

INCLINE VILLAGE CRYSTAL BAY VISITORS BUREAU
Profit & Loss
July 2015 through June 2020

	<u>Jul '15 - Jun 16</u>	<u>Jul '16 - Jun 17</u>	<u>Jul '17 - Jun 18</u>	<u>Jul '18 - Jun 19</u>	<u>Jul '19 - Jun 20</u>
Income					
POS Sales					
46000 · Merchandise Sales	52,348.92	56,178.22	41,743.67	56,672.98	54,352.53
R277 · Concierge	288,403.89	316,978.80	302,112.15	310,965.51	245,537.00
R278 · Lift Tickets	0.00	0.00	0.00	2,667.00	786.00
R290 · Consignment Sales	403.00	1,415.50	317.50	107.00	123.00
POS Sales - Other	123.70	0.00	0.00	0.00	0.00
Total POS Sales	<u>341,279.51</u>	<u>374,572.52</u>	<u>344,173.32</u>	<u>370,412.49</u>	<u>300,798.53</u>
RS277 (Sponsors)	0.00	0.00	0.00	0.00	0.00
JR255 · Ticket sales	0.00	0.00	0.00	0.00	0.00
R250 · Fund Transfers	1,354,674.17	1,519,353.44	1,514,497.13	1,690,585.45	1,592,470.72
R252 · Interest Income	383.05	398.32	470.44	737.04	331.75
R269 · On Hold Messaging	500.00	400.00	400.00	300.00	0.00
R270 · Miscellaneous Revenue	498.30	5,529.44	7,662.30	48.90	17.50
R271 · Concierge Service	0.00	0.00	0.00	0.00	0.00
R274 · Grants	26,800.00	19,820.50	10,000.00	11,000.00	12,512.00
R275 · Merchandise Revenue	0.00	0.00	0.00	0.00	0.00
R291 · Consignment Payments	-369.75	0.00	0.00	0.00	0.00
Total Income	<u>1,723,765.28</u>	<u>1,920,074.22</u>	<u>1,877,203.19</u>	<u>2,073,083.88</u>	<u>1,906,130.50</u>
Cost of Goods Sold					
50000 · Cost of Goods Sold	42,116.64	29,212.91	29,577.28	27,678.77	28,662.64
50003 · Lift Tickets	0.00	0.00	0.00	2,495.00	715.00
52900 · Purchases - Resale Items	0.00	0.00	0.00	0.00	0.00
Total COGS	<u>42,116.64</u>	<u>29,212.91</u>	<u>29,577.28</u>	<u>30,173.77</u>	<u>29,377.64</u>
Gross Profit	<u>1,681,648.64</u>	<u>1,890,861.31</u>	<u>1,847,625.91</u>	<u>2,042,910.11</u>	<u>1,876,752.86</u>

Accrual Basis

Expense

0305 · Payroll

0305 · Payroll - Other	251,065.52	307,458.35	327,606.34	345,686.67	383,737.35
Total 0305 · Payroll	251,065.52	307,458.35	327,606.34	345,686.67	383,737.35
0313 · Employers Insurance of Nevada	845.00	924.00	848.00	934.00	879.00
0314 · State Employer Taxes	1,155.99	1,775.29	2,062.57	3,546.15	3,900.78
0315 · Federal Unemployment	19.00	456.71	311.57	322.87	297.91
0316 · Public Employees Retirement Sys	70,046.86	75,237.69	79,094.53	81,261.12	88,803.97
0319 · Employer Medicare/Soc Sec	4,084.40	9,070.88	8,534.89	6,781.19	4,110.90
0320 · Health Insurance	36,259.07	33,174.38	38,058.40	39,537.67	36,007.62
0321 · Employee Training	2,329.50	1,041.25	5,597.50	595.00	1,045.00
0400 · Utilities					
0401 · Utilities- Electric	2,275.37	2,239.86	2,432.95	2,441.94	2,154.31
0402 · Utilities-Gas & Heat	1,401.60	1,314.59	1,365.77	1,260.76	1,349.21
0403 · Utilities- Water & Refuse	3,338.53	3,585.54	3,766.51	3,833.79	3,973.20
Total 0400 · Utilities	7,015.50	7,139.99	7,565.23	7,536.49	7,476.72
0405 · Bank & Cr Card Charges	15,317.96	18,710.07	18,392.65	16,378.28	17,510.42
0410 · Office Supplies & Expenses	12,213.42	9,644.94	7,942.31	7,944.98	8,495.37
0411 · Maintenance/Janitorial					
0411.5 · Snow Removal	0.00	0.00	0.00	3,283.75	2,555.00
0411 · Maintenance/Janitorial - Other	17,597.91	19,762.27	15,593.45	11,457.57	7,074.93
Total 0411 · Maintenance/Janitorial	17,597.91	19,762.27	15,593.45	14,741.32	9,629.93
0412 · IT - Computers	0.00	6,130.55	3,590.50	1,710.99	1,175.99
0415 · Misc. Sales Tax (Sales Tax Paid o	13.76	8.54	2.39	0.00	0.00
0420 · Postage & Freight	750.13	1,552.15	233.12	335.97	21.12
0421 · Communications	9,259.82	10,027.71	10,972.03	11,041.56	6,681.49
0422 · Printing Expenses	1,725.00	2,461.74	97.58	0.00	121.14
0430 · Building Repairs & Insurance	15,013.06	6,841.02	8,211.02	9,715.83	13,045.06
0451 · Legal & Accounting Services	39,604.50	36,850.00	35,727.25	37,299.25	36,879.00
0460 · Contract Services	13,422.61	1,573.00	1,548.00	611.50	7,775.43
0461 · Remote Offices					
461.1 · Contract Fees - Remote Office	24,000.00	0.00	0.00	0.00	0.00
0461 · Remote Offices - Other	0.00	42,000.00	42,000.00	42,000.00	39,000.00

