

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period Ending

January 31, 2021

North Lake Tahoe Resort Association

Balance Sheet

As of January 31, 2021

Accrual Basis

	Jan 31, 21	Jan 31, 20	\$ Change	% Change	Jun 30, 20
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	158	184	(26)	(14%)	158
1003-00 · Cash - Operations BOTW #6712	1,185,906	322,912	862,994	267%	565,602
1007-00 · Cash - Payroll BOTW #7421	3,353	5,502	(2,149)	(39%)	3,200
1008-00 · Marketing Reserve - Plumas	50,340	50,288	52	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,924	100,769	155	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	60,315	104,621	(44,306)	(42%)	86,322
10950 · Cash in Drawer	619	203	416	205%	139
Total Checking/Savings	1,431,197	614,061	817,136	133%	836,155
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	2,500	47,690	(45,190)	(95%)	3,500
1290-00 · A/R - TOT	505,473	486,921	18,552	4%	201,387
Total Accounts Receivable	507,973	534,611	(26,638)	(5%)	204,887
Other Current Assets					
1200-99 · AR Other	1,179	726	453	62%	12,881
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	169,330	84,295	85,035	101%	35,696
1201-03 · Member AR - Other	1,400	4,125	(2,725)	(66%)	1,040
Total 1201-00 · Member Accounts Receivable	170,730	88,420	82,310	93%	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	23,270	24,316	(1,046)	(4%)	81,762
Total 12100 · Inventory Asset	23,288	24,334	(1,046)	(4%)	86,016
1299 · Receivable from NLTMC	403	5,345	(4,942)	(92%)	0
1490-00 · Security Deposits	1,150	1,150	0	0%	1,150
Total Other Current Assets	135,176	117,200	17,976	15%	111,796
Total Current Assets	2,074,346	1,265,872	808,474	64%	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	(20,575)	(19,911)	(664)	(3%)	(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	4,564	583	3,981	683%	0
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	14,185	12,484	1,701	14%	16,326

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Accrual Basis

	Jan 31, 21	Jan 31, 20	\$ Change	% Change	Jun 30, 20
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	7,939	5,438	2,501	46%	8,751
Total 1400-00 · Prepaid Expenses	22,224	18,022	4,202	23%	25,177
Total Other Assets	22,224	18,022	4,202	23%	25,177
TOTAL ASSETS	2,101,134	1,284,477	816,657	64%	1,178,015
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	14,455	59,802	(45,347)	(76%)	26,683
Total Accounts Payable	14,455	59,802	(45,347)	(76%)	26,683
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	10,480	11,059	(579)	(5%)	39,445
2101-00 · Incentive Payable	69,096	34,359	34,737	101%	88,359
2102-00 · Commissions Payable	1,420	9,734	(8,314)	(85%)	3,506
2120-00 · Empl. Federal Tax Payable	5,545	5,426	119	2%	1,551
2175-00 · 401 (k) Plan	2,693	1,894	799	42%	2,626
2180-00 · Estimated PTO Liability	54,845	36,333	18,512	51%	54,845
Total 21000 · Salaries/Wages/Payroll Liabilit	144,079	98,805	45,274	46%	190,332
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	0	10	(10)	(100%)	0
25500 · *Sales Tax Payable	225	367	(142)	(39%)	1,374
Total 2190-00 · Sales and Use Tax Payable	225	377	(152)	(40%)	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	95,868	92,631	3,237	3%	28,890
2500-00 · Deferred Revenue - TMBC	1,290	1,680	(390)	(23%)	1,290
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	1,166,838	602,719	564,119	94%	686,620
Total Current Liabilities	1,181,293	662,521	518,772	78%	713,303
Total Liabilities	1,181,293	662,521	518,772	78%	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	455,129	180,492	274,637	152%	6,862
Total Equity	919,840	621,953	297,887	48%	464,711
TOTAL LIABILITIES & EQUITY	2,101,134	1,284,477	816,657	64%	1,178,015

