

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

February 28, 2021

North Lake Tahoe Resort Association

Balance Sheet

As of February 28, 2021

Accrual Basis

	Feb 28, 21	Feb 29, 20	\$ Change	% Change	Jun 30, 20
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	158	0	0%	158
1003-00 · Cash - Operations BOTW #6712	1,581,986	516,085	1,065,901	207%	565,602
1007-00 · Cash - Payroll BOTW #7421	3,470	4,872	(1,402)	(29%)	3,200
1008-00 · Marketing Reserve - Plumas	50,343	50,294	49	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,934	100,785	149	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	55,388	102,104	(46,716)	(46%)	86,322
10950 · Cash in Drawer	927	276	651	236%	139
Total Checking/Savings	1,822,788	804,156	1,018,632	127%	836,155
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	2,500	25,031	(22,531)	(90%)	3,500
1290-00 · A/R - TOT	260,707	292,999	(32,292)	(11%)	201,387
Total Accounts Receivable	263,207	318,030	(54,823)	(17%)	204,887
Other Current Assets					
1200-99 · AR Other	343	726	(383)	(53%)	12,881
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	167,150	69,315	97,835	141%	35,696
1201-03 · Member AR - Other	1,055	2,555	(1,500)	(59%)	1,040
Total 1201-00 · Member Accounts Receivable	168,205	71,870	96,335	134%	36,736
1201-02 · Allowance for Doubtful Accounts	(61,574)	(2,775)	(58,799)	(2,119%)	(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	22,855	23,544	(689)	(3%)	81,762
Total 12100 · Inventory Asset	22,873	23,562	(689)	(3%)	86,016
1299 · Receivable from NLTMC	3,085	17,488	(14,403)	(82%)	0
1490-00 · Security Deposits	1,150	1,150	0	0%	1,150
Total Other Current Assets	134,082	112,021	22,061	20%	111,796
Total Current Assets	2,220,077	1,234,207	985,870	80%	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	11,013	4,270	6,743	158%	4,270
1741-00 · Accum. Depr. - Computer Equip	(2,611)	(4,269)	1,658	39%	(4,270)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(20,029)	(464)	(2%)	(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	8,402	465	7,937	1,707%	0
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	13,917	12,215	1,702	14%	16,326

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Accrual Basis

	Feb 28, 21	Feb 29, 20	\$ Change	% Change	Jun 30, 20
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	5,894	4,215	1,679	40%	8,751
Total 1400-00 · Prepaid Expenses	19,911	16,530	3,381	20%	25,177
Total Other Assets	19,911	16,530	3,381	20%	25,177
TOTAL ASSETS	2,248,390	1,251,202	997,188	80%	1,178,015
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	22,208	50,060	(27,852)	(56%)	26,683
Total Accounts Payable	22,208	50,060	(27,852)	(56%)	26,683
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	10,323	11,059	(736)	(7%)	39,445
2101-00 · Incentive Payable	76,980	42,109	34,871	83%	88,359
2102-00 · Commissions Payable	30	7,294	(7,264)	(100%)	3,506
2120-00 · Empl. Federal Tax Payable	4,777	5,426	(649)	(12%)	1,551
2175-00 · 401 (k) Plan	2,736	1,894	842	44%	2,626
2180-00 · Estimated PTO Liability	54,845	36,333	18,512	51%	54,845
Total 21000 · Salaries/Wages/Payroll Liabilit	149,691	104,115	45,576	44%	190,332
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	0	10	(10)	(100%)	0
25500 · *Sales Tax Payable	494	822	(328)	(40%)	1,374
Total 2190-00 · Sales and Use Tax Payable	494	832	(338)	(41%)	1,374
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	89,621	86,287	3,334	4%	28,890
2500-00 · Deferred Revenue - TMBC	1,290	1,485	(195)	(13%)	1,290
2650-00 · Deferred Rev - Events	0	2,055	(2,055)	(100%)	0
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%	0
2800-00 · Suspense	0	(193)	193	100%	0
2900-00 · Due To/From County of Placer	384,939	19,871	365,068	1,837%	384,939
Total Other Current Liabilities	1,166,472	603,807	562,665	93%	686,620
Total Current Liabilities	1,188,680	653,867	534,813	82%	713,303
Total Liabilities	1,188,680	653,867	534,813	82%	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	594,996	155,872	439,124	282%	6,862
Total Equity	1,059,707	597,333	462,374	77%	464,711
TOTAL LIABILITIES & EQUITY	2,248,390	1,251,202	997,188	80%	1,178,015

