

**North Lake Tahoe Resort Association**

Approved

Financial Statements for the Period Ending

October 31, 2021

**North Lake Tahoe Resort Association**  
**Balance Sheet**  
As of October 31, 2021

	<u>Oct 31, 21</u>	<u>Oct 31, 20</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 21</u>
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	158	158	0	0%	158
1002-00 · Cash - Operations BOTW #8328	2,426,433	0	2,426,433	100%	1,965,992
1003-00 · Cash - Operations BOTW #6712	0	1,187,253	(1,187,253)	(100%)	(268,644)
1007-00 · Cash - Payroll BOTW #7421	5,316	2,629	2,687	102%	38,521
1008-00 · Marketing Reserve - Plumas	50,366	50,330	36	0%	50,356
1009-00 · Cash Flow Reserve - Plumas	101,010	100,890	120	0%	100,976
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	25,233	72,570	(47,337)	(65%)	39,803
10950 · Cash in Drawer	1,240	1,781	(541)	(30%)	139
<b>Total Checking/Savings</b>	<b>2,639,338</b>	<b>1,445,193</b>	<b>1,194,145</b>	<b>83%</b>	<b>1,956,883</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	0	2,500	(2,500)	(100%)	1,000
1290-00 · A/R - TOT	262,263	246,040	16,223	7%	432,499
<b>Total Accounts Receivable</b>	<b>262,263</b>	<b>248,540</b>	<b>13,723</b>	<b>6%</b>	<b>433,499</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	5,562	1,407	4,155	295%	2,442
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	25,549	83,105	(57,556)	(69%)	17,025
1201-03 · Member AR - Other	555	1,400	(845)	(60%)	985
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>26,104</b>	<b>84,505</b>	<b>(58,401)</b>	<b>(69%)</b>	<b>18,010</b>
1201-02 · Allowance for Doubtful Accounts	(9,523)	(24,987)	15,464	62%	(9,632)
<b>12100 · Inventory Asset</b>					
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	28,920	25,893	3,027	12%	26,867
<b>Total 12100 · Inventory Asset</b>	<b>28,938</b>	<b>25,911</b>	<b>3,027</b>	<b>12%</b>	<b>26,885</b>
1220-00 · AR TBID	1,473,299	0	1,473,299	100%	
1299 · Receivable from NLTMC	1,551	4,900	(3,349)	(68%)	5,932
1490-00 · Security Deposits	1,150	1,150	0	0%	1,150
<b>Total Other Current Assets</b>	<b>1,527,081</b>	<b>92,886</b>	<b>1,434,195</b>	<b>1,544%</b>	<b>44,787</b>
<b>Total Current Assets</b>	<b>4,428,682</b>	<b>1,786,619</b>	<b>2,642,063</b>	<b>148%</b>	<b>2,435,169</b>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	43,330	45,289	(1,959)	(4%)	43,330
1701-00 · Accum. Depr. - Furn & Fix	(43,330)	(45,289)	1,959	4%	(43,330)
1740-00 · Computer Equipment	11,013	7,674	3,339	44%	11,013
1741-00 · Accum. Depr. - Computer Equip	(3,833)	(1,944)	(1,889)	(97%)	(3,222)
1750-00 · Computer Software	6,206	20,493	(14,287)	(70%)	6,206
1751-00 · Accum. Amort. - Software	(6,206)	(20,493)	14,287	70%	(6,206)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
<b>Total Fixed Assets</b>	<b>7,180</b>	<b>5,730</b>	<b>1,450</b>	<b>25%</b>	<b>7,791</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	14,814	15,843	(1,029)	(6%)	2,689
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100

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	<u>Oct 31, 21</u>	<u>Oct 31, 20</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 21</u>
1400-00 · Prepaid Expenses - Other	16,718	4,300	12,418	289%	6,500
<b>Total 1400-00 · Prepaid Expenses</b>	<b>31,632</b>	<b>20,243</b>	<b>11,389</b>	<b>56%</b>	<b>9,289</b>
<b>Total Other Assets</b>	<b>31,632</b>	<b>20,243</b>	<b>11,389</b>	<b>56%</b>	<b>9,289</b>
<b>TOTAL ASSETS</b>	<b><u>4,467,494</u></b>	<b><u>1,812,592</u></b>	<b><u>2,654,902</u></b>	<b><u>146%</u></b>	<b><u>2,452,249</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	69,382	55,209	14,173	26%	69,892
<b>Total Accounts Payable</b>	<b>69,382</b>	<b>55,209</b>	<b>14,173</b>	<b>26%</b>	<b>69,892</b>
<b>Other Current Liabilities</b>					
2000-01 · Accounts Payable - Other	23,835	0	23,835	100%	22,140
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	10,593	21,792	(11,199)	(51%)	41,223
2101-00 · Incentive Payable	12,655	45,444	(32,789)	(72%)	44,055
2102-00 · Commissions Payable	0	3,500	(3,500)	(100%)	0
2120-00 · Empl. Federal Tax Payable	4,669	9,528	(4,859)	(51%)	3,379
2175-00 · 401 (k) Plan	3,090	4,001	(911)	(23%)	1,218
2180-00 · Estimated PTO Liability	45,948	54,845	(8,897)	(16%)	62,280
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>76,955</b>	<b>139,110</b>	<b>(62,155)</b>	<b>(45%)</b>	<b>152,155</b>
2190-00 · Sales and Use Tax Payable					1,418
25500 · *Sales Tax Payable	907	854	53	6%	2,877
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>907</b>	<b>854</b>	<b>53</b>	<b>6%</b>	<b>4,295</b>
<b>2250-00 · Accrued Expenses</b>					
2250-01 · Business Association Grant	33,333	0	33,333	100%	
2250-00 · Accrued Expenses - Other	22,500	20,507	1,993	10%	
<b>Total 2250-00 · Accrued Expenses</b>	<b>55,833</b>	<b>20,507</b>	<b>35,326</b>	<b>172%</b>	<b>200,350</b>
2400-60 · Deferred Revenue- Member Dues	25,729	38,581	(12,852)	(33%)	0
2500-00 · Deferred Revenue - TMBC	1,290	1,290	0	0%	20,827
2700-00 · Deferred Rev. County	525,305	525,305	0	0%	1,290
2900-00 · Due To/From County of Placer	1,480,803	384,939	1,095,864	285%	1,480,803
<b>Total Other Current Liabilities</b>	<b>2,190,657</b>	<b>1,110,586</b>	<b>1,080,071</b>	<b>97%</b>	<b>1,881,860</b>
<b>Total Current Liabilities</b>	<b>2,260,039</b>	<b>1,165,795</b>	<b>1,094,244</b>	<b>94%</b>	<b>1,951,752</b>
<b>Total Liabilities</b>	<b>2,260,039</b>	<b>1,165,795</b>	<b>1,094,244</b>	<b>94%</b>	<b>1,951,752</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	17,781	(10,145)	27,926	275%	(10,736)
3300-11 · Designated Marketing Reserve	331,856	324,590	7,266	2%	331,856
3301 · Cash Flow Reserve	100,839	100,248	591	1%	100,839
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
<b>Net Income</b>	<b>1,706,958</b>	<b>182,084</b>	<b>1,524,874</b>	<b>837%</b>	<b>28,518</b>
<b>Total Equity</b>	<b>2,207,452</b>	<b>646,795</b>	<b>1,560,657</b>	<b>241%</b>	<b>500,495</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>4,467,491</u></b>	<b><u>1,812,590</u></b>	<b><u>2,654,901</u></b>	<b><u>146%</u></b>	<b><u>2,452,247</u></b>