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jan 21	Budget	\$ Over Budget	Jul '20 - Jan ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	505,473	547,873	(42,400)	2,001,346	2,063,997	(62,651)	4,043,867
4200-00 · Membership Dues Revenue	12,012	10,417	1,595	80,586	72,917	7,670	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	800	(800)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	450	(450)	0	1,250	(1,250)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	650	(650)	0	2,050	(2,050)	6,000
4250-00 · Revenues-Membership Activities - Other	0	0	0	2,650	0	2,650	0
Total 4250-00 · Revenues-Membership Activities	0	650	(650)	2,650	5,050	(2,400)	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	141	0	141	1,555	0	1,555	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	2,964	3,500	(536)	59,736	51,000	8,736	85,000
Total 46000 · Merchandise Sales	3,105	3,500	(395)	61,851	51,000	10,851	85,000
4720-00 · Miscellaneous	0	0	0	4,193	0	4,193	0
Total Income	520,591	562,440	(41,849)	2,152,151	2,192,964	(40,813)	4,328,867
Gross Profit	520,591	562,440	(41,849)	2,152,151	2,192,964	(40,813)	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	10,324	7,049	3,275	43,476	49,342	(5,866)	84,586
5030-00 · P/R - Health Insurance Expense	10,298	11,750	(1,452)	70,485	82,250	(11,765)	141,000
5040-00 · P/R - Workmans Comp	1,356	1,128	228	6,246	7,894	(1,648)	13,532
5060-00 · 401 (k)	2,473	3,308	(835)	12,609	23,158	(10,549)	39,700
5070-00 · Other Benefits and Expenses	571	428	143	2,634	2,995	(361)	5,135
5000-00 · Salaries & Wages - Other	80,560	94,593	(14,033)	583,127	662,154	(79,027)	1,135,121
Total 5000-00 · Salaries & Wages	105,581	118,256	(12,675)	720,683	827,793	(107,110)	1,419,074
5100-00 · Rent							
5110-00 · Utilities	1,133	1,017	116	6,083	6,792	(709)	11,655
5140-00 · Repairs & Maintenance	1,195	888	307	3,227	6,218	(2,991)	10,660
5150-00 · Office - Cleaning	725	1,058	(333)	4,075	7,408	(3,333)	12,700
5100-00 · Rent - Other	13,554	12,819	735	93,610	88,705	4,905	152,798
Total 5100-00 · Rent	16,607	15,782	825	106,995	109,123	(2,128)	187,813
5310-00 · Telephone							
5320-00 · Telephone	1,349	1,924	(575)	15,138	13,468	1,670	23,088
Total 5310-00 · Telephone	1,349	1,924	(575)	15,138	13,468	1,670	23,088
5420-00 · Mail - USPS	0	127	(127)	531	887	(356)	1,520
5510-00 · Insurance/Bonding	1,149	1,692	(543)	7,397	11,842	(4,445)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	1,979	287	1,693	3,589	2,007	1,583	3,440
5520-00 · Supplies - Other	3,165	7,598	(4,433)	9,513	53,185	(43,672)	91,174
Total 5520-00 · Supplies	5,145	7,885	(2,740)	13,102	55,192	(42,089)	94,614
5610-00 · Depreciation	83	0	83	388	0	388	0
5700-00 · Equipment Support & Maintenance	2,322	2,267	55	18,771	15,867	2,905	27,200
5710-00 · Taxes, Licenses & Fees	2,640	1,025	1,615	7,806	7,175	631	12,300
5740-00 · Equipment Rental/Leasing	365	969	(604)	3,022	6,784	(3,762)	11,630
5800-00 · Training Seminars	0	1,667	(1,667)	66	11,667	(11,601)	22,000
5850-00 · Artist of Month - Commissions	0	250	(250)	1,010	1,750	(740)	3,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	260	750	(490)	1,860	5,250	(3,390)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	0	13,750	(13,750)	31,200	63,250	(32,050)	134,000
Total 5900-00 · Professional Fees	260	14,500	(14,240)	54,860	94,500	(39,640)	169,000
5941-00 · Research & Planning	0	11,250	(11,250)	0	28,750	(28,750)	55,000
6020-00 · Programs							
6016-00 · Special Event Partnership	10	2,500	(2,490)	141	8,750	(8,609)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	10	2,500	(2,490)	141	8,750	(8,609)	80,000
6420-00 · Events							
6420-01 · Sponsorships							

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jan 21	Budget	\$ Over Budget	Jul '20 - Jan ...	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	24,400	(24,400)	0	24,400	(24,400)	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	24,400	(24,400)	0	24,400	(24,400)	529,000
6421-00 · New Event Development	0	5,000	(5,000)	4,000	7,500	(3,500)	30,000
6424-00 · Event Operation Expenses	0	500	(500)	0	2,000	(2,000)	6,000
Total 6420-00 · Events	0	29,900	(29,900)	4,000	33,900	(29,900)	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	338	(338)	0	938	(938)	3,000
6442-00 · Public Relations/Website	933	417	516	4,667	2,917	1,750	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	2,917	(2,002)	5,000
Total 6423-00 · Membership Activities	933	1,171	(238)	5,877	7,271	(1,394)	42,000
6730-00 · Marketing Cooperative/Media	185,043	303,111	(118,068)	546,253	664,321	(118,068)	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	11,667	(11,667)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	245	23,000	(22,755)	2,277	117,000	(114,723)	232,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	59	1,000	(941)	13,409	5,000	8,409	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	5,000	(5,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	5,000	(5,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	5,000	(5,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	20,000	(20,000)	40,000
6743-07 · Winter Regional Campaign	0	0	0	18,027	0	18,027	0
Total 6743-00 · BACC Marketing Programs	59	8,000	(7,941)	31,436	40,000	(8,564)	80,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	395	8,750	(8,355)	15,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	9	125	(116)	1,020	875	145	1,500
59900 · POS Inventory Adjustments	105	0	105	583	0	583	0
8100-01 · CGS - Other	98	0	98	98	0	98	0
8100-00 · Cost of Goods Sold - Other	1,558	1,565	(7)	31,762	22,797	8,965	38,000
Total 8100-00 · Cost of Goods Sold	1,769	1,690	80	33,463	23,672	9,791	39,500
8200-00 · Associate Relations	0	135	(135)	2,014	924	1,090	1,600
8300-00 · Board Functions	0	500	(500)	2,244	4,500	(2,256)	7,000
8500-00 · Credit Card Fees	163	165	(1)	2,599	2,397	202	5,850
8600-00 · Additional Opportunit	985	10,000	(9,015)	72,303	70,000	2,303	120,000
8700-00 · Automobile Expenses	136	466	(330)	1,603	3,122	(1,519)	5,450
8750-00 · Meals/Meetings	69	763	(694)	330	5,088	(4,757)	8,900
8810-00 · Dues & Subscriptions	1,006	1,513	(507)	4,953	10,334	(5,381)	17,900
8910-00 · Travel	0	0	0	0	0	0	12,600
8920-00 · Bad Debt	37,107	0	37,107	37,479	0	37,479	0
Total Expense	363,025	563,421	(200,396)	1,697,135	2,196,492	(499,357)	4,299,338
Net Ordinary Income	157,565	(982)	158,547	455,016	(3,528)	458,544	29,529
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	15	0	15	113	0	113	0
Total Other Income	15	0	15	113	0	113	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	113	0	113	(0)
Net Income	157,580	(982)	158,562	455,129	(3,528)	458,657	29,529