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Feb 21	Budget	\$ Over Budget	Jul '20 - Feb ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	259,707	414,107	(154,400)	2,261,053	2,478,104	(217,051)	4,043,867
4200-00 · Membership Dues Revenue	12,007	10,417	1,590	92,593	83,333	9,260	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	1,500	(1,500)	0	3,000	(3,000)	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	1,000	(1,000)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	550	(550)	0	1,800	(1,800)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	0	2,800	(2,800)	6,000
4250-00 · Revenues-Membership Activities - Other	520	0	520	3,170	0	3,170	0
Total 4250-00 · Revenues-Membership Activities	520	2,250	(1,730)	3,170	7,300	(4,130)	72,500
4253-00 · Revenue- Other	0	500	(500)	1,525	500	1,025	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	258	0	258	1,813	0	1,813	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	3,453	3,500	(47)	63,189	54,500	8,689	85,000
Total 46000 · Merchandise Sales	3,711	3,500	211	65,562	54,500	11,062	85,000
4720-00 · Miscellaneous	3,806	0	3,806	7,999	0	7,999	0
Total Income	279,751	430,774	(151,023)	2,431,902	2,623,737	(191,836)	4,328,867
Gross Profit	279,751	430,774	(151,023)	2,431,902	2,623,737	(191,836)	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	5,212	7,049	(1,837)	48,688	56,391	(7,703)	84,586
5030-00 · P/R - Health Insurance Expense	11,173	11,750	(577)	81,659	94,000	(12,341)	141,000
5040-00 · P/R - Workmans Comp	1,275	1,128	147	7,521	9,021	(1,501)	13,532
5060-00 · 401 (k)	2,266	3,308	(1,043)	14,875	26,467	(11,592)	39,700
5070-00 · Other Benefits and Expenses	170	428	(258)	2,804	3,423	(619)	5,135
5000-00 · Salaries & Wages - Other	76,863	94,593	(17,731)	659,989	756,747	(96,758)	1,135,121
Total 5000-00 · Salaries & Wages	96,958	118,256	(21,298)	817,641	946,050	(128,408)	1,419,074
5100-00 · Rent							
5110-00 · Utilities	953	1,017	(64)	7,036	7,808	(773)	11,655
5140-00 · Repairs & Maintenance	1,369	888	480	4,596	7,107	(2,511)	10,660
5150-00 · Office - Cleaning	600	1,058	(458)	4,675	8,467	(3,792)	12,700
5100-00 · Rent - Other	13,144	12,819	325	106,754	101,523	5,231	152,798
Total 5100-00 · Rent	16,065	15,782	283	123,060	124,905	(1,844)	187,813
5310-00 · Telephone							
5320-00 · Telephone	2,725	1,924	801	17,863	15,392	2,471	23,088
Total 5310-00 · Telephone	2,725	1,924	801	17,863	15,392	2,471	23,088
5420-00 · Mail - USPS	100	127	(27)	631	1,013	(383)	1,520
5510-00 · Insurance/Bonding	1,149	1,692	(543)	8,546	13,533	(4,988)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	2,255	287	1,968	5,844	2,293	3,551	3,440
5520-00 · Supplies - Other	4,401	7,598	(3,197)	13,914	60,783	(46,869)	91,174
Total 5520-00 · Supplies	6,656	7,885	(1,229)	19,758	63,076	(43,318)	94,614
5610-00 · Depreciation	375	0	375	764	0	764	0
5700-00 · Equipment Support & Maintenance	(1,846)	2,267	(4,113)	16,926	18,133	(1,208)	27,200
5710-00 · Taxes, Licenses & Fees	1,744	1,025	719	9,550	8,200	1,350	12,300
5740-00 · Equipment Rental/Leasing	365	969	(604)	3,388	7,753	(4,366)	11,630
5800-00 · Training Seminars	310	1,667	(1,356)	376	13,333	(12,957)	22,000
5850-00 · Artist of Month - Commissions	0	250	(250)	1,010	2,000	(990)	3,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	520	750	(230)	2,380	6,000	(3,620)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	7,220	13,250	(6,030)	38,420	76,500	(38,080)	134,000
Total 5900-00 · Professional Fees	7,740	14,000	(6,260)	62,600	108,500	(45,900)	169,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	30,000	(30,000)	55,000
6020-00 · Programs							
6016-00 · Special Event Partnership	10	5,000	(4,990)	151	13,750	(13,599)	50,000
6018-00 · Business Assoc. Grants	0	15,000	(15,000)	0	15,000	(15,000)	30,000
Total 6020-00 · Programs	10	20,000	(19,990)	151	28,750	(28,599)	80,000
6420-00 · Events							
6420-01 · Sponsorships							

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Feb 21	Budget	\$ Over Budget	Jul '20 - Feb ...	YTD Budget	\$ Over Budget	Annual Bud...
6421-01 · 4th of July Fireworks	0	20,000	(20,000)	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	25,400	(25,400)	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	6,000	(6,000)	0	6,000	(6,000)	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	24,400	(24,400)	24,400
6421-17 · Enduro	0	31,500	(31,500)	0	31,500	(31,500)	31,500
6420-01 · Sponsorships - Other	0	50,000	(50,000)	0	50,000	(50,000)	240,800
Total 6420-01 · Sponsorships	0	132,900	(132,900)	0	157,300	(157,300)	529,000
6421-00 · New Event Development	0	5,000	(5,000)	4,000	12,500	(8,500)	30,000
6424-00 · Event Operation Expenses	0	500	(500)	0	2,500	(2,500)	6,000
Total 6420-00 · Events	0	138,400	(138,400)	4,000	172,300	(168,300)	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	413	(413)	0	1,350	(1,350)	3,000
6442-00 · Public Relations/Website/Digita	(28)	417	(445)	4,639	3,333	1,306	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	3,333	(2,418)	5,000
Total 6423-00 · Membership Activities	(28)	1,246	(1,274)	5,849	8,517	(2,668)	42,000
6730-00 · Marketing Cooperative/Media	0	50,845	(50,845)	546,253	715,166	(168,913)	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	13,333	(13,333)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	1,392	23,000	(21,608)	3,669	140,000	(136,331)	232,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	13,409	6,000	7,409	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	6,000	(6,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	6,000	(6,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	6,000	(6,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	24,000	(24,000)	40,000
6743-07 · Winter Regional Campaign	(750)	0	(750)	17,277	0	17,277	0
Total 6743-00 · BACC Marketing Programs	(750)	8,000	(8,750)	30,686	48,000	(17,314)	80,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	395	10,000	(9,605)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	48	125	(77)	1,068	1,000	68	1,500
59900 · POS Inventory Adjustments	0	0	0	583	0	583	0
8100-01 · CGS - Other	0	0	0	98	0	98	0
8100-00 · Cost of Goods Sold - Other	1,853	1,565	288	33,614	24,362	9,253	38,000
Total 8100-00 · Cost of Goods Sold	1,900	1,690	211	35,363	25,362	10,002	39,500
8200-00 · Associate Relations	102	135	(33)	2,116	1,059	1,057	1,600
8300-00 · Board Functions	310	500	(190)	2,554	5,000	(2,446)	7,000
8500-00 · Credit Card Fees	132	165	(33)	2,730	2,562	169	5,850
8600-00 · Additional Opportunit	650	10,000	(9,350)	72,953	80,000	(7,047)	120,000
8700-00 · Automobile Expenses	59	466	(407)	1,662	3,588	(1,926)	5,450
8750-00 · Meals/Meetings	0	763	(763)	330	5,850	(5,520)	8,900
8810-00 · Dues & Subscriptions	3,027	1,513	1,514	7,979	11,847	(3,868)	17,900
8910-00 · Travel	0	2,500	(2,500)	0	2,500	(2,500)	12,600
8920-00 · Bad Debt	751	0	751	38,230	0	38,230	0
Total Expense	139,896	429,230	(289,334)	1,837,031	2,625,722	(788,691)	4,299,338
Net Ordinary Income	139,854	1,543	138,311	594,870	(1,985)	596,855	29,529
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	13	0	13	126	0	126	0
Total Other Income	13	0	13	126	0	126	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	13	0	13	126	0	126	(0)
Net Income	139,868	1,543	138,324	594,996	(1,985)	596,881	29,529