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

Accrual Basis

All Departments

	Oct 21	Budget	\$ Over Bu...	Jul - Oct 21	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	262,263	364,688	(102,425)	1,117,160	1,258,410	(141,250)	3,395,286
4100-00 · TBID Assessment Revenue	913,963	501,727	412,236	1,473,299	1,061,063	412,236	4,689,362
4200-00 · Membership Dues Revenue	6,521	6,250	271	25,936	25,000	936	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	0	0	4,500
4250-03 · Summer/Winter Rec Luncheon	0	1,500	(1,500)	0	1,500	(1,500)	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	250	(250)	0	250	(250)	2,350
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	200	(200)	1,200
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>450</b>	<b>(450)</b>	<b>0</b>	<b>450</b>	<b>(450)</b>	<b>3,550</b>
4250-00 · Revenues-Membership Activities - Other	335	0	335	1,420	0	1,420	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>335</b>	<b>1,950</b>	<b>(1,615)</b>	<b>1,420</b>	<b>1,950</b>	<b>(530)</b>	<b>9,550</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	1,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	169	0	169	274	0	274	0
46000 · Merchandise Sales - Other	6,709	9,000	(2,291)	44,518	35,500	9,018	59,500
<b>Total 46000 · Merchandise Sales</b>	<b>6,878</b>	<b>9,000</b>	<b>(2,122)</b>	<b>44,792</b>	<b>35,500</b>	<b>9,292</b>	<b>59,500</b>
<b>Total Income</b>	<b>1,189,960</b>	<b>883,616</b>	<b>306,345</b>	<b>2,662,606</b>	<b>2,381,923</b>	<b>280,683</b>	<b>8,210,947</b>
<b>Gross Profit</b>	<b>1,189,960</b>	<b>883,616</b>	<b>306,345</b>	<b>2,662,606</b>	<b>2,381,923</b>	<b>280,683</b>	<b>8,210,947</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,446	10,695	(8,250)	20,664	42,781	(22,117)	98,560
5030-00 · P/R - Health Insurance Expense	5,059	13,890	(8,830)	21,239	55,558	(34,319)	128,597
5040-00 · P/R - Workmans Comp	464	1,131	(668)	3,654	4,526	(872)	10,260
5060-00 · 401 (k)	1,099	3,834	(2,735)	7,125	15,336	(8,211)	35,428
5070-00 · Other Benefits and Expenses	429	646	(217)	1,519	2,585	(1,066)	5,993
5000-00 · Salaries & Wages - Other	34,368	108,002	(73,634)	290,902	432,009	(141,107)	995,051
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>43,865</b>	<b>138,199</b>	<b>(94,333)</b>	<b>345,103</b>	<b>552,794</b>	<b>(207,692)</b>	<b>1,273,889</b>
5100-00 · Rent							
5110-00 · Utilities	1,305	1,113	193	4,023	4,450	(427)	10,088
5140-00 · Repairs & Maintenance	87	1,104	(1,017)	180	4,417	(4,236)	9,983
5150-00 · Office - Cleaning	0	929	(929)	2,550	3,717	(1,167)	8,483
5100-00 · Rent - Other	13,684	14,391	(707)	54,825	57,563	(2,739)	130,642
<b>Total 5100-00 · Rent</b>	<b>15,076</b>	<b>17,537</b>	<b>(2,461)</b>	<b>61,578</b>	<b>70,147</b>	<b>(8,569)</b>	<b>159,197</b>
5310-00 · Telephone							
5320-00 · Telephone	2,967	2,973	(7)	10,068	11,893	(1,825)	27,002
<b>Total 5310-00 · Telephone</b>	<b>2,967</b>	<b>2,973</b>	<b>(7)</b>	<b>10,068</b>	<b>11,893</b>	<b>(1,825)</b>	<b>27,002</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	17	(17)	50
5480-00 · Mail - Fed Ex	0	4	(4)	233	17	217	50
5420-00 · Mail - USPS - Other	0	127	(127)	200	507	(307)	1,140
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>135</b>	<b>(135)</b>	<b>433</b>	<b>540</b>	<b>(107)</b>	<b>1,240</b>
5510-00 · Insurance/Bonding	785	1,250	(465)	3,516	5,000	(1,484)	11,250
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	492	(492)	135	6,967	(6,832)	9,425
5520-00 · Supplies - Other	1,073	1,779	(706)	4,071	12,117	(8,045)	22,263
<b>Total 5520-00 · Supplies</b>	<b>1,073</b>	<b>2,271</b>	<b>(1,197)</b>	<b>4,206</b>	<b>19,083</b>	<b>(14,877)</b>	<b>31,688</b>
5610-00 · Depreciation	153	153	0	611	611	0	1,375
5700-00 · Equipment Support & Maintenance	338	2,933	(2,595)	766	11,733	(10,967)	26,400
5710-00 · Taxes, Licenses & Fees	1,328	1,308	20	5,992	5,233	758	11,832
5740-00 · Equipment Rental/Leasing	2,616	435	2,181	3,932	1,742	2,190	4,116
5800-00 · Training Seminars	0	500	(500)	0	2,000	(2,000)	4,500
5850-00 · Artist of Month - Commissions	158	167	(9)	827	667	161	1,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,350	750	600	6,125	8,000	(1,875)	11,750
5920-00 · Professional Fees - Accountant	19,345	1,500	17,845	19,345	24,000	(4,655)	26,000
5921-00 · Professional Fees - Other	20,040	1,792	18,248	32,117	7,167	24,951	18,625
<b>Total 5900-00 · Professional Fees</b>	<b>40,735</b>	<b>4,042</b>	<b>36,693</b>	<b>57,587</b>	<b>39,167</b>	<b>18,421</b>	<b>56,375</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	5,000	(5,000)	11,250
6020-00 · Programs							