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July 2020 through January 2021

	Jul '20 - Jan 21	Jul '19 - Jan 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,001,346	2,306,693	(305,347)	(13)%
4200-00 · Membership Dues Revenue	80,586	78,445	2,141	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	3,480	(3,480)	(100)%
Total 4251-00 · Tues AM Breakfast Club	0	6,805	(6,805)	(100)%
4250-00 · Revenues-Membership Activities - Other	2,650	5,936	(3,286)	(55)%
Total 4250-00 · Revenues-Membership Activities	2,650	12,741	(10,091)	(79)%
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	1,555	6,836	(5,281)	(77)%
4504-00 · Retail Revenue - Other	560	0	560	100%
46000 · Merchandise Sales - Other	59,736	67,575	(7,839)	(12)%
Total 46000 · Merchandise Sales	61,851	74,411	(12,560)	(17)%
4720-00 · Miscellaneous	4,193	0	4,193	100%
Total Income	2,152,151	2,517,973	(365,822)	(15)%
Cost of Goods Sold				
52900 · Purchases - Resale Items	0	0	0	0%
Total COGS	0	0	0	0%
Gross Profit	2,152,151	2,517,973	(365,822)	(15)%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	15,302	(13,197)	(86)%
5020-00 · P/R - Tax Expense	43,476	43,938	(462)	(1)%
5030-00 · P/R - Health Insurance Expense	70,485	75,788	(5,303)	(7)%
5040-00 · P/R - Workmans Comp	6,246	5,829	416	7%
5060-00 · 401 (k)	12,609	20,304	(7,694)	(38)%
5070-00 · Other Benefits and Expenses	2,634	2,109	526	25%
5000-00 · Salaries & Wages - Other	583,127	484,742	98,385	20%
Total 5000-00 · Salaries & Wages	720,683	648,012	72,671	11%
5100-00 · Rent				
5110-00 · Utilities	6,083	6,113	(30)	(1)%
5140-00 · Repairs & Maintenance	3,227	4,423	(1,196)	(27)%
5150-00 · Office - Cleaning	4,075	5,000	(925)	(19)%
5100-00 · Rent - Other	93,610	91,427	2,183	2%
Total 5100-00 · Rent	106,995	106,963	32	0%
5310-00 · Telephone				
5320-00 · Telephone	15,138	13,305	1,832	14%
Total 5310-00 · Telephone	15,138	13,305	1,832	14%
5420-00 · Mail - USPS	531	1,017	(486)	(48)%
5510-00 · Insurance/Bonding	7,397	9,135	(1,738)	(19)%
5520-00 · Supplies				
5525-00 · Supplies- Computer	3,589	595	2,995	503%
5520-00 · Supplies - Other	9,513	10,844	(1,331)	(12)%
Total 5520-00 · Supplies	13,102	11,439	1,664	15%
5610-00 · Depreciation	388	826	(437)	(53)%
5700-00 · Equipment Support & Maintenance	18,771	11,720	7,052	60%
5710-00 · Taxes, Licenses & Fees	7,806	7,728	78	1%
5740-00 · Equipment Rental/Leasing	3,022	8,078	(5,055)	(63)%
5800-00 · Training Seminars	66	2,207	(2,141)	(97)%
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 January 2021