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2020 through February 2021

	Jul '20 - Feb 21	Jul '19 - Feb 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,261,053	2,599,692	(338,639)	(13)%
4200-00 · Membership Dues Revenue	92,593	89,794	2,799	3%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	0	3,325	(3,325)	(100)%
4251-00 · Tues AM Breakfast Club - Other	0	4,005	(4,005)	(100)%
Total 4251-00 · Tues AM Breakfast Club	0	7,330	(7,330)	(100)%
4250-00 · Revenues-Membership Activities - Other	3,170	7,376	(4,206)	(57)%
Total 4250-00 · Revenues-Membership Activities	3,170	14,706	(11,536)	(78)%
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	10,138	(10,138)	(100)%
4600-00 · Commissions - Other	0	34,545	(34,545)	(100)%
Total 4600-00 · Commissions	0	44,684	(44,684)	(100)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	1,813	7,403	(5,590)	(76)%
4504-00 · Retail Revenue - Other	560	0	560	100%
46000 · Merchandise Sales - Other	63,189	73,278	(10,089)	(14)%
Total 46000 · Merchandise Sales	65,562	80,681	(15,119)	(19)%
4720-00 · Miscellaneous	7,999	0	7,999	100%
Total Income	2,431,902	2,830,556	(398,654)	(14)%
Cost of Goods Sold				
52900 · Purchases - Resale Items	0	0	0	0%
Total COGS	0	0	0	0%
Gross Profit	2,431,902	2,830,556	(398,654)	(14)%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	15,520	(13,414)	(86)%
5020-00 · P/R - Tax Expense	48,688	49,976	(1,288)	(3)%
5030-00 · P/R - Health Insurance Expense	81,659	86,270	(4,612)	(5)%
5040-00 · P/R - Workmans Comp	7,521	6,507	1,014	16%
5060-00 · 401 (k)	14,875	22,546	(7,671)	(34)%
5070-00 · Other Benefits and Expenses	2,804	2,424	380	16%
5000-00 · Salaries & Wages - Other	659,989	562,655	97,335	17%
Total 5000-00 · Salaries & Wages	817,641	745,897	71,744	10%
5100-00 · Rent				
5110-00 · Utilities	7,036	6,989	46	1%
5140-00 · Repairs & Maintenance	4,596	5,441	(845)	(16)%
5150-00 · Office - Cleaning	4,675	5,700	(1,025)	(18)%
5100-00 · Rent - Other	106,754	104,506	2,248	2%
Total 5100-00 · Rent	123,060	122,636	424	0%
5310-00 · Telephone				
5320-00 · Telephone	17,863	15,420	2,443	16%
Total 5310-00 · Telephone	17,863	15,420	2,443	16%
5420-00 · Mail - USPS	631	1,417	(786)	(56)%
5510-00 · Insurance/Bonding	8,546	9,404	(858)	(9)%
5520-00 · Supplies				
5525-00 · Supplies- Computer	5,844	794	5,050	636%
5520-00 · Supplies - Other	13,914	22,600	(8,687)	(38)%
Total 5520-00 · Supplies	19,758	23,395	(3,637)	(16)%
5610-00 · Depreciation	764	944	(180)	(19)%
5700-00 · Equipment Support & Maintenance	16,926	11,894	5,031	42%
5710-00 · Taxes, Licenses & Fees	9,550	8,562	987	12%
5740-00 · Equipment Rental/Leasing	3,388	10,694	(7,306)	(68)%
5800-00 · Training Seminars	376	4,513	(4,136)	(92)%
5850-00 · Artist of Month - Commissions	1,010	9,287	(8,276)	(89)%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2020 through February 2021