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

### All Departments

	Oct 21	Budget	\$ Over Bu...	Jul - Oct 21	YTD Budget	\$ Over Bu...	Annual Bu...
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	10,000	0	10,000	10,000	0	10,000	20,000
<b>Total 6020-00 · Programs</b>	<b>10,000</b>	<b>0</b>	<b>10,000</b>	<b>10,000</b>	<b>0</b>	<b>10,000</b>	<b>70,000</b>
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	30,000
6421-04 · Broken Arrow Skyrace	0	400	(400)	5,000	400	4,600	25,400
6421-06 · Spartan	0	0	0	0	4,400	(4,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	8,000	(8,000)	0	8,000	(8,000)	8,000
6421-10 · WinterWonderGrass - Tahoe	0	25,000	(25,000)	0	25,000	(25,000)	25,400
6421-17 · Enduro	0	0	0	0	0	0	80,000
6421-18 · Sponsorships - Other	0	15,000	(15,000)	0	15,400	(15,400)	62,800
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>48,400</b>	<b>(48,400)</b>	<b>5,000</b>	<b>53,200</b>	<b>(48,200)</b>	<b>411,000</b>
6421-00 · New Event Development	0	34,025	(34,025)	0	68,050	(68,050)	102,075
6424-00 · Event Operation Expenses	0	0	0	225	0	225	1,500
<b>Total 6420-00 · Events</b>	<b>0</b>	<b>82,425</b>	<b>(82,425)</b>	<b>5,225</b>	<b>121,250</b>	<b>(116,025)</b>	<b>514,575</b>
<b>6423-00 · Membership Activities</b>							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	500	(500)	0	500	(500)	500
6437-00 · Tuesday Morning Breakfast Club	0	188	(188)	(500)	188	(688)	1,763
6442-00 · Public Relations/Website/Digita	0	500	(500)	1,838	2,000	(162)	4,500
6444-00 · Trades	295	0	295	295	0	295	0
6423-00 · Membership Activities - Other	0	417	(417)	403	1,667	(1,264)	3,750
<b>Total 6423-00 · Membership Activities</b>	<b>295</b>	<b>1,604</b>	<b>(1,309)</b>	<b>2,036</b>	<b>4,354</b>	<b>(2,318)</b>	<b>10,513</b>
6730-00 · Marketing Cooperative/Media	59,818	59,818	0	291,209	291,209	0	871,278
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	6,667	(6,667)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	6,413	6,000	413	15,736	24,000	(8,264)	54,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Year Round Shopping Campaign	0	2,000	(2,000)	0	4,000	(4,000)	14,000
6743-03 · Winter Lakeside Campaign	0	3,600	(3,600)	0	3,600	(3,600)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>0</b>	<b>5,600</b>	<b>(5,600)</b>	<b>0</b>	<b>7,600</b>	<b>(7,600)</b>	<b>34,000</b>
<b>6750-00 · Business Association Grant</b>							
6750-01 · Business Assn Grant - NTBA	33,333	8,333	25,000	33,333	33,333	(0)	100,000
6750-02 · Business Assn Grant - TCDA	33,333	8,333	25,000	33,333	33,333	(0)	100,000
<b>Total 6750-00 · Business Association Grant</b>	<b>66,667</b>	<b>16,667</b>	<b>50,000</b>	<b>66,667</b>	<b>66,667</b>	<b>(0)</b>	<b>200,000</b>
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	6,667	(6,667)	15,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	152	125	27	848	500	348	1,125
59900 · POS Inventory Adjustments	0	0	0	112	0	112	0
8100-01 · CGS - Other	0	0	0	10	0	10	0
8100-00 · Cost of Goods Sold - Other	3,469	4,500	(1,031)	22,572	17,750	4,822	29,750
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>3,621</b>	<b>4,625</b>	<b>(1,004)</b>	<b>23,542</b>	<b>18,250</b>	<b>5,292</b>	<b>30,875</b>
8200-00 · Associate Relations	264	195	69	454	780	(326)	1,770
8300-00 · Board Functions	15,295	583	14,712	31,543	2,333	29,210	5,250
8500-00 · Credit Card Fees	210	473	(263)	1,319	1,869	(550)	3,247
8600-00 · Additional Opportunit	5,675	5,833	(158)	7,625	23,333	(15,708)	55,000
8700-00 · Automobile Expenses	282	542	(260)	418	2,167	(1,749)	5,025
8750-00 · Meals/Meetings	0	642	(642)	111	2,567	(2,456)	6,088
8810-00 · Dues & Subscriptions	1,019	1,275	(256)	4,262	5,100	(838)	11,500
8910-00 · Travel	303	417	(114)	303	1,667	(1,364)	3,750
8920-00 · Bad Debt	0	0	0	624	0	624	0
<b>Total Expense</b>	<b>278,955</b>	<b>363,184</b>	<b>(84,229)</b>	<b>955,692</b>	<b>1,312,089</b>	<b>(356,396)</b>	<b>3,528,482</b>
<b>Net Ordinary Income</b>	<b>911,005</b>	<b>520,431</b>	<b>390,574</b>	<b>1,706,914</b>	<b>1,069,834</b>	<b>637,080</b>	<b>4,682,465</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	11	0	11	44	0	44	0
<b>Total Other Income</b>	<b>11</b>	<b>0</b>	<b>11</b>	<b>44</b>	<b>0</b>	<b>44</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	0	0	0	0	0	0	9,744
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>9,744</b>

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Accrual Basis

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

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	<u>Oct 21</u>	<u>Budget</u>	<u>\$ Over Bu...</u>	<u>Jul - Oct 21</u>	<u>YTD Budget</u>	<u>\$ Over Bu...</u>	<u>Annual Bu...</u>
Net Other Income	11	0	11	44	0	44	(9,744)
Net Income	<u>911,016</u>	<u>520,431</u>	<u>390,585</u>	<u>1,706,958</u>	<u>1,069,834</u>	<u>637,124</u>	<u>4,672,721</u>

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

	Jul - Oct 21	Jul - Oct 20	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	1,117,160	967,343	149,817	16%
4100-00 · TBID Assessment Revenue	1,473,299	0	1,473,299	100%
4200-00 · Membership Dues Revenue	25,936	45,353	(19,416)	(43)%
4250-00 · Revenues-Membership Activities	1,420	2,005	(585)	(29)%
4253-00 · Revenue- Other	0	1,525	(1,525)	(100)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	274	1,250	(976)	(78)%
4504-00 · Retail Revenue - Other	0	470	(470)	(100)%
46000 · Merchandise Sales - Other	44,518	46,432	(1,914)	(4)%
<b>Total 46000 · Merchandise Sales</b>	<b>44,792</b>	<b>48,152</b>	<b>(3,360)</b>	<b>(7)%</b>
<b>Total Income</b>	<b>2,662,606</b>	<b>1,064,377</b>	<b>1,598,230</b>	<b>150%</b>
<b>Gross Profit</b>	<b>2,662,606</b>	<b>1,064,377</b>	<b>1,598,230</b>	<b>150%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	0	2,106	(2,106)	(100)%
5020-00 · P/R - Tax Expense	20,664	22,474	(1,811)	(8)%
5030-00 · P/R - Health Insurance Expense	21,239	40,142	(18,903)	(47)%
5040-00 · P/R - Workmans Comp	3,654	3,497	156	5%
5060-00 · 401 (k)	7,125	5,116	2,009	39%
5070-00 · Other Benefits and Expenses	1,519	1,389	130	9%
5000-00 · Salaries & Wages - Other	290,902	334,219	(43,317)	(13)%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>345,103</b>	<b>408,944</b>	<b>(63,841)</b>	<b>(16)%</b>
5100-00 · Rent				
5110-00 · Utilities	4,023	3,203	819	26%
5140-00 · Repairs & Maintenance	180	347	(167)	(48)%
5150-00 · Office - Cleaning	2,550	2,750	(200)	(7)%
5100-00 · Rent - Other	54,825	53,563	1,262	2%
<b>Total 5100-00 · Rent</b>	<b>61,578</b>	<b>59,863</b>	<b>1,714</b>	<b>3%</b>
5310-00 · Telephone				
5320-00 · Telephone	10,068	9,156	912	10%
<b>Total 5310-00 · Telephone</b>	<b>10,068</b>	<b>9,156</b>	<b>912</b>	<b>10%</b>
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	233	0	233	100%
5420-00 · Mail - USPS - Other	200	157	43	28%
<b>Total 5420-00 · Mail - USPS</b>	<b>433</b>	<b>157</b>	<b>277</b>	<b>176%</b>
5510-00 · Insurance/Bonding	3,516	4,314	(798)	(19)%
5520-00 · Supplies				
5525-00 · Supplies- Computer	135	1,610	(1,475)	(92)%
5520-00 · Supplies - Other	4,071	5,172	(1,101)	(21)%
<b>Total 5520-00 · Supplies</b>	<b>4,206</b>	<b>6,782</b>	<b>(2,576)</b>	<b>(38)%</b>
5610-00 · Depreciation	611	97	514	529%
5700-00 · Equipment Support & Maintenance	766	13,769	(13,003)	(94)%
5710-00 · Taxes, Licenses & Fees	5,992	3,728	2,263	61%
5740-00 · Equipment Rental/Leasing	3,932	1,774	2,158	122%
5800-00 · Training Seminars	0	66	(66)	(100)%
5850-00 · Artist of Month - Commissions	827	918	(91)	(10)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	6,125	1,200	4,925	410%
5920-00 · Professional Fees - Accountant	19,345	15,065	4,280	28%
5921-00 · Professional Fees - Other	32,117	18,720	13,397	72%
<b>Total 5900-00 · Professional Fees</b>	<b>57,587</b>	<b>34,985</b>	<b>22,602</b>	<b>65%</b>