	Jul '20 - Jan 21	Jul '19 - Jan 20	\$ Change	% Change
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,860	3,660	(1,800)	(49)%
5920-00 · Professional Fees - Accountant	21,800	18,800	3,000	16%
5921-00 · Professional Fees - Other	31,200	69,098	(37,898)	(55)%
Total 5900-00 · Professional Fees	54,860	91,558	(36,698)	(40)%
6020-00 · Programs				
6016-00 · Special Event Partnership	141	2,500	(2,359)	(94)%
Total 6020-00 · Programs	141	2,500	(2,359)	(94)%
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	17,680	(17,680)	(100)%
6421-16 · Mountain Travel Symposium	0	5,525	(5,525)	(100)%
Total 6420-01 · Sponsorships	0	311,892	(311,892)	(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	313,729	(309,729)	(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	4,667	3,464	1,203	35%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	915	1,129	(214)	(19)%
Total 6423-00 · Membership Activities	5,877	13,577	(7,699)	(57)%
6730-00 · Marketing Cooperative/Media	546,253	990,140	(443,887)	(45)%
6740-00 · Media/Collateral/Production	0	384	(384)	(100)%
6742-00 · Non-NLT Co-Op Marketing Program	2,277	8,779	(6,502)	(74)%
6743-00 · BACC Marketing Programs				
6743-01 · Year Round Shopping Campaign	13,409	7,900	5,509	70%
6743-03 · Winter Lakeside Campaign	0	10,334	(10,334)	(100)%
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	31,436	18,234	13,202	72%
7500-00 · Trade Shows/Travel	395	593	(198)	(33)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,020	754	267	35%
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	31,762	34,884	(3,123)	(9)%
Total 8100-00 · Cost of Goods Sold	33,463	35,988	(2,525)	(7)%
8200-00 · Associate Relations	2,014	993	1,021	103%
8300-00 · Board Functions	2,244	17,058	(14,814)	(87)%
8500-00 · Credit Card Fees	2,599	4,062	(1,463)	(36)%
8600-00 · Additional Opportunitites	72,303	0	72,303	100%
8700-00 · Automobile Expenses	1,603	1,741	(138)	(8)%
8750-00 · Meals/Meetings	330	1,145	(815)	(71)%
8810-00 · Dues & Subscriptions	4,953	4,714	239	5%
8920-00 · Bad Debt	37,479	2,735	34,744	1,270%
Total Expense	1,697,135	2,337,644	(640,509)	(27)%
Net Ordinary Income	455,016	180,329	274,687	152%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	113	163	(50)	(31)%
Total Other Income	113	163	(50)	(31)%
Other Expense				
Balancing Adjustments	0	0	0	0%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison

Accrual Basis

July 2020 through January 2021

	Jul '20 - Jan 21	Jul '19 - Jan 20	\$ Change	% Change
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	113	163	(50)	(31)%
Net Income	<u>455,129</u>	<u>180,492</u>	<u>274,637</u>	<u>152%</u>