	Jul '20 - Feb 21	Jul '19 - Feb 20	\$ Change	% Change
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	2,380	3,760	(1,380)	(37)%
5920-00 · Professional Fees - Accountant	21,800	21,825	(25)	(0)%
5921-00 · Professional Fees - Other	38,420	74,098	(35,678)	(48)%
Total 5900-00 · Professional Fees	62,600	99,683	(37,083)	(37)%
6020-00 · Programs				
6016-00 · Special Event Partnership	151	14,000	(13,849)	(99)%
Total 6020-00 · Programs	151	14,000	(13,849)	(99)%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	0	34,668	(34,668)	(100)%
6421-04 · Broken Arrow Skyrace	0	25,000	(25,000)	(100)%
6421-06 · Spartan	0	254,019	(254,019)	(100)%
6421-07 · Tahoe Lacrosse Tournament	0	6,000	(6,000)	(100)%
6421-10 · WinterWonderGrass - Tahoe	0	17,680	(17,680)	(100)%
6421-16 · Mountain Travel Symposium	0	5,525	(5,525)	(100)%
Total 6420-01 · Sponsorships	0	342,892	(342,892)	(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	344,729	(340,729)	(99)%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	295	21,140	(20,845)	(99)%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	633	(633)	(100)%
6437-00 · Tuesday Morning Breakfast Club	0	2,724	(2,724)	(100)%
6442-00 · Public Relations/Website/Digita	4,639	3,798	841	22%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	915	1,779	(864)	(49)%
Total 6423-00 · Membership Activities	5,849	30,074	(24,225)	(81)%
6730-00 · Marketing Cooperative/Media	546,253	1,107,149	(560,896)	(51)%
6740-00 · Media/Collateral/Production	0	384	(384)	(100)%
6742-00 · Non-NLT Co-Op Marketing Program	3,669	9,134	(5,465)	(60)%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	13,409	9,708	3,701	38%
6743-03 · Winter Lakeside Campaign	0	16,097	(16,097)	(100)%
6743-04 · Summerlong Music Campaign	0	0	0	0%
6743-05 · Summer Mountain Campaign	0	0	0	0%
6743-07 · Winter Regional Campaign	17,277	0	17,277	100%
Total 6743-00 · BACC Marketing Programs	30,686	25,805	4,881	19%
7500-00 · Trade Shows/Travel	395	3,426	(3,031)	(89)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,068	872	196	22%
52500 · Purchase Discounts	0	(1)	1	100%
59900 · POS Inventory Adjustments	583	351	232	66%
8100-01 · CGS - Other	98	0	98	100%
8100-00 · Cost of Goods Sold - Other	33,614	37,899	(4,284)	(11)%
Total 8100-00 · Cost of Goods Sold	35,363	39,121	(3,758)	(10)%
8200-00 · Associate Relations	2,116	1,042	1,074	103%
8300-00 · Board Functions	2,554	19,999	(17,445)	(87)%
8500-00 · Credit Card Fees	2,730	4,421	(1,691)	(38)%
8600-00 · Additional Opportunites	72,953	0	72,953	100%
8700-00 · Automobile Expenses	1,662	1,866	(205)	(11)%
8750-00 · Meals/Meetings	330	1,548	(1,218)	(79)%
8810-00 · Dues & Subscriptions	7,979	5,525	2,455	44%
8920-00 · Bad Debt	38,230	2,899	35,331	1,219%
Total Expense	1,837,031	2,674,869	(837,838)	(31)%
Net Ordinary Income	594,870	155,687	439,184	282%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	126	185	(59)	(32)%
Total Other Income	126	185	(59)	(32)%
Other Expense				

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison

Accrual Basis

July 2020 through February 2021

	Jul '20 - Feb 21	Jul '19 - Feb 20	\$ Change	% Change
Balancing Adjustments	0	0	0	0%
8990-00 - Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	126	185	(59)	(32)%
Net Income	594,996	155,872	439,125	282%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