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Accrual Basis

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

	Jul - Oct 21	Jul - Oct 20	\$ Change	% Change
<b>6020-00 · Programs</b>				
6018-00 · Business Assoc. Grants	10,000	0	10,000	100%
<b>Total 6020-00 · Programs</b>	10,000	0	10,000	100%
<b>6420-00 · Events</b>				
6420-01 · Sponsorships				
6421-04 · Broken Arrow Skyrace	5,000	0	5,000	100%
<b>Total 6420-01 · Sponsorships</b>	5,000	0	5,000	100%
6421-00 · New Event Development	0	4,000	(4,000)	(100)%
6424-00 · Event Operation Expenses	225	0	225	100%
<b>Total 6420-00 · Events</b>	5,225	4,000	1,225	31%
<b>6423-00 · Membership Activities</b>				
6434-00 · Community Awards Dinner	0	295	(295)	(100)%
6437-00 · Tuesday Morning Breakfast Club	(500)	0	(500)	(100)%
6442-00 · Public Relations/Website/Digita	1,838	2,420	(582)	(24)%
6444-00 · Trades	295	0	295	100%
6423-00 · Membership Activities - Other	403	915	(512)	(56)%
<b>Total 6423-00 · Membership Activities</b>	2,036	3,630	(1,594)	(44)%
6730-00 · Marketing Cooperative/Media	291,209	228,082	63,127	28%
6742-00 · Non-NLT Co-Op Marketing Program	15,736	1,377	14,359	1,043%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Year Round Shopping Campaign	0	0	0	0%
<b>Total 6743-00 · BACC Marketing Programs</b>	0	0	0	0%
<b>6750-00 · Business Association Grant</b>				
6750-01 · Business Assn Grant - NTBA	33,333	0	33,333	100%
6750-02 · Business Assn Grant - TCDA	33,333	0	33,333	100%
<b>Total 6750-00 · Business Association Grant</b>	66,667	0	66,667	100%
7500-00 · Trade Shows/Travel	0	395	(395)	(100)%
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	848	836	13	2%
59900 · POS Inventory Adjustments	112	478	(366)	(77)%
8100-01 · CGS - Other	10	56,727	(56,717)	(100)%
8100-00 · Cost of Goods Sold - Other	22,572	24,228	(1,656)	(7)%
<b>Total 8100-00 · Cost of Goods Sold</b>	23,542	82,269	(58,727)	(71)%
8200-00 · Associate Relations	454	904	(450)	(50)%
8300-00 · Board Functions	31,543	1,567	29,977	1,914%
8500-00 · Credit Card Fees	1,319	1,474	(155)	(11)%
8600-00 · Additional Opportunit	7,625	10,385	(2,760)	(27)%
8700-00 · Automobile Expenses	418	810	(393)	(49)%
8750-00 · Meals/Meetings	111	206	(96)	(46)%
8810-00 · Dues & Subscriptions	4,262	2,707	1,555	58%
8910-00 · Travel	303	0	303	100%
8920-00 · Bad Debt	624	0	624	100%
<b>Total Expense</b>	955,692	882,360	73,332	8%
<b>Net Ordinary Income</b>	1,706,914	182,017	1,524,897	838%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	44	68	(24)	(35)%
<b>Total Other Income</b>	44	68	(24)	(35)%
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%



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Accrual Basis

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

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	<u>Jul - Oct 21</u>	<u>Jul - Oct 20</u>	<u>\$ Change</u>	<u>% Change</u>
8990-00 - Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%
Net Other Income	44	68	(24)	(35)%
Net Income	<u>1,706,958</u>	<u>182,084</u>	<u>1,524,874</u>	<u>838%</u>

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

## 11 - Marketing

	Oct 21	Budget	\$ Over Budget	Jul - Oct 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	145,399	247,824	(102,425)	600,432	741,682	(141,250)	2,188,080
<b>Total Income</b>	145,399	247,824	(102,425)	600,432	741,682	(141,250)	2,188,080
<b>Gross Profit</b>	145,399	247,824	(102,425)	600,432	741,682	(141,250)	2,188,080
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	720	2,393	(1,673)	4,420	9,571	(5,151)	21,534
5030-00 · P/R - Health Insurance Expense	1,286	4,120	(2,834)	9,542	16,480	(6,938)	37,080
5040-00 · P/R - Workmans Comp	72	129	(57)	651	515	136	1,159
5060-00 · 401 (k)	358	957	(599)	2,404	3,828	(1,425)	8,614
5070-00 · Other Benefits and Expenses	29	121	(92)	942	485	457	1,092
5000-00 · Salaries & Wages - Other	12,506	23,927	(11,421)	67,357	95,708	(28,351)	215,344
<b>Total 5000-00 · Salaries &amp; Wages</b>	14,972	31,647	(16,675)	85,316	126,588	(41,271)	284,822
5100-00 · Rent							
5110-00 · Utilities	180	125	55	586	500	86	1,125
5140-00 · Repairs & Maintenance	0	75	(75)	0	300	(300)	675
5150-00 · Office - Cleaning	0	188	(188)	613	750	(137)	1,688
5100-00 · Rent - Other	1,858	2,083	(226)	7,431	8,333	(902)	18,750
<b>Total 5100-00 · Rent</b>	2,037	2,471	(434)	8,631	9,883	(1,253)	22,237
5310-00 · Telephone							
5320-00 · Telephone	591	578	13	2,142	2,313	(172)	5,205
<b>Total 5310-00 · Telephone</b>	591	578	13	2,142	2,313	(172)	5,205
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			85			
5420-00 · Mail - USPS - Other	0	0	0	53	0	53	0
<b>Total 5420-00 · Mail - USPS</b>	0	0	0	137	0	137	0
5510-00 · Insurance/Bonding	0			87			
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	417	(417)	40	1,667	(1,627)	3,750
5520-00 · Supplies - Other	77	0	77	288	0	288	0
<b>Total 5520-00 · Supplies</b>	77	417	(339)	327	1,667	(1,339)	3,750
5700-00 · Equipment Support & Maintenance	0	13	(13)	0	50	(50)	113
5710-00 · Taxes, Licenses & Fees	0	13	(13)	48	50	(2)	113
5740-00 · Equipment Rental/Leasing	81	83	(2)	378	333	44	750
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	500	(500)	1,125
5921-00 · Professional Fees - Other	0	125	(125)	0	500	(500)	1,125
<b>Total 5900-00 · Professional Fees</b>	0	250	(250)	0	1,000	(1,000)	2,250
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	10,000	0	10,000	10,000	0	10,000	20,000
<b>Total 6020-00 · Programs</b>	10,000	0	10,000	10,000	0	10,000	70,000
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	30,000
6421-04 · Broken Arrow Skyrace	0	400	(400)	5,000	400	4,600	25,400
6421-06 · Spartan	0	0	0	0	4,400	(4,400)	179,400
6421-07 · Tahoe Lacrosse Tournament	0	8,000	(8,000)	0	8,000	(8,000)	8,000
6421-10 · WinterWonderGrass - Tahoe	0	25,000	(25,000)	0	25,000	(25,000)	25,400
6421-17 · Enduro	0	0	0	0	0	0	80,000
6421-18 · Sponsorships - Other	0	15,000	(15,000)	0	15,400	(15,400)	62,800
<b>Total 6420-01 · Sponsorships</b>	0	48,400	(48,400)	5,000	53,200	(48,200)	411,000
6421-00 · New Event Development	0	34,025	(34,025)	0	68,050	(68,050)	102,075
6424-00 · Event Operation Expenses	0	0	0	225	0	225	1,500
<b>Total 6420-00 · Events</b>	0	82,425	(82,425)	5,225	121,250	(116,025)	514,575
6730-00 · Marketing Cooperative/Media	52,079	52,079	0	260,254	260,254	0	801,630
6742-00 · Non-NLT Co-Op Marketing Program	6,213	5,000	1,213	14,936	20,000	(5,064)	45,000
6743-00 · BACC Marketing Programs							
6743-01 · Year Round Shopping Campaign	0	2,000	(2,000)	0	4,000	(4,000)	14,000
6743-03 · Winter Lakeside Campaign	0	3,600	(3,600)	0	3,600	(3,600)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	0	5,600	(5,600)	0	7,600	(7,600)	34,000
8200-00 · Associate Relations	41	21	20	41	83	(43)	187
8600-00 · Additional Opportunites	5,025	4,167	858	5,025	16,667	(11,642)	37,500
8700-00 · Automobile Expenses	141	125	16	200	500	(300)	1,125
8750-00 · Meals/Meetings	0	42	(42)	0	167	(167)	375
8810-00 · Dues & Subscriptions	32	83	(51)	129	333	(204)	750
8910-00 · Travel	303	417	(114)	303	1,667	(1,364)	3,750