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

11 - Marketing

Accrual Basis

	Jan 21	Budget	\$ Over Budget	Jul '20 - Jan 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	412,270	454,670	(42,400)	1,395,364	1,458,014	(62,650)	2,983,682
4253-00 · Revenue- Other	0			1,525	0	1,525	0
Total Income	412,270	454,670	(42,400)	1,396,889	1,458,014	(61,125)	2,983,682
Gross Profit	412,270	454,670	(42,400)	1,396,889	1,458,014	(61,125)	2,983,682
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,169	1,667	503	10,923	11,667	(743)	20,000
5030-00 · P/R - Health Insurance Expense	6,071	4,000	2,071	22,605	28,000	(5,395)	48,000
5040-00 · P/R - Workmans Comp	529	125	404	2,543	875	1,668	1,500
5060-00 · 401 (k)	622	833	(212)	5,875	5,833	41	10,000
5070-00 · Other Benefits and Expenses	33	142	(109)	642	992	(349)	1,700
5000-00 · Salaries & Wages - Other	17,515	22,299	(4,784)	159,592	156,095	3,496	267,592
Total 5000-00 · Salaries & Wages	26,938	29,066	(2,128)	202,180	203,462	(1,282)	348,792
5100-00 · Rent							
5110-00 · Utilities	175	200	(25)	1,020	1,075	(55)	1,855
5140-00 · Repairs & Maintenance	74	75	(1)	186	525	(339)	900
5150-00 · Office - Cleaning	218	250	(33)	1,332	1,750	(418)	3,000
5100-00 · Rent - Other	2,124	2,400	(276)	15,167	15,776	(609)	27,777
Total 5100-00 · Rent	2,592	2,925	(334)	17,705	19,126	(1,421)	33,532
5310-00 · Telephone							
5320-00 · Telephone	344	549	(205)	3,547	3,843	(296)	6,588
Total 5310-00 · Telephone	344	549	(205)	3,547	3,843	(296)	6,588
5420-00 · Mail - USPS	0	0	0	54	0	54	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	1,979			3,382	0	3,382	0
5520-00 · Supplies - Other	139	1,716	(1,577)	532	12,013	(11,481)	20,594
Total 5520-00 · Supplies	2,118	1,716	402	3,914	12,013	(8,099)	20,594
5700-00 · Equipment Support & Maintenance	0	13	(13)	(3)	88	(90)	150
5710-00 · Taxes, Licenses & Fees	0	13	(13)	79	88	(8)	150
5740-00 · Equipment Rental/Leasing	91	167	(75)	760	1,167	(407)	2,000
5800-00 · Training Seminars	0	750	(750)	0	5,250	(5,250)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	875	(875)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	7,875	(7,875)	13,500
Total 5900-00 · Professional Fees	0	1,250	(1,250)	0	8,750	(8,750)	15,000
5941-00 · Research & Planning	0	10,000	(10,000)	0	20,000	(20,000)	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	10	2,500	(2,490)	141	8,750	(8,609)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	10	2,500	(2,490)	141	8,750	(8,609)	80,000
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	24,400	(24,400)	0	24,400	(24,400)	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	24,400	(24,400)	0	24,400	(24,400)	529,000
6421-00 · New Event Development	0	5,000	(5,000)	4,000	7,500	(3,500)	30,000
6424-00 · Event Operation Expenses	0	500	(500)	0	2,000	(2,000)	6,000
Total 6420-00 · Events	0	29,900	(29,900)	4,000	33,900	(29,900)	565,000
6730-00 · Marketing Cooperative/Media	180,159	295,112	(114,953)	503,399	618,352	(114,953)	925,000
6742-00 · Non-NLT Co-Op Marketing Program	45	22,000	(21,955)	877	110,000	(109,123)	220,000
6743-00 · BACC Marketing Programs	59	1,000	(941)	13,409	5,000	8,409	10,000
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	0	5,000	(5,000)	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	5,000	(5,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	5,000	(5,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	5,000	(5,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	20,000	(20,000)	40,000
6743-07 · Winter Regional Campaign	0	0	0	18,027	0	18,027	0
Total 6743-00 · BACC Marketing Programs	59	8,000	(7,941)	31,436	40,000	(8,564)	80,000
7500-00 · Trade Shows/Travel	0	0	0	395	0	395	0
8200-00 · Associate Relations	0	23	(23)	156	136	20	250
8600-00 · Additional Opportunitis	335	7,917	(7,581)	67,753	55,417	12,336	95,000
8700-00 · Automobile Expenses	5	136	(131)	272	818	(546)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	1,500	(1,484)	2,750
8810-00 · Dues & Subscriptions	152	259	(107)	368	1,555	(1,187)	2,850
8910-00 · Travel	0	0	0	0	0	0	11,100
Total Expense	212,849	412,545	(199,696)	837,049	1,144,214	(307,164)	2,459,256
Net Ordinary Income	199,421	42,125	157,296	559,840	313,801	246,039	524,426
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	15	0	15	113	0	113	0
Total Other Income	15	0	15	113	0	113	0
Other Expense							
8990-00 · Allocated	32,852	42,125	(9,273)	247,111	313,801	(66,689)	524,426
Total Other Expense	32,852	42,125	(9,273)	247,111	313,801	(66,689)	524,426
Net Other Income	(32,837)	(42,125)	9,288	(246,999)	(313,801)	66,802	(524,426)
Net Income	166,583	0	166,583	312,841	(0)	312,841	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jan 21	Budget	\$ Over Budget	Jul '20 - Jan 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	33,384	33,384	0	226,099	226,099	0	384,054
Total Income	33,384	33,384	0	226,099	226,099	0	384,054
Gross Profit	33,384	33,384	0	226,099	226,099	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	2,289	1,157	1,132	8,470	8,100	369	13,886
5030-00 · P/R - Health Insurance Expense	2,320	2,042	279	15,570	14,292	1,279	24,500
5040-00 · P/R - Workmans Comp	481	167	314	1,578	1,167	412	2,000
5060-00 · 401 (k)	667	500	167	4,027	3,500	527	6,000
5070-00 · Other Benefits and Expenses	446	38	409	692	263	430	450
5000-00 · Salaries & Wages - Other	15,651	14,030	1,621	103,957	98,213	5,744	168,365
Total 5000-00 · Salaries & Wages	21,854	17,933	3,920	136,400	125,534	10,866	215,201
5100-00 · Rent							
5110-00 · Utilities	125	75	50	678	525	153	900
5140-00 · Repairs & Maintenance	55	22	33	138	152	(14)	260
5150-00 · Office - Cleaning	161	142	19	906	992	(86)	1,700
5100-00 · Rent - Other	1,422	1,167	255	9,435	8,167	1,269	14,000
Total 5100-00 · Rent	1,763	1,405	358	11,156	9,835	1,321	16,860
5310-00 · Telephone							
5320-00 · Telephone	290	267	24	2,661	1,867	794	3,200
Total 5310-00 · Telephone	290	267	24	2,661	1,867	794	3,200
5420-00 · Mail - USPS	0	17	(17)	36	117	(80)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	45	(45)	0	315	(315)	540
5520-00 · Supplies - Other	46	113	(67)	323	788	(464)	1,350
Total 5520-00 · Supplies	46	158	(112)	323	1,103	(779)	1,890
5710-00 · Taxes, Licenses & Fees	0	8	(8)	120	58	61	100
5740-00 · Equipment Rental/Leasing	40	83	(43)	350	583	(234)	1,000
5800-00 · Training Seminars	0	0	0	0	0	0	2,000
6730-00 · Marketing Cooperative/Media	4,883	7,999	(3,116)	42,853	45,969	(3,116)	75,000
8750-00 · Meals/Meetings	0	29	(29)	0	204	(204)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	438	(438)	750
Total Expense	28,877	27,962	915	193,899	185,707	8,192	316,551
Net Ordinary Income	4,507	5,422	(915)	32,200	40,392	(8,192)	67,503
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,227	5,422	(1,195)	31,794	40,392	(8,597)	67,503
Total Other Expense	4,227	5,422	(1,195)	31,794	40,392	(8,597)	67,503
Net Other Income	(4,227)	(5,422)	1,195	(31,794)	(40,392)	8,597	(67,503)
Net Income	280	(0)	280	405	(0)	405	0