Accrual Basis

	Feb 21	Budget	\$ Over Budget	Jul '20 - Feb 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	171,034	325,434	(154,400)	1,566,398	1,783,448	(217,050)	2,983,682
4253-00 · Revenue- Other	0			1,525	0	1,525	0
4720-00 · Miscellaneous	1,250			1,250			
Total Income	172,284	325,434	(153,150)	1,569,173	1,783,448	(214,275)	2,983,682
Gross Profit	172,284	325,434	(153,150)	1,569,173	1,783,448	(214,275)	2,983,682
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,232	1,667	(435)	12,155	13,333	(1,178)	20,000
5030-00 · P/R - Health Insurance Expense	3,979	4,000	(21)	26,584	32,000	(5,416)	48,000
5040-00 · P/R - Workmans Comp	529	125	404	3,072	1,000	2,072	1,500
5060-00 · 401 (k)	743	833	(91)	6,617	6,667	(49)	10,000
5070-00 · Other Benefits and Expenses	30	142	(111)	673	1,133	(461)	1,700
5000-00 · Salaries & Wages - Other	20,546	22,299	(1,754)	180,137	178,395	1,743	267,592
Total 5000-00 · Salaries & Wages	27,059	29,066	(2,007)	229,239	232,528	(3,289)	348,792
5100-00 · Rent							
5110-00 · Utilities	136	200	(64)	1,156	1,275	(119)	1,855
5140-00 · Repairs & Maintenance	74	75	(1)	260	600	(340)	900
5150-00 · Office - Cleaning	180	250	(70)	1,512	2,000	(488)	3,000
5100-00 · Rent - Other	2,126	2,400	(274)	17,294	18,176	(883)	27,777
Total 5100-00 · Rent	2,517	2,925	(409)	20,222	22,051	(1,830)	33,532
5310-00 · Telephone							
5320-00 · Telephone	535	549	(14)	4,082	4,392	(310)	6,588
Total 5310-00 · Telephone	535	549	(14)	4,082	4,392	(310)	6,588
5420-00 · Mail - USPS	26	0	26	80	0	80	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			3,382	0	3,382	0
5520-00 · Supplies - Other	12	1,716	(1,705)	544	13,729	(13,186)	20,594
Total 5520-00 · Supplies	12	1,716	(1,705)	3,926	13,729	(9,803)	20,594
5700-00 · Equipment Support & Maintenance	3	13	(10)	0	100	(100)	150
5710-00 · Taxes, Licenses & Fees	0	13	(13)	79	100	(21)	150
5740-00 · Equipment Rental/Leasing	91	167	(75)	851	1,333	(482)	2,000
5800-00 · Training Seminars	0	750	(750)	0	6,000	(6,000)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,000	(1,000)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	9,000	(9,000)	13,500
Total 5900-00 · Professional Fees	0	1,250	(1,250)	0	10,000	(10,000)	15,000
5941-00 · Research & Planning	0	0	0	0	20,000	(20,000)	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	10	5,000	(4,990)	151	13,750	(13,599)	50,000
6018-00 · Business Assoc. Grants	0	15,000	(15,000)	0	15,000	(15,000)	30,000
Total 6020-00 · Programs	10	20,000	(19,990)	151	28,750	(28,599)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	20,000	(20,000)	0	20,000	(20,000)	20,000
6421-04 · Broken Arrow Skyrace	0	25,400	(25,400)	0	25,400	(25,400)	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	6,000	(6,000)	0	6,000	(6,000)	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	24,400	(24,400)	24,400
6421-17 · Enduro	0	31,500	(31,500)	0	31,500	(31,500)	31,500
6420-01 · Sponsorships - Other	0	50,000	(50,000)	0	50,000	(50,000)	240,800
Total 6420-01 · Sponsorships	0	132,900	(132,900)	0	157,300	(157,300)	529,000
6421-00 · New Event Development	0	5,000	(5,000)	4,000	12,500	(8,500)	30,000
6424-00 · Event Operation Expenses	0	500	(500)	0	2,500	(2,500)	6,000
Total 6420-00 · Events	0	138,400	(138,400)	4,000	172,300	(168,300)	565,000
6423-00 · Membership Activities							
6442-00 · Public Relations/Website/Digital	600			600			
Total 6423-00 · Membership Activities	600			600			
6730-00 · Marketing Cooperative/Media	0	47,376	(47,376)	503,399	665,728	(162,329)	925,000
6742-00 · Non-NLT Co-Op Marketing Program	1,192	22,000	(20,808)	2,069	132,000	(129,931)	220,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	13,409	6,000	7,409	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	6,000	(6,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	6,000	(6,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	6,000	(6,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	24,000	(24,000)	40,000
6743-07 · Winter Regional Campaign	(750)	0	(750)	17,277	0	17,277	0
Total 6743-00 · BACC Marketing Programs	(750)	8,000	(8,750)	30,686	48,000	(17,314)	80,000
7500-00 · Trade Shows/Travel	0	0	0	395	0	395	0
8200-00 · Associate Relations	12	23	(11)	168	159	9	250
8600-00 · Additional Opportunit	0	7,917	(7,917)	67,753	63,333	4,419	95,000
8700-00 · Automobile Expenses	5	136	(131)	277	955	(677)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	1,750	(1,734)	2,750
8810-00 · Dues & Subscriptions	32	259	(227)	400	1,814	(1,413)	2,850
8910-00 · Travel	0	2,500	(2,500)	0	2,500	(2,500)	11,100
8920-00 · Bad Debt	556			556			
Total Expense	31,900	283,309	(251,409)	868,949	1,427,523	(558,574)	2,459,256
Net Ordinary Income	140,384	42,125	98,259	700,225	355,926	344,299	524,426
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	13	0	13	126	0	126	0
Total Other Income	13	0	13	126	0	126	0
Other Expense							
8990-00 · Allocated	31,344	42,125	(10,781)	278,455	355,926	(77,471)	524,426

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

Accrual Basis

11 - Marketing

	Feb 21	Budget	\$ Over Budget	Jul '20 - Feb 21	YTD Budget	\$ Over Budget	Annual Budget
Total Other Expense	31,344	42,125	(10,781)	278,455	355,926	(77,471)	524,426
Net Other Income	(31,331)	(42,125)	10,794	(278,329)	(355,926)	77,596	(524,426)
Net Income	109,054	0	109,054	421,895	(0)	421,895	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Feb 21	Budget	\$ Over Budget	Jul '20 - Feb 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	28,854	28,854	0	254,953	254,953	0	384,054
Total Income	28,854	28,854	0	254,953	254,953	0	384,054
Gross Profit	28,854	28,854	0	254,953	254,953	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	951	1,157	(207)	9,420	9,257	163	13,886
5030-00 · P/R - Health Insurance Expense	2,367	2,042	326	17,938	16,333	1,605	24,500
5040-00 · P/R - Workmans Comp	406	167	239	1,984	1,333	651	2,000
5060-00 · 401 (k)	558	500	58	4,585	4,000	585	6,000
5070-00 · Other Benefits and Expenses	64	38	27	757	300	457	450
5000-00 · Salaries & Wages - Other	15,037	14,030	1,007	118,994	112,243	6,750	168,365
Total 5000-00 · Salaries & Wages	19,383	17,933	1,449	155,783	143,467	12,316	215,201
5100-00 · Rent							
5110-00 · Utilities	97	75	22	775	600	175	900
5140-00 · Repairs & Maintenance	55	22	33	193	173	19	260
5150-00 · Office - Cleaning	133	142	(8)	1,039	1,133	(94)	1,700
5100-00 · Rent - Other	1,939	1,167	772	11,374	9,333	2,041	14,000
Total 5100-00 · Rent	2,224	1,405	819	13,380	11,240	2,140	16,860
5310-00 · Telephone							
5320-00 · Telephone	420	267	154	3,081	2,133	948	3,200
Total 5310-00 · Telephone	420	267	154	3,081	2,133	948	3,200
5420-00 · Mail - USPS	18	17	2	55	133	(79)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	45	(45)	0	360	(360)	540
5520-00 · Supplies - Other	8	113	(105)	331	900	(569)	1,350
Total 5520-00 · Supplies	8	158	(150)	331	1,260	(929)	1,890
5710-00 · Taxes, Licenses & Fees	0	8	(8)	120	67	53	100
5740-00 · Equipment Rental/Leasing	40	83	(43)	390	667	(277)	1,000
5800-00 · Training Seminars	0	0	0	0	0	0	2,000
6730-00 · Marketing Cooperative/Media	0	3,469	(3,469)	42,853	49,438	(6,585)	75,000
8200-00 · Associate Relations	28	0	28	0	0	28	0
8750-00 · Meals/Meetings	0	29	(29)	0	233	(233)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	500	(500)	750
Total Expense	22,122	23,432	(1,310)	216,021	209,139	6,882	316,551
Net Ordinary Income	6,732	5,422	1,310	38,932	45,814	(6,882)	67,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,033	5,422	(1,389)	35,827	45,814	(9,987)	67,503
Total Other Expense	4,033	5,422	(1,389)	35,827	45,814	(9,987)	67,503
Net Other Income	(4,033)	(5,422)	1,389	(35,827)	(45,814)	9,987	(67,503)
Net Income	2,699	(0)	2,699	3,104	(0)	3,105	0