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

Accrual Basis

### 11 - Marketing

	Oct 21	Budget	\$ Over Budget	Jul - Oct 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Total Expense</b>	91,593	185,429	(93,836)	393,179	570,405	(177,226)	1,828,132
<b>Net Ordinary Income</b>	53,806	62,395	(8,589)	207,253	171,277	35,976	359,948
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	11	0	11	44	0	44	0
<b>Total Other Income</b>	11	0	11	44	0	44	0
<b>Other Expense</b>							
8990-00 · Allocated	63,605	42,395	21,210	179,399	151,277	28,123	359,948
<b>Total Other Expense</b>	63,605	42,395	21,210	179,399	151,277	28,123	359,948
<b>Net Other Income</b>	(63,594)	(42,395)	(21,199)	(179,355)	(151,277)	(28,079)	(359,948)
<b>Net Income</b>	<b>(9,788)</b>	<b>20,000</b>	<b>(29,788)</b>	<b>27,898</b>	<b>20,000</b>	<b>7,898</b>	<b>0</b>

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

### 30 - Conference

	Oct 21	Budget	\$ Over Bud...	Jul - Oct 21	YTD Budget	\$ Over Bud...	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	38,685	38,685	0	166,715	166,715	0	360,285
<b>Total Income</b>	38,685	38,685	0	166,715	166,715	0	360,285
<b>Gross Profit</b>	38,685	38,685	0	166,715	166,715	0	360,285
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(14)	1,747	(1,762)	1,688	6,990	(5,302)	15,727
5030-00 · P/R - Health Insurance Expense	1,609	2,103	(494)	1,806	8,412	(6,606)	18,926
5040-00 · P/R - Workmans Comp	17	167	(149)	254	667	(413)	1,500
5060-00 · 401 (k)	(34)	417	(451)	917	1,667	(750)	3,750
5070-00 · Other Benefits and Expenses	0	75	(75)	63	300	(237)	675
5000-00 · Salaries & Wages - Other	(847)	17,474	(18,321)	24,876	69,897	(45,021)	157,268
<b>Total 5000-00 · Salaries &amp; Wages</b>	731	21,983	(21,252)	29,603	87,932	(58,328)	197,846
5100-00 · Rent							
5110-00 · Utilities	126	83	42	408	333	75	750
5140-00 · Repairs & Maintenance	0	63	(63)	0	250	(250)	563
5150-00 · Office - Cleaning	0	125	(125)	423	500	(77)	1,125
5100-00 · Rent - Other	1,186	1,333	(148)	4,743	5,333	(590)	12,000
<b>Total 5100-00 · Rent</b>	1,311	1,604	(293)	5,574	6,417	(843)	14,437
5310-00 · Telephone							
5320-00 · Telephone	392	417	(24)	1,360	1,667	(307)	3,750
<b>Total 5310-00 · Telephone</b>	392	417	(24)	1,360	1,667	(307)	3,750
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			137			
5420-00 · Mail - USPS - Other	0	17	(17)	36	67	(30)	150
<b>Total 5420-00 · Mail - USPS</b>	0	17	(17)	173	67	107	150
5510-00 · Insurance/Bonding	0			60			
5520-00 · Supplies	53	113	(59)	198	450	(252)	1,013
5710-00 · Taxes, Licenses & Fees	15	8	7	53	33	20	75
5740-00 · Equipment Rental/Leasing	56	63	(6)	262	250	12	563
5800-00 · Training Seminars	0	83	(83)	0	333	(333)	750
6730-00 · Marketing Cooperative/Media	7,739	7,739	0	30,955	30,955	0	69,648
8200-00 · Associate Relations	80	13	68	80	50	30	113
8750-00 · Meals/Meetings	0	29	(29)	0	117	(117)	263
<b>Total Expense</b>	10,378	32,067	(21,689)	68,318	128,270	(59,951)	288,607
<b>Net Ordinary Income</b>	28,307	6,618	21,689	98,397	38,445	59,951	71,678
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	11,817	6,618	5,199	31,172	38,445	(7,273)	71,678
<b>Total Other Expense</b>	11,817	6,618	5,199	31,172	38,445	(7,273)	71,678
<b>Net Other Income</b>	(11,817)	(6,618)	(5,199)	(31,172)	(38,445)	7,273	(71,678)
<b>Net Income</b>	<b>16,490</b>	<b>(0)</b>	<b>16,490</b>	<b>67,224</b>	<b>(0)</b>	<b>67,224</b>	<b>(0)</b>

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

### 42 - Visitor Center

	Oct 21	Budget	\$ Over Budget	Jul - Oct 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	35,667	35,667	0	157,003	157,003	0	342,770
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	169	0	169	274	0	274	0
46000 · Merchandise Sales - Other	6,709	9,000	(2,291)	44,518	35,500	9,018	59,500
<b>Total 46000 · Merchandise Sales</b>	<b>6,878</b>	<b>9,000</b>	<b>(2,122)</b>	<b>44,792</b>	<b>35,500</b>	<b>9,292</b>	<b>59,500</b>
<b>Total Income</b>	<b>42,545</b>	<b>44,667</b>	<b>(2,122)</b>	<b>201,795</b>	<b>192,503</b>	<b>9,292</b>	<b>402,270</b>
<b>Gross Profit</b>	<b>42,545</b>	<b>44,667</b>	<b>(2,122)</b>	<b>201,795</b>	<b>192,503</b>	<b>9,292</b>	<b>402,270</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	667	1,551	(884)	4,374	6,204	(1,830)	13,959
5030-00 · P/R - Health Insurance Expense	3	1,583	(1,580)	(295)	6,333	(6,628)	14,250
5040-00 · P/R - Workmans Comp	292	583	(291)	1,804	2,333	(530)	5,250
5060-00 · 401 (k)	277	417	(140)	1,730	1,667	63	3,750
5070-00 · Other Benefits and Expenses	0	83	(83)	33	333	(300)	750
5000-00 · Salaries & Wages - Other	6,421	15,510	(9,089)	44,089	62,040	(17,952)	139,591
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>7,660</b>	<b>19,728</b>	<b>(12,068)</b>	<b>51,734</b>	<b>78,911</b>	<b>(27,177)</b>	<b>177,550</b>
5100-00 · Rent							
5110-00 · Utilities	641	667	(25)	1,833	2,667	(834)	6,000
5140-00 · Repairs & Maintenance	0	500	(500)	0	2,000	(2,000)	4,500
5150-00 · Office - Cleaning	0	208	(208)	225	833	(608)	1,875
5100-00 · Rent - Other	6,522	6,667	(145)	26,086	26,667	(581)	60,000
<b>Total 5100-00 · Rent</b>	<b>7,163</b>	<b>8,042</b>	<b>(879)</b>	<b>28,144</b>	<b>32,167</b>	<b>(4,023)</b>	<b>72,375</b>
5310-00 · Telephone							
5320-00 · Telephone	392	413	(20)	1,360	1,650	(290)	3,713
<b>Total 5310-00 · Telephone</b>	<b>392</b>	<b>413</b>	<b>(20)</b>	<b>1,360</b>	<b>1,650</b>	<b>(290)</b>	<b>3,713</b>
5420-00 · Mail - USPS	0	17	(17)	36	67	(30)	150
5510-00 · Insurance/Bonding	0			60			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	75	(75)	0	300	(300)	675
5520-00 · Supplies - Other	663	583	80	2,096	2,333	(238)	5,250
<b>Total 5520-00 · Supplies</b>	<b>663</b>	<b>658</b>	<b>5</b>	<b>2,096</b>	<b>2,633</b>	<b>(538)</b>	<b>5,925</b>
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	17	(17)	38
5710-00 · Taxes, Licenses & Fees	0	4	(4)	376	17	359	38
5740-00 · Equipment Rental/Leasing	56	63	(6)	262	250	12	563
5850-00 · Artist of Month - Commissions	158	167	(9)	827	667	161	1,500
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	6,667	(6,667)	15,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	800	4,000	(3,200)	9,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	152	125	27	848	500	348	1,125
59900 · POS Inventory Adjustments	0	0	0	112	0	112	0
8100-01 · CGS - Other	0	0	0	10	0	10	0
8100-00 · Cost of Goods Sold - Other	3,469	4,500	(1,031)	22,572	17,750	4,822	29,750
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>3,621</b>	<b>4,625</b>	<b>(1,004)</b>	<b>23,542</b>	<b>18,250</b>	<b>5,292</b>	<b>30,875</b>
8200-00 · Associate Relations	128	25	103	154	100	54	225
8500-00 · Credit Card Fees	177	423	(246)	1,139	1,689	(529)	2,797
8700-00 · Automobile Expenses	0	42	(42)	0	167	(167)	375
8750-00 · Meals/Meetings	0	17	(17)	0	67	(67)	150
8810-00 · Dues & Subscriptions	0	133	(133)	0	533	(533)	1,200
<b>Total Expense</b>	<b>20,218</b>	<b>37,026</b>	<b>(16,808)</b>	<b>110,529</b>	<b>147,830</b>	<b>(37,300)</b>	<b>321,471</b>
<b>Net Ordinary Income</b>	<b>22,327</b>	<b>7,641</b>	<b>14,686</b>	<b>91,265</b>	<b>44,673</b>	<b>46,592</b>	<b>80,798</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	28,603	7,641	20,962	50,432	44,673	5,759	80,798
<b>Total Other Expense</b>	<b>28,603</b>	<b>7,641</b>	<b>20,962</b>	<b>50,432</b>	<b>44,673</b>	<b>5,759</b>	<b>80,798</b>
<b>Net Other Income</b>	<b>(28,603)</b>	<b>(7,641)</b>	<b>(20,962)</b>	<b>(50,432)</b>	<b>(44,673)</b>	<b>(5,759)</b>	<b>(80,798)</b>
<b>Net Income</b>	<b>(6,276)</b>	<b>(0)</b>	<b>(6,276)</b>	<b>40,833</b>	<b>(0)</b>	<b>40,833</b>	<b>(0)</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss Budget Performance**  
**51 - TMPI**