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

42 - Visitor Center

Accrual Basis

	Jan 21	Budget	\$ Over Budget	Jul '20 - Jan 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	39,566	39,566	0	266,727	266,728	(1)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	141	0	141	1,555	0	1,555	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	2,964	3,500	(536)	59,736	51,000	8,736	85,000
Total 46000 · Merchandise Sales	3,105	3,500	(395)	61,851	51,000	10,851	85,000
Total Income	42,672	43,066	(395)	328,578	317,728	10,850	542,711
Gross Profit	42,672	43,066	(395)	328,578	317,728	10,850	542,711
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,160	1,292	(132)	6,083	9,042	(2,959)	15,500
5030-00 · P/R - Health Insurance Expense	1,247	1,583	(337)	8,092	11,083	(2,992)	19,000
5040-00 · P/R - Workmans Comp	253	433	(180)	2,535	3,033	(499)	5,200
5060-00 · 401 (k)	306	417	(111)	2,563	2,917	(354)	5,000
5070-00 · Other Benefits and Expenses	17	82	(65)	514	573	(59)	982
5000-00 · Salaries & Wages - Other	8,110	15,568	(7,458)	67,304	108,977	(41,673)	186,818
Total 5000-00 · Salaries & Wages	11,093	19,375	(8,282)	87,090	135,625	(48,535)	232,500
5100-00 · Rent							
5110-00 · Utilities	568	583	(15)	2,976	4,083	(1,107)	7,000
5140-00 · Repairs & Maintenance	248	458	(211)	619	3,208	(2,590)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	2,508	(2,508)	4,300
5100-00 · Rent - Other	6,398	6,721	(323)	45,251	47,046	(1,795)	80,650
Total 5100-00 · Rent	7,214	8,121	(907)	48,846	56,846	(8,000)	97,450
5310-00 · Telephone							
5320-00 · Telephone	200	238	(37)	2,044	1,663	381	2,850
Total 5310-00 · Telephone	200	238	(37)	2,044	1,663	381	2,850
5420-00 · Mail - USPS	0	17	(17)	36	117	(80)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	75	(75)	0	525	(525)	900
5520-00 · Supplies - Other	221	2,917	(2,695)	2,319	20,417	(18,098)	35,000
Total 5520-00 · Supplies	221	2,992	(2,770)	2,319	20,942	(18,623)	35,900
5610-00 · Depreciation	83	0	83	262	0	262	0
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	29	(29)	50
5710-00 · Taxes, Licenses & Fees	7	4	3	30	29	1	50
5740-00 · Equipment Rental/Leasing	73	129	(56)	600	904	(304)	1,550
5800-00 · Training Seminars	0	250	(250)	0	1,750	(1,750)	3,000
5850-00 · Artist of Month - Commissions	0	250	(250)	1,010	1,750	(740)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	11,667	(11,667)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,400	7,000	(5,600)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	9	125	(116)	1,020	875	145	1,500
59900 · POS Inventory Adjustments	105	0	105	583	0	583	0
8100-01 · CGS - Other	98	0	98	98	0	98	0
8100-00 · Cost of Goods Sold - Other	1,558	1,565	(7)	31,762	22,797	8,965	38,000
Total 8100-00 · Cost of Goods Sold	1,769	1,690	80	33,463	23,672	9,791	39,500
8200-00 · Associate Relations	0	17	(17)	112	117	(5)	200
8500-00 · Credit Card Fees	125	165	(39)	2,337	2,397	(60)	4,000
8700-00 · Automobile Expenses	0	46	(46)	83	321	(238)	550
8750-00 · Meals/Meetings	58	33	25	58	233	(175)	400
8810-00 · Dues & Subscriptions	0	8	(8)	0	58	(58)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	21,044	36,004	(14,960)	179,691	265,119	(85,428)	454,800
Net Ordinary Income	21,628	7,062	14,566	148,888	52,609	96,278	87,911
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,077	7,062	(985)	45,711	52,609	(6,898)	87,921
Total Other Expense	6,077	7,062	(985)	45,711	52,609	(6,898)	87,921
Net Other Income	(6,077)	(7,062)	985	(45,711)	(52,609)	6,898	(87,921)
Net Income	15,551	0	15,551	103,176	0	103,176	(10)