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

42 - Visitor Center

Accrual Basis

	Feb 21	Budget	\$ Over Budget	Jul '20 - Feb 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	39,566	39,566	0	306,294	306,295	(1)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	258	0	258	1,813	0	1,813	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	3,453	3,500	(47)	63,189	54,500	8,689	85,000
Total 46000 · Merchandise Sales	3,711	3,500	211	65,562	54,500	11,062	85,000
Total Income	43,277	43,066	211	371,856	360,795	11,061	542,711
Gross Profit	43,277	43,066	211	371,856	360,795	11,061	542,711
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	672	1,292	(620)	6,755	10,333	(3,578)	15,500
5030-00 · P/R - Health Insurance Expense	1,260	1,583	(324)	9,351	12,667	(3,315)	19,000
5040-00 · P/R - Workmans Comp	247	433	(186)	2,782	3,467	(685)	5,200
5060-00 · 401 (k)	280	417	(136)	2,843	3,333	(490)	5,000
5070-00 · Other Benefits and Expenses	17	82	(65)	531	655	(124)	982
5000-00 · Salaries & Wages - Other	7,470	15,568	(8,099)	74,773	124,545	(49,772)	186,818
Total 5000-00 · Salaries & Wages	9,946	19,375	(9,429)	97,036	155,000	(57,964)	232,500
5100-00 · Rent							
5110-00 · Utilities	518	583	(65)	3,494	4,667	(1,172)	7,000
5140-00 · Repairs & Maintenance	248	458	(211)	866	3,667	(2,800)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	2,867	(2,867)	4,300
5100-00 · Rent - Other	5,933	6,721	(788)	51,184	53,767	(2,583)	80,650
Total 5100-00 · Rent	6,698	8,121	(1,422)	55,545	64,967	(9,422)	97,450
5310-00 · Telephone							
5320-00 · Telephone	318	238	80	2,362	1,900	462	2,850
Total 5310-00 · Telephone	318	238	80	2,362	1,900	462	2,850
5420-00 · Mail - USPS	18	17	2	55	133	(79)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	75	(75)	0	600	(600)	900
5520-00 · Supplies - Other	335	2,917	(2,581)	2,654	23,333	(20,679)	35,000
Total 5520-00 · Supplies	335	2,992	(2,656)	2,654	23,933	(21,279)	35,900
5610-00 · Depreciation	153	0	153	415	0	415	0
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	33	(33)	50
5710-00 · Taxes, Licenses & Fees	0	4	(4)	30	33	(3)	50
5740-00 · Equipment Rental/Leasing	73	129	(56)	673	1,033	(360)	1,550
5800-00 · Training Seminars	0	250	(250)	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	0	250	(250)	1,010	2,000	(990)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	13,333	(13,333)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,600	8,000	(6,400)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	48	125	(77)	1,068	1,000	68	1,500
59900 · POS Inventory Adjustments	0	0	0	583	0	583	0
8100-01 · CGS - Other	0	0	0	98	0	98	0
8100-00 · Cost of Goods Sold - Other	1,853	1,565	288	33,614	24,362	9,253	38,000
Total 8100-00 · Cost of Goods Sold	1,900	1,690	211	35,363	25,362	10,002	39,500
8200-00 · Associate Relations	0	17	(17)	112	133	(21)	200
8500-00 · Credit Card Fees	78	165	(86)	2,415	2,562	(146)	4,000
8700-00 · Automobile Expenses	0	46	(46)	83	367	(284)	550
8750-00 · Meals/Meetings	0	33	(33)	58	267	(208)	400
8810-00 · Dues & Subscriptions	1,530	8	1,522	1,530	67	1,463	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	21,250	36,004	(14,754)	200,941	301,123	(100,182)	454,800
Net Ordinary Income	22,027	7,062	14,965	170,915	59,672	111,243	87,911
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,798	7,062	(1,264)	51,509	59,672	(8,163)	87,921
Total Other Expense	5,798	7,062	(1,264)	51,509	59,672	(8,163)	87,921
Net Other Income	(5,798)	(7,062)	1,264	(51,509)	(59,672)	8,163	(87,921)
Net Income	16,229	0	16,229	119,406	0	119,406	(10)