	Oct 21	Budget	\$ Over ...	Jul - Oct...	YTD Bu...	\$ Over ...	Annual ...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	12,854	12,854	0	68,863	68,863	0	141,237
<b>Total Income</b>	12,854	12,854	0	68,863	68,863	0	141,237
<b>Gross Profit</b>	12,854	12,854	0	68,863	68,863	0	141,237
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	768	(768)	201	3,071	(2,870)	7,363
5030-00 · P/R - Health Insurance Expense	0	1,000	(1,000)	133	4,000	(3,867)	9,590
5040-00 · P/R - Workmans Comp	0	25	(25)	54	100	(47)	240
5060-00 · 401 (k)	0	307	(307)	0	1,228	(1,228)	2,945
5070-00 · Other Benefits and Expenses	0	88	(88)	1	351	(350)	842
5000-00 · Salaries & Wages - Other	0	7,677	(7,677)	1,354	30,709	(29,355)	73,628
<b>Total 5000-00 · Salaries &amp; Wages</b>	0	9,865	(9,865)	1,741	39,460	(37,718)	94,608
5100-00 · Rent							
5110-00 · Utilities	31	25	6	109	100	9	238
5140-00 · Repairs & Maintenance	0	17	(17)	0	67	(67)	158
5150-00 · Office - Cleaning	0	42	(42)	127	167	(40)	396
5100-00 · Rent - Other	356	375	(19)	1,423	1,500	(77)	3,563
<b>Total 5100-00 · Rent</b>	387	458	(72)	1,658	1,833	(175)	4,354
5310-00 · Telephone							
5320-00 · Telephone	103	134	(31)	310	537	(227)	1,275
<b>Total 5310-00 · Telephone</b>	103	134	(31)	310	537	(227)	1,275
5420-00 · Mail - USPS	0			2			
5510-00 · Insurance/Bonding	0			18			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	0	1,250	(1,250)	1,250
5520-00 · Supplies - Other	16	0	16	55	5,000	(4,945)	5,000
<b>Total 5520-00 · Supplies</b>	16	0	16	55	6,250	(6,195)	6,250
5710-00 · Taxes, Licenses & Fees	0	13	(13)	10	50	(40)	120
5740-00 · Equipment Rental/Leasing	122	19	103	313	75	238	178
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	0	5,000	(5,000)	5,000
5921-00 · Professional Fees - Other	0	0	0	11,954	0	11,954	0
<b>Total 5900-00 · Professional Fees</b>	0	0	0	11,954	5,000	6,954	5,000
8700-00 · Automobile Expenses	0	42	(42)	0	167	(167)	400
8750-00 · Meals/Meetings	0	83	(83)	0	333	(333)	1,000
8810-00 · Dues & Subscriptions	0	42	(42)	5	167	(162)	400
<b>Total Expense</b>	627	10,655	(10,028)	16,066	53,872	(37,806)	113,584
<b>Net Ordinary Income</b>	12,227	2,199	10,028	52,797	14,991	37,806	27,653
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(11,269)	2,199	(13,468)	7,330	14,991	(7,661)	27,653
<b>Total Other Expense</b>	(11,269)	2,199	(13,468)	7,330	14,991	(7,661)	27,653
<b>Net Other Income</b>	11,269	(2,199)	13,468	(7,330)	(14,991)	7,661	(27,653)
<b>Net Income</b>	<b>23,496</b>	<b>0</b>	<b>23,496</b>	<b>45,467</b>	<b>(0)</b>	<b>45,467</b>	<b>(0)</b>

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Accrual Basis

**North Lake Tahoe Resort Association  
Profit & Loss Budget Performance  
52 - TBID Assessment**

	<u>Oct 21</u>	<u>Budget</u>	<u>\$ Over Bud...</u>	<u>Jul - Oct 21</u>	<u>YTD Budget</u>	<u>\$ Over Bud...</u>	<u>Annual Bud...</u>
Ordinary Income/Expense							
Income							
<b>4100-00 · TBID Assessment Revenue</b>	<u>913,963</u>	<u>501,727</u>	<u>412,236</u>	<u>1,473,299</u>	<u>1,061,063</u>	<u>412,236</u>	<u>4,689,362</u>
<b>Total Income</b>	<u>913,963</u>	<u>501,727</u>	<u>412,236</u>	<u>1,473,299</u>	<u>1,061,063</u>	<u>412,236</u>	<u>4,689,362</u>
<b>Gross Profit</b>	<u>913,963</u>	<u>501,727</u>	<u>412,236</u>	<u>1,473,299</u>	<u>1,061,063</u>	<u>412,236</u>	<u>4,689,362</u>
<b>Net Ordinary Income</b>	<u>913,963</u>	<u>501,727</u>	<u>412,236</u>	<u>1,473,299</u>	<u>1,061,063</u>	<u>412,236</u>	<u>4,689,362</u>
Net Income	<u><b>913,963</b></u>	<u><b>501,727</b></u>	<u><b>412,236</b></u>	<u><b>1,473,299</b></u>	<u><b>1,061,063</b></u>	<u><b>412,236</b></u>	<u><b>4,689,362</b></u>