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

Accrual Basis

51 - TMPI

	Jan 21	Budget	\$ Over Bu...	Jul '20 - Ja...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	20,253	20,253	0	113,155	113,155	0	218,419
Total Income	20,253	20,253	0	113,155	113,155	0	218,419
Gross Profit	20,253	20,253	0	113,155	113,155	0	218,419
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	142	225	(83)	766	1,575	(809)	2,700
5030-00 · P/R - Health Insurance Expense	156	167	(11)	1,066	1,167	(101)	2,000
5040-00 · P/R - Workmans Comp	6	175	(169)	49	1,225	(1,176)	2,100
5060-00 · 401 (k)	0	167	(167)	0	1,167	(1,167)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	6	118	(112)	203
5000-00 · Salaries & Wages - Other	1,586	3,836	(2,250)	11,530	26,849	(15,318)	46,026
Total 5000-00 · Salaries & Wages	1,891	4,586	(2,695)	13,417	32,100	(18,683)	55,029
5100-00 · Rent							
5110-00 · Utilities	6			30	0	30	0
5140-00 · Repairs & Maintenance	3			7	0	7	0
5150-00 · Office - Cleaning	8			45	0	45	0
5100-00 · Rent - Other	71	0	71	355	0	355	0
Total 5100-00 · Rent	88	0	88	438	0	438	0
5310-00 · Telephone							
5320-00 · Telephone	12	0	12	114	0	114	0
Total 5310-00 · Telephone	12	0	12	114	0	114	0
5420-00 · Mail - USPS	0			2	0	2	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			3	0	3	0
5520-00 · Supplies - Other	2,443	2,083	359	4,496	14,583	(10,088)	25,000
Total 5520-00 · Supplies	2,443	2,083	359	4,499	14,583	(10,085)	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	0	10,500	(10,500)	31,200	43,500	(12,300)	100,000
Total 5900-00 · Professional Fees	0	10,500	(10,500)	31,200	43,500	(12,300)	100,000
8700-00 · Automobile Expenses	11	0	11	53	0	53	0
8810-00 · Dues & Subscriptions	2	0	2	52	0	52	0
Total Expense	4,447	17,169	(12,722)	49,778	90,184	(40,406)	180,029
Net Ordinary Income	15,806	3,084	12,722	63,378	22,972	40,406	38,390
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,405	3,084	(679)	18,092	22,972	(4,880)	38,390
Total Other Expense	2,405	3,084	(679)	18,092	22,972	(4,880)	38,390
Net Other Income	(2,405)	(3,084)	679	(18,092)	(22,972)	4,880	(38,390)
Net Income	13,401	(0)	13,401	45,286	(0)	45,286	0

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

Accrual Basis

60 - Membership

	Jan 21	Budget	\$ Over Budget	Jul '20 - Jan 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	12,012	10,417	1,595	80,586	72,917	7,670	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	800	(800)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	450	(450)	0	1,250	(1,250)	4,000
Total 4251-00 · Tues AM Breakfast Club	0	650	(650)	0	2,050	(2,050)	6,000
4250-00 · Revenues-Membership Activities - Other	0	0	0	2,650	0	2,650	0
Total 4250-00 · Revenues-Membership Activities	0	650	(650)	2,650	5,050	(2,400)	72,500
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
Total Income	12,012	11,067	945	83,236	77,967	5,270	200,000
Gross Profit	12,012	11,067	945	83,236	77,967	5,270	200,000
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	960	458	501	1,742	3,208	(1,466)	5,500
5030-00 · P/R - Health Insurance Expense	371	667	(295)	1,185	4,667	(3,482)	8,000
5040-00 · P/R - Workmans Comp	15	33	(18)	66	233	(167)	400
5060-00 · 401 (k)	264	142	123	516	992	(476)	1,700
5070-00 · Other Benefits and Expenses	9	33	(24)	27	233	(207)	400
5000-00 · Salaries & Wages - Other	7,543	5,333	2,209	21,476	37,333	(15,858)	64,000
Total 5000-00 · Salaries & Wages	9,162	6,667	2,495	25,011	46,667	(21,655)	80,000
5100-00 · Rent							
5110-00 · Utilities	47	33	14	237	233	4	400
5140-00 · Repairs & Maintenance	23	8	15	58	58	0	100
5150-00 · Office - Cleaning	68	58	10	277	408	(131)	700
5100-00 · Rent - Other	809	638	172	4,927	4,463	465	7,650
Total 5100-00 · Rent	948	737	211	5,500	5,162	337	8,850
5310-00 · Telephone							
5320-00 · Telephone	92	121	(29)	719	846	(127)	1,450
Total 5310-00 · Telephone	92	121	(29)	719	846	(127)	1,450
5420-00 · Mail - USPS	0	10	(10)	11	70	(59)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer	0			2	0	2	0
5520-00 · Supplies - Other	18	167	(149)	136	1,167	(1,030)	2,000
Total 5520-00 · Supplies	18	167	(149)	138	1,167	(1,029)	2,000
5710-00 · Taxes, Licenses & Fees	0			23	0	23	0
5740-00 · Equipment Rental/Leasing	55	173	(119)	431	1,213	(783)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	500	(500)	0	500	(500)	1,000
Total 5900-00 · Professional Fees	0	500	(500)	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	338	(338)	0	938	(938)	3,000
6442-00 · Public Relations/Website	933	417	516	4,667	2,917	1,750	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	2,917	(2,002)	5,000
Total 6423-00 · Membership Activities	933	1,171	(238)	5,877	7,271	(1,394)	42,000
8200-00 · Associate Relations	0	13	(13)	31	88	(56)	150
8500-00 · Credit Card Fees	38	0	38	262	0	262	1,850
8700-00 · Automobile Expenses	5	33	(28)	147	233	(86)	400
8750-00 · Meals/Meetings	0	33	(33)	7	233	(226)	400
8810-00 · Dues & Subscriptions	11	17	(6)	137	117	20	200
8920-00 · Bad Debt	37,107	0	37,107	37,392	0	37,392	0
Total Expense	48,369	9,642	38,728	75,686	63,567	12,119	140,500
Net Ordinary Income	(36,357)	1,425	(37,782)	7,551	14,400	(6,850)	59,500
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,879	2,407	(528)	14,131	17,928	(3,797)	29,961
Total Other Expense	1,879	2,407	(528)	14,131	17,928	(3,797)	29,961