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

Accrual Basis

51 - TMPI

	Feb 21	Budget	\$ Over Bu...	Jul '20 - Fe...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	20,253	20,253	0	133,408	133,408	0	218,419
Total Income	20,253	20,253	0	133,408	133,408	0	218,419
Gross Profit	20,253	20,253	0	133,408	133,408	0	218,419
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	90	225	(135)	856	1,800	(944)	2,700
5030-00 · P/R - Health Insurance Expense	159	167	(8)	1,224	1,333	(109)	2,000
5040-00 · P/R - Workmans Comp	6	175	(169)	55	1,400	(1,345)	2,100
5060-00 · 401 (k)	0	167	(167)	0	1,333	(1,333)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	7	135	(129)	203
5000-00 · Salaries & Wages - Other	1,524	3,836	(2,311)	13,054	30,684	(17,630)	46,026
Total 5000-00 · Salaries & Wages	1,780	4,586	(2,806)	15,197	36,686	(21,489)	55,029
5100-00 · Rent							
5110-00 · Utilities	5			35	0	35	0
5140-00 · Repairs & Maintenance	3			10	0	10	0
5150-00 · Office - Cleaning	7			52	0	52	0
5100-00 · Rent - Other	213	0	213	569	0	569	0
Total 5100-00 · Rent	228	0	228	665	0	665	0
5310-00 · Telephone							
5320-00 · Telephone	18	0	18	132	0	132	0
Total 5310-00 · Telephone	18	0	18	132	0	132	0
5420-00 · Mail - USPS	1			3	0	3	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			3	0	3	0
5520-00 · Supplies - Other	3,750	2,083	1,667	8,246	16,667	(8,421)	25,000
Total 5520-00 · Supplies	3,750	2,083	1,667	8,249	16,667	(8,418)	25,000
5710-00 · Taxes, Licenses & Fees	0			1			
5740-00 · Equipment Rental/Leasing	0			2	0	2	0
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	7,220	10,500	(3,280)	38,420	54,000	(15,580)	100,000
Total 5900-00 · Professional Fees	7,220	10,500	(3,280)	38,420	54,000	(15,580)	100,000
8700-00 · Automobile Expenses	0	0	0	53	0	53	0
8810-00 · Dues & Subscriptions	9	0	9	61	0	61	0
Total Expense	13,006	17,169	(4,163)	62,784	107,353	(44,569)	180,029
Net Ordinary Income	7,247	3,084	4,163	70,624	26,055	44,569	38,390
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,295	3,084	(789)	20,387	26,055	(5,669)	38,390
Total Other Expense	2,295	3,084	(789)	20,387	26,055	(5,669)	38,390
Net Other Income	(2,295)	(3,084)	789	(20,387)	(26,055)	5,669	(38,390)
Net Income	4,952	(0)	4,952	50,238	(0)	50,238	0

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

Accrual Basis

60 - Membership

	Feb 21	Budget	\$ Over Budget	Jul '20 - Feb 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	12,007	10,417	1,590	92,593	83,333	9,260	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	1,500	(1,500)	0	3,000	(3,000)	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	1,000	(1,000)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	550	(550)	0	1,800	(1,800)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	750	(750)	0	2,800	(2,800)	6,000
4250-00 · Revenues-Membership Activities - Other	520	0	520	3,170	0	3,170	0
Total 4250-00 · Revenues-Membership Activities	520	2,250	(1,730)	3,170	7,300	(4,130)	72,500
4253-00 · Revenue- Other	0	500	(500)	0	500	(500)	2,500
Total Income	12,527	13,167	(640)	95,763	91,133	4,630	200,000
Gross Profit	12,527	13,167	(640)	95,763	91,133	4,630	200,000
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	354	458	(104)	2,096	3,667	(1,570)	5,500
5030-00 · P/R - Health Insurance Expense	379	667	(288)	1,563	5,333	(3,770)	8,000
5040-00 · P/R - Workmans Comp	15	33	(18)	82	267	(185)	400
5060-00 · 401 (k)	100	142	(42)	615	1,133	(518)	1,700
5070-00 · Other Benefits and Expenses	(8)	33	(41)	19	267	(248)	400
5000-00 · Salaries & Wages - Other	3,396	5,333	(1,938)	24,871	42,667	(17,795)	64,000
Total 5000-00 · Salaries & Wages	4,235	6,667	(2,431)	29,247	53,333	(24,087)	80,000
5100-00 · Rent							
5110-00 · Utilities	35	33	2	272	267	6	400
5140-00 · Repairs & Maintenance	23	8	15	82	67	15	100
5150-00 · Office - Cleaning	57	58	(2)	334	467	(133)	700
5100-00 · Rent - Other	(430)	638	(1,067)	4,498	5,100	(602)	7,650
Total 5100-00 · Rent	(314)	737	(1,052)	5,185	5,900	(714)	8,850
5310-00 · Telephone							
5320-00 · Telephone	120	121	(1)	839	967	(128)	1,450
Total 5310-00 · Telephone	120	121	(1)	839	967	(128)	1,450
5420-00 · Mail - USPS	6	10	(4)	17	80	(63)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			2	0	2	0
5520-00 · Supplies - Other	3	167	(164)	139	1,333	(1,194)	2,000
Total 5520-00 · Supplies	3	167	(164)	141	1,333	(1,193)	2,000
5710-00 · Taxes, Licenses & Fees	0			23	0	23	0
5740-00 · Equipment Rental/Leasing	55	173	(119)	485	1,387	(901)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	500	(500)	1,000
Total 5900-00 · Professional Fees	0	0	0	0	500	(500)	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	413	(413)	0	1,350	(1,350)	3,000
6442-00 · Public Relations/Website/Digita	(628)	417	(1,045)	4,039	3,333	706	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	3,333	(2,418)	5,000
Total 6423-00 · Membership Activities	(628)	1,246	(1,874)	5,249	8,517	(3,268)	42,000
8200-00 · Associate Relations	62	13	49	93	100	(7)	150
8500-00 · Credit Card Fees	53	0	53	315	0	315	1,850
8700-00 · Automobile Expenses	0	33	(33)	147	267	(119)	400
8750-00 · Meals/Meetings	0	33	(33)	7	267	(260)	400
8810-00 · Dues & Subscriptions	15	17	(2)	151	133	18	200
8920-00 · Bad Debt	195	0	195	37,587	0	37,587	0
Total Expense	3,801	9,217	(5,416)	79,487	72,783	6,703	140,500
Net Ordinary Income	8,726	3,950	4,776	16,276	18,350	(2,074)	59,500
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,792	2,407	(614)	15,923	20,334	(4,411)	29,961
Total Other Expense	1,792	2,407	(614)	15,923	20,334	(4,411)	29,961

