities	155	125	30	932	750	182	1,500
5140-00 · Repairs & Maintenance	879	325	554	1,428	1,950	(522)	3,900
5150-00 · Office - Cleaning	223	250	(27)	1,245	1,500	(255)	3,000
5100-00 · Rent - Other	2,729	1,893	836	15,744	11,360	4,383	22,720
Total 5100-00 · Rent	3,986	2,593	1,393	19,348	15,560	3,788	31,120
5310-00 · Telephone							
5320-00 · Telephone	947	750	197	5,642	4,500	1,142	9,000
Total 5310-00 · Telephone	947	750	197	5,642	4,500	1,142	9,000
5420-00 · Mail - USPS	30	83	(53)	392	500	(108)	1,000
5510-00 · Insurance/Bonding	1,665	1,692	(27)	6,248	10,150	(3,902)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	167	(167)	202	1,000	(798)	2,000
5520-00 · Supplies - Other	130	603	(473)	1,408	3,615	(2,207)	7,230
Total 5520-00 · Supplies	130	769	(639)	1,611	4,615	(3,004)	9,230
5610-00 · Depreciation	29	0	29	126	0	126	0
5700-00 · Equipment Support & Maintenance	2,415	2,250	165	16,452	13,500	2,952	27,000
5710-00 · Taxes, Licenses & Fees	1,059	1,000	59	4,920	6,000	(1,080)	12,000
5740-00 · Equipment Rental/Leasing	142	417	(275)	774	2,500	(1,726)	5,000
5800-00 · Training Seminars	0	667	(667)	66	4,000	(3,934)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	220	625	(405)	1,600	3,750	(2,150)	7,500
5920-00 · Professional Fees - Accountant	4,800	0	4,800	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	9,750	(9,750)	19,500
Total 5900-00 · Professional Fees	5,020	2,250	2,770	23,400	39,500	(16,100)	53,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	7,500	(7,500)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	7,500	(7,500)	15,000
8200-00 · Associate Relations	666	83	583	1,714	500	1,214	1,000
8300-00 · Board Functions	330	500	(170)	2,244	4,000	(1,756)	7,000
8600-00 · Additional Opportunites	650	2,083	(1,433)	3,900	12,500	(8,600)	25,000
8700-00 · Automobile Expenses	130	250	(120)	933	1,500	(567)	3,000
8750-00 · Meals/Meetings	15	417	(402)	239	2,500	(2,261)	5,000
8810-00 · Dues & Subscriptions	559	1,167	(607)	3,554	7,000	(3,446)	14,000
8920-00 · Bad Debt	87			87			0
Total Expense	56,566	60,100	(3,534)	313,593	387,601	(74,008)	748,202
Net Ordinary Income	(52,373)	(60,100)	7,727	(309,400)	(387,601)	78,201	(748,202)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(52,373)	(60,100)	7,727	(309,400)	(387,601)	78,201	(748,202)
Total Other Expense	(52,373)	(60,100)	7,727	(309,400)	(387,601)	78,201	(748,202)
Net Other Income	52,373	60,100	(7,727)	309,400	387,601	(78,201)	748,202
Net Income	0	(0)	0	0	(0)	0	0