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

### 60 - Membership

	Oct 21	Budget	\$ Over Budget	Jul - Oct 21	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	6,521	6,250	271	25,936	25,000	936	56,250
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	0	0	4,500
4250-03 · Summer/Winter Rec Luncheon	0	1,500	(1,500)	0	1,500	(1,500)	1,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	250	(250)	0	250	(250)	2,350
4251-00 · Tues AM Breakfast Club - Other	0	200	(200)	0	200	(200)	1,200
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>450</b>	<b>(450)</b>	<b>0</b>	<b>450</b>	<b>(450)</b>	<b>3,550</b>
4250-00 · Revenues-Membership Activities - Other	335	0	335	1,420	0	1,420	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>335</b>	<b>1,950</b>	<b>(1,615)</b>	<b>1,420</b>	<b>1,950</b>	<b>(530)</b>	<b>9,550</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	1,000
<b>Total Income</b>	<b>6,856</b>	<b>8,200</b>	<b>(1,344)</b>	<b>27,356</b>	<b>26,950</b>	<b>406</b>	<b>66,800</b>
<b>Gross Profit</b>	<b>6,856</b>	<b>8,200</b>	<b>(1,344)</b>	<b>27,356</b>	<b>26,950</b>	<b>406</b>	<b>66,800</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	188	418	(229)	933	1,672	(739)	3,761
5030-00 · P/R - Health Insurance Expense	221	333	(113)	920	1,333	(413)	3,000
5040-00 · P/R - Workmans Comp	20	13	8	129	50	79	113
5060-00 · 401 (k)	0	167	(167)	135	669	(534)	1,504
5070-00 · Other Benefits and Expenses	0	54	(54)	0	217	(216)	488
5000-00 · Salaries & Wages - Other	2,678	4,179	(1,501)	12,508	16,716	(4,208)	37,611
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>3,108</b>	<b>5,164</b>	<b>(2,056)</b>	<b>14,625</b>	<b>20,656</b>	<b>(6,031)</b>	<b>46,477</b>
5100-00 · Rent							
5110-00 · Utilities	44	25	19	138	100	38	225
5140-00 · Repairs & Maintenance	0	21	(21)	0	83	(83)	187
5150-00 · Office - Cleaning	0	42	(42)	137	167	(29)	375
5100-00 · Rent - Other	524	527	(3)	2,095	2,107	(11)	4,740
<b>Total 5100-00 · Rent</b>	<b>567</b>	<b>614</b>	<b>(47)</b>	<b>2,371</b>	<b>2,457</b>	<b>(86)</b>	<b>5,528</b>
5310-00 · Telephone							
5320-00 · Telephone	141	139	2	499	557	(57)	1,253
<b>Total 5310-00 · Telephone</b>	<b>141</b>	<b>139</b>	<b>2</b>	<b>499</b>	<b>557</b>	<b>(57)</b>	<b>1,253</b>
5420-00 · Mail - USPS	0	10	(10)	12	40	(28)	90
5510-00 · Insurance/Bonding	0			20			
5520-00 · Supplies	17	167	(149)	64	667	(602)	1,500
5710-00 · Taxes, Licenses & Fees	0	4	(4)	11	17	(6)	38
5740-00 · Equipment Rental/Leasing	17	21	(4)	84	83	1	187
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	0	500	(500)	0	500	(500)	500
6437-00 · Tuesday Morning Breakfast Club	0	188	(188)	(500)	188	(688)	1,763
6442-00 · Public Relations/Website/Digita	0	500	(500)	1,838	2,000	(162)	4,500
6444-00 · Trades	295	0	295	295	0	295	0
6423-00 · Membership Activities - Other	0	417	(417)	403	1,667	(1,264)	3,750
<b>Total 6423-00 · Membership Activities</b>	<b>295</b>	<b>1,604</b>	<b>(1,309)</b>	<b>2,036</b>	<b>4,354</b>	<b>(2,318)</b>	<b>10,513</b>
8200-00 · Associate Relations	0	7	(7)	164	27	138	60
8500-00 · Credit Card Fees	33	50	(17)	160	200	(40)	450
8700-00 · Automobile Expenses	106	42	64	106	167	(61)	375
8750-00 · Meals/Meetings	0	33	(33)	111	133	(23)	300
8810-00 · Dues & Subscriptions	10	17	(6)	43	67	(23)	150
8920-00 · Bad Debt	0	0	0	325	0	325	0
<b>Total Expense</b>	<b>4,294</b>	<b>7,872</b>	<b>(3,577)</b>	<b>20,631</b>	<b>29,424</b>	<b>(8,793)</b>	<b>66,919</b>
<b>Net Ordinary Income</b>	<b>2,562</b>	<b>328</b>	<b>2,233</b>	<b>6,725</b>	<b>(2,474)</b>	<b>9,199</b>	<b>(119)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	3,135	1,624	1,511	9,413	8,755	659	16,521
<b>Total Other Expense</b>	<b>3,135</b>	<b>1,624</b>	<b>1,511</b>	<b>9,413</b>	<b>8,755</b>	<b>659</b>	<b>16,521</b>
<b>Net Other Income</b>	<b>(3,135)</b>	<b>(1,624)</b>	<b>(1,511)</b>	<b>(9,413)</b>	<b>(8,755)</b>	<b>(659)</b>	<b>(16,521)</b>
<b>Net Income</b>	<b>(573)</b>	<b>(1,296)</b>	<b>723</b>	<b>(2,688)</b>	<b>(11,229)</b>	<b>8,541</b>	<b>(16,640)</b>



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

### 61 - Business Association Grant Funding

	Oct 21	Budget	\$ Over Budget	Jul - Oct 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	16,667	16,667	(0)	66,667	66,667	(0)	200,000
<b>Total Income</b>	16,667	16,667	(0)	66,667	66,667	(0)	200,000
<b>Gross Profit</b>	16,667	16,667	(0)	66,667	66,667	(0)	200,000
<b>Expense</b>							
6750-00 · Business Association Grant							
6750-01 · Business Assn Grant - NTBA	33,333	8,333	25,000	33,333	33,333	(0)	100,000
6750-02 · Business Assn Grant - TCDA	33,333	8,333	25,000	33,333	33,333	(0)	100,000
<b>Total 6750-00 · Business Association Grant</b>	66,667	16,667	50,000	66,667	66,667	(0)	200,000
<b>Total Expense</b>	66,667	16,667	50,000	66,667	66,667	(0)	200,000
<b>Net Ordinary Income</b>	(50,000)	(0)	(50,000)	(0)	(0)	0	0
<b>Net Income</b>	<b>(50,000)</b>	<b>(0)</b>	<b>(50,000)</b>	<b>(0)</b>	<b>(0)</b>	<b>0</b>	<b>0</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss Budget Performance**  
**80 - TOT Housing & Transportation**