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

Accrual Basis

60 - Membership

	Feb 21	Budget	\$ Over Budget	Jul '20 - Feb 21	YTD Budget	\$ Over Budget	Annual Budget
Net Other Income	(1,792)	(2,407)	614	(15,923)	(20,334)	4,411	(29,961)
Net Income	<u>6,933</u>	<u>1,543</u>	<u>5,390</u>	<u>353</u>	<u>(1,984)</u>	<u>2,337</u>	<u>29,539</u>

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

70 - Administration

Accrual Basis

	Feb 21	Budget	\$ Over Budget	Jul '20 - Feb 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4720-00 · Miscellaneous	2,556	0	2,556	6,749	0	6,749	0
Total Income	2,556	0	2,556	6,749	0	6,749	0
Gross Profit	2,556	0	2,556	6,749	0	6,749	0
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,913	2,250	(337)	17,405	18,000	(595)	27,000
5030-00 · P/R - Health Insurance Expense	3,029	3,292	(262)	24,998	26,333	(1,336)	39,500
5040-00 · P/R - Workmans Comp	72	194	(123)	(454)	1,555	(2,009)	2,332
5060-00 · 401 (k)	585	1,250	(665)	214	10,000	(9,786)	15,000
5070-00 · Other Benefits and Expenses	65	117	(52)	818	933	(116)	1,400
5000-00 · Salaries & Wages - Other	28,891	33,327	(4,636)	248,159	268,213	(20,054)	402,320
Total 5000-00 · Salaries & Wages	34,555	40,629	(6,074)	291,140	325,035	(33,895)	487,552
5100-00 · Rent							
5110-00 · Utilities	162	125	37	1,304	1,000	304	1,500
5140-00 · Repairs & Maintenance	966	325	641	3,186	2,600	586	3,900
5150-00 · Office - Cleaning	223	250	(27)	1,738	2,000	(262)	3,000
5100-00 · Rent - Other	3,363	1,893	1,469	21,836	15,147	6,689	22,720
Total 5100-00 · Rent	4,714	2,593	2,120	28,063	20,747	7,316	31,120
5310-00 · Telephone							
5320-00 · Telephone	1,313	750	563	7,367	6,000	1,367	9,000
Total 5310-00 · Telephone	1,313	750	563	7,367	6,000	1,367	9,000
5420-00 · Mail - USPS	30	83	(53)	422	667	(244)	1,000
5510-00 · Insurance/Bonding	1,149	1,692	(543)	8,546	13,533	(4,988)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	2,255	167	2,088	2,457	1,333	1,124	2,000
5520-00 · Supplies - Other	293	603	(309)	2,000	4,820	(2,820)	7,230
Total 5520-00 · Supplies	2,548	769	1,779	4,457	6,153	(1,696)	9,230
5610-00 · Depreciation	223	0	223	349	0	349	0
5700-00 · Equipment Support & Maintenance	(1,849)	2,250	(4,099)	16,926	18,000	(1,074)	27,000
5710-00 · Taxes, Licenses & Fees	1,744	1,000	744	9,296	8,000	1,296	12,000
5740-00 · Equipment Rental/Leasing	106	417	(311)	986	3,333	(2,347)	5,000
5800-00 · Training Seminars	310	667	(356)	376	5,333	(4,957)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	520	625	(105)	2,380	5,000	(2,620)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	13,000	(13,000)	19,500
Total 5900-00 · Professional Fees	520	2,250	(1,730)	24,180	44,000	(19,820)	53,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	10,000	(10,000)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	10,000	(10,000)	15,000
8200-00 · Associate Relations	0	83	(83)	1,714	667	1,048	1,000
8300-00 · Board Functions	310	500	(190)	2,554	5,000	(2,446)	7,000
8600-00 · Additional Opportunites	650	2,083	(1,433)	5,200	16,667	(11,467)	25,000
8700-00 · Automobile Expenses	54	250	(196)	1,101	2,000	(899)	3,000
8750-00 · Meals/Meetings	0	417	(417)	249	3,333	(3,084)	5,000
8810-00 · Dues & Subscriptions	1,441	1,167	275	5,837	9,333	(3,496)	14,000
8920-00 · Bad Debt	0	0	0	87	0	87	0
Total Expense	47,818	60,100	(12,282)	408,850	507,802	(98,951)	748,202
Net Ordinary Income	(45,262)	(60,100)	14,838	(402,101)	(507,802)	105,700	(748,202)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(45,262)	(60,100)	14,838	(402,101)	(507,802)	105,700	(748,202)
Total Other Expense	(45,262)	(60,100)	14,838	(402,101)	(507,802)	105,700	(748,202)
Net Other Income	45,262	60,100	(14,838)	402,101	507,802	(105,700)	748,202
Net Income	0	(0)	0	0	(0)	0	0