Accrual Basis

Total 0461 · Remote Offices	24,000.00	42,000.00	42,000.00	42,000.00	39,000.00
0462 · Equipment Lease & Maint.	1,544.74	3,298.34	3,164.94	2,874.27	3,009.71
0470 · Misc. Expenses	806.25	213.07	149.82	133.50	0.00
0473 · Dues & Subscriptions	3,100.00	3,375.37	4,674.12	6,552.74	5,703.37
0474 · License & Fees	89.50	121.25	382.75	168.00	231.99
0501 · Travel & Lodging	7,354.77	3,312.85	6,532.39	7,026.13	7,773.53
0504 · Registrations	1,364.00	2,903.00	1,059.00	2,741.22	3,242.00
0505 · Local Transportation/Car	868.58	682.88	706.34	660.49	441.96
0507 · Meeting Expenses	5,474.81	5,745.12	5,487.90	3,930.12	405.64
0510 · Rent - Storage Unit	2,497.00	2,497.00	2,728.00	0.00	0.00
0601 · Hospitality in Market					
0601.5 · In House	2,862.50	4,646.98	5,863.55	4,191.90	1,682.26
0601 · Hospitality in Market - Other	2,830.61	1,279.60	1,630.16	1,899.02	318.51
Total 0601 · Hospitality in Market	5,693.11	5,926.58	7,493.71	6,090.92	2,000.77
0613 · Advertising - Internet Marketin	0.00	0.00	0.00	0.00	0.00
0622 · Advertising Co-op	630,000.00	885,000.00	930,000.00	950,000.00	855,500.00
0623 · Regional Marketing Programs	0.00	19,074.52	11,743.27	6,650.91	3,992.28
0624 · Co-Op Expenses/Reimbursements					
0626 · Co-Op Expenses	0.00	0.00	250.00	0.00	0.00
Total 0624 · Co-Op Expenses/Reimburse	0.00	0.00	250.00	0.00	0.00
0650 · Payroll Expense	1,252.68	1,535.00	1,334.50	1,335.00	1,280.00
0689 · WEB Development	7,000.00	7,000.00	7,000.00	7,000.00	4,650.00
0690 · Sponsorship	65,750.00	78,977.84	58,000.00	110,900.00	57,369.50
0691 · Shuttle Subsiday/Sponsorship	22,000.00	26,000.00	26,500.00	26,780.00	23,484.00
0725 · Uniforms	0.00	0.00	352.28	406.25	440.00
0730 · Special Promotional Items	1,194.93	1,806.78	0.00	20.00	83.16
0733 · On-Hold Messaging	1,331.04	1,411.08	1,479.88	1,685.56	0.00
0751 · Concierge Expense	256,734.60	283,312.66	258,534.74	280,648.21	217,161.51
0800 · Grant Expenses	32,661.68	11,942.58	0.00	0.00	4,624.00
0990 · Depreciation Expense	8,291.75	6,937.00	5,119.00	4,874.00	11,756.00
51100 · Freight and Shipping Costs	0.00	492.03	529.33	1,123.06	972.29

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Accrual Basis

59900 · POS Inventory Adj -Merchandis	0.00	0.00	0.00	0.00	0.00
J420 · Postage	0.00	0.00	0.00	0.00	0.00
Total Expense	<u>1,576,748.45</u>	<u>1,943,405.48</u>	<u>1,947,211.30</u>	<u>2,049,581.22</u>	<u>1,870,715.91</u>
	104,900.19	-52,544.17	-99,585.39	-6,671.11	6,036.95
Other Income					
52500 · Purchase Discounts	0.00	0.00	0.00	0.00	0.00
Total Other Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Other Expense					
Balancing Adjustments	0.00	0.00	0.00	0.00	0.00
Total Other Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
	<u>104,900.19</u>	<u>-52,544.17</u>	<u>-99,585.39</u>	<u>-6,671.11</u>	<u>6,036.95</u>