	Oct 21	Budget	\$ Over Budget	Jul - Oct 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	12,991	12,991	0	57,481	57,481	0	162,914
<b>Total Income</b>	12,991	12,991	0	57,481	57,481	0	162,914
<b>Gross Profit</b>	12,991	12,991	0	57,481	57,481	0	162,914
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	617	(617)	0	2,467	(2,467)	7,400
5030-00 · P/R - Health Insurance Expense	0	1,000	(1,000)	0	4,000	(4,000)	12,000
5040-00 · P/R - Workmans Comp	0	21	(21)	0	83	(83)	250
5060-00 · 401 (k)	0	247	(247)	0	987	(987)	2,960
5070-00 · Other Benefits and Expenses	0	42	(42)	0	167	(167)	502
5000-00 · Salaries & Wages - Other	0	6,167	(6,167)	0	24,667	(24,667)	74,000
<b>Total 5000-00 · Salaries &amp; Wages</b>	0	8,093	(8,093)	0	32,371	(32,371)	97,112
5100-00 · Rent							
5110-00 · Utilities	25	21	4	88	83	5	250
5140-00 · Repairs & Maintenance	0	13	(13)	0	50	(50)	150
5150-00 · Office - Cleaning	0	33	(33)	106	133	(28)	400
5100-00 · Rent - Other	296	313	(16)	1,186	1,250	(64)	3,750
<b>Total 5100-00 · Rent</b>	321	379	(58)	1,380	1,517	(137)	4,550
5310-00 · Telephone							
5320-00 · Telephone	86	58	27	247	233	13	700
<b>Total 5310-00 · Telephone</b>	86	58	27	247	233	13	700
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	4	(4)	0	17	(17)	50
5480-00 · Mail - Fed Ex	0	4	(4)	0	17	(17)	50
<b>Total 5420-00 · Mail - USPS</b>	0	8	(8)	0	33	(33)	100
5510-00 · Insurance/Bonding	0			15			
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	0	1,250	(1,250)	1,250
5520-00 · Supplies - Other	13	417	(403)	45	1,667	(1,622)	5,000
<b>Total 5520-00 · Supplies</b>	13	417	(403)	45	2,917	(2,872)	6,250
5710-00 · Taxes, Licenses & Fees	0	17	(17)	8	67	(58)	200
5740-00 · Equipment Rental/Leasing	14	63	(48)	60	250	(190)	750
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	833	(833)	0	3,333	(3,333)	10,000
<b>Total 5900-00 · Professional Fees</b>	0	833	(833)	0	3,333	(3,333)	10,000
8200-00 · Associate Relations	0	5	(5)	0	20	(20)	60
8600-00 · Additional Opportunit	0	833	(833)	0	3,333	(3,333)	10,000
8700-00 · Automobile Expenses	0	42	(42)	0	167	(167)	500
8750-00 · Meals/Meetings	0	21	(21)	0	83	(83)	250
<b>Total Expense</b>	434	10,768	(10,335)	1,754	44,324	(42,570)	130,472
<b>Net Ordinary Income</b>	12,557	2,222	10,335	55,726	13,157	42,570	32,442
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(11,148)	2,222	(13,370)	800	13,157	(12,356)	32,442
<b>Total Other Expense</b>	(11,148)	2,222	(13,370)	800	13,157	(12,356)	32,442
<b>Net Other Income</b>	11,148	(2,222)	13,370	(800)	(13,157)	12,356	(32,442)
<b>Net Income</b>	<b>23,705</b>	<b>0</b>	<b>23,705</b>	<b>54,926</b>	<b>0</b>	<b>54,926</b>	<b>0</b>

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

### 70 - Administration

	Oct 21	Budget	\$ Over Budget	Jul - Oct 21	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	885	3,202	(2,317)	9,048	12,807	(3,759)	28,816
5030-00 · P/R - Health Insurance Expense	1,941	3,750	(1,809)	9,134	15,000	(5,866)	33,750
5040-00 · P/R - Workmans Comp	62	194	(132)	763	777	(14)	1,749
5060-00 · 401 (k)	498	1,323	(824)	1,941	5,291	(3,350)	11,904
5070-00 · Other Benefits and Expenses	400	183	217	479	731	(252)	1,645
5000-00 · Salaries & Wages - Other	13,609	33,068	(19,459)	140,718	132,271	8,447	297,610
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>17,395</b>	<b>41,719</b>	<b>(24,325)</b>	<b>162,083</b>	<b>166,877</b>	<b>(4,795)</b>	<b>375,474</b>
5100-00 · Rent							
5110-00 · Utilities	260	167	93	860	667	194	1,500
5140-00 · Repairs & Maintenance	87	417	(330)	180	1,667	(1,486)	3,750
5150-00 · Office - Cleaning	0	292	(292)	919	1,167	(247)	2,625
5100-00 · Rent - Other	2,943	3,093	(150)	11,860	12,373	(513)	27,840
<b>Total 5100-00 · Rent</b>	<b>3,289</b>	<b>3,968</b>	<b>(679)</b>	<b>13,821</b>	<b>15,873</b>	<b>(2,053)</b>	<b>35,715</b>
5310-00 · Telephone							
5320-00 · Telephone	1,261	1,234	27	4,151	4,937	(786)	11,108
<b>Total 5310-00 · Telephone</b>	<b>1,261</b>	<b>1,234</b>	<b>27</b>	<b>4,151</b>	<b>4,937</b>	<b>(786)</b>	<b>11,108</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	12	0	12	0
5420-00 · Mail - USPS - Other	0	83	(83)	61	333	(272)	750
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>83</b>	<b>(83)</b>	<b>73</b>	<b>333</b>	<b>(260)</b>	<b>750</b>
5510-00 · Insurance/Bonding	785	1,250	(465)	3,257	5,000	(1,743)	11,250
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	95	2,500	(2,405)	2,500
5520-00 · Supplies - Other	233	500	(267)	1,326	2,000	(674)	4,500
<b>Total 5520-00 · Supplies</b>	<b>233</b>	<b>500</b>	<b>(267)</b>	<b>1,421</b>	<b>4,500</b>	<b>(3,079)</b>	<b>7,000</b>
5610-00 · Depreciation	153	153	0	611	611	0	1,375
5700-00 · Equipment Support & Maintenance	338	2,917	(2,578)	766	11,667	(10,901)	26,250
5710-00 · Taxes, Licenses & Fees	1,313	1,250	63	5,486	5,000	486	11,250
5740-00 · Equipment Rental/Leasing	2,269	125	2,144	2,573	500	2,073	1,125
5800-00 · Training Seminars	0	417	(417)	0	1,667	(1,667)	3,750
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,350	625	725	6,125	2,500	3,625	5,625
5920-00 · Professional Fees - Accountant	19,345	1,500	17,845	19,345	24,000	(4,655)	26,000
5921-00 · Professional Fees - Other	20,040	833	19,207	20,164	3,333	16,830	7,500
<b>Total 5900-00 · Professional Fees</b>	<b>40,735</b>	<b>2,958</b>	<b>37,777</b>	<b>45,634</b>	<b>29,833</b>	<b>15,800</b>	<b>39,125</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	5,000	(5,000)	11,250
7500-00 · Trade Shows/Travel	0	1,667	(1,667)	0	6,667	(6,667)	15,000
8200-00 · Associate Relations	16	125	(109)	16	500	(484)	1,125
8300-00 · Board Functions	15,295	583	14,712	31,543	2,333	29,210	5,250
8500-00 · Credit Card Fees	0			20			
8600-00 · Additional Opportunites	650	833	(183)	2,600	3,333	(733)	7,500
8700-00 · Automobile Expenses	35	250	(215)	112	1,000	(888)	2,250
8750-00 · Meals/Meetings	0	417	(417)	0	1,667	(1,667)	3,750
8810-00 · Dues & Subscriptions	976	1,000	(24)	4,084	4,000	84	9,000
8920-00 · Bad Debt	0	0	0	299	0	299	0
<b>Total Expense</b>	<b>84,743</b>	<b>62,700</b>	<b>22,044</b>	<b>278,548</b>	<b>271,298</b>	<b>7,250</b>	<b>579,296</b>
<b>Net Ordinary Income</b>	<b>(84,743)</b>	<b>(62,700)</b>	<b>(22,044)</b>	<b>(278,548)</b>	<b>(271,298)</b>	<b>(7,250)</b>	<b>(579,296)</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	(84,743)	(62,700)	(22,044)	(278,548)	(271,298)	(7,250)	(579,296)
<b>Total Other Expense</b>	<b>(84,743)</b>	<b>(62,700)</b>	<b>(22,044)</b>	<b>(278,548)</b>	<b>(271,298)</b>	<b>(7,250)</b>	<b>(579,296)</b>
<b>Net Other Income</b>	<b>84,743</b>	<b>62,700</b>	<b>22,044</b>	<b>278,548</b>	<b>271,298</b>	<b>7,250</b>	<b>579,296</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>