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

Accrual Basis

60 - Membership

	Jan 21	Budget	\$ Over Budget	Jul '20 - Jan 21	YTD Budget	\$ Over Budget	Annual Budget
Net Other Income	(1,879)	(2,407)	528	(14,131)	(17,928)	3,797	(29,961)
Net Income	<u>(38,236)</u>	<u>(982)</u>	<u>(37,254)</u>	<u>(6,580)</u>	<u>(3,528)</u>	<u>(3,053)</u>	<u>29,539</u>

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

70 - Administration

Accrual Basis

	Jan 21	Budget	\$ Over Budget	Jul '20 - Jan 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4720-00 · Miscellaneous	0	0	0	4,193	0	4,193	0
Total Income	0	0	0	4,193	0	4,193	0
Gross Profit	0	0	0	4,193	0	4,193	0
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,604	2,250	1,354	15,492	15,750	(258)	27,000
5030-00 · P/R - Health Insurance Expense	132	3,292	(3,160)	21,968	23,042	(1,073)	39,500
5040-00 · P/R - Workmans Comp	72	194	(123)	(526)	1,380	(1,886)	2,332
5060-00 · 401 (k)	615	1,250	(635)	(371)	8,750	(9,121)	15,000
5070-00 · Other Benefits and Expenses	65	117	(52)	753	817	(64)	1,400
5000-00 · Salaries & Wages - Other	30,156	33,527	(3,371)	219,269	234,687	(15,418)	402,320
Total 5000-00 · Salaries & Wages	34,643	40,629	(5,987)	256,585	284,405	(27,821)	487,552
5100-00 · Rent							
5110-00 · Utilities	210	125	85	1,142	875	267	1,500
5140-00 · Repairs & Maintenance	792	325	467	2,220	2,275	(55)	3,900
5150-00 · Office - Cleaning	270	250	20	1,515	1,750	(235)	3,000
5100-00 · Rent - Other	2,729	1,893	836	18,473	13,254	5,219	22,720
Total 5100-00 · Rent	4,002	2,593	1,408	23,349	18,154	5,196	31,120
5310-00 · Telephone							
5320-00 · Telephone	411	750	(339)	6,053	5,250	803	9,000
Total 5310-00 · Telephone	411	750	(339)	6,053	5,250	803	9,000
5420-00 · Mail - USPS	0	83	(83)	392	583	(192)	1,000
5510-00 · Insurance/Bonding	1,149	1,692	(543)	7,397	11,842	(4,445)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	167	(167)	202	1,167	(964)	2,000
5520-00 · Supplies - Other	299	603	(304)	1,707	4,218	(2,511)	7,230
Total 5520-00 · Supplies	299	769	(471)	1,909	5,384	(3,475)	9,230
5610-00 · Depreciation	0	0	0	126	0	126	0
5700-00 · Equipment Support & Maintenance	2,322	2,250	72	18,774	15,750	3,024	27,000
5710-00 · Taxes, Licenses & Fees	2,633	1,000	1,633	7,553	7,000	553	12,000
5740-00 · Equipment Rental/Leasing	106	417	(311)	880	2,917	(2,037)	5,000
5800-00 · Training Seminars	0	667	(667)	66	4,667	(4,601)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	260	625	(365)	1,860	4,375	(2,515)	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	11,375	(11,375)	19,500
Total 5900-00 · Professional Fees	260	2,250	(1,990)	23,660	41,750	(18,090)	53,000
5941-00 · Research & Planning	0	1,250	(1,250)	0	8,750	(8,750)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	8,750	(8,750)	15,000
8200-00 · Associate Relations	0	83	(83)	1,714	583	1,131	1,000
8300-00 · Board Functions	0	500	(500)	2,244	4,500	(2,256)	7,000
8600-00 · Additional Opportunites	650	2,083	(1,433)	4,550	14,583	(10,033)	25,000
8700-00 · Automobile Expenses	114	250	(136)	1,047	1,750	(703)	3,000
8750-00 · Meals/Meetings	10	417	(406)	249	2,917	(2,667)	5,000
8810-00 · Dues & Subscriptions	841	1,167	(325)	4,396	8,167	(3,771)	14,000
8920-00 · Bad Debt	0	0	0	87	0	87	0
Total Expense	47,439	60,100	(12,661)	361,032	447,702	(86,669)	748,202
Net Ordinary Income	(47,439)	(60,100)	12,661	(356,839)	(447,702)	90,862	(748,202)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(47,439)	(60,100)	12,661	(356,839)	(447,701)	90,862	(748,202)
Total Other Expense	(47,439)	(60,100)	12,661	(356,839)	(447,701)	90,862	(748,202)
Net Other Income	47,439	60,100	(12,661)	356,839	447,701	(90,862)	748,202
Net Income	0	(0)	0	0	(0)	0	0