

Mendocino County Tourism Commission

Balance Sheet Comparison

As of December 31, 2024

	TOTAL			
	AS OF DEC 31, 2024	AS OF DEC 31, 2023 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
1005 SBMC Checking	352,801.36	386,537.05	-33,735.69	-8.73 %
1010 SBMC Contingency/Savings	600,905.26	1,000,497.46	-399,592.20	-39.94 %
1030 Cash drawer	100.00	100.00	0.00	0.00 %
Total Bank Accounts	\$953,806.62	\$1,387,134.51	\$ -433,327.89	-31.24 %
Accounts Receivable				
1100 Accounts Receivable	0.00	0.00	0.00	
Total Accounts Receivable	\$0.00	\$0.00	\$0.00	0.00%
Other Current Assets				
1230 Prepaid Expenses	8,963.25	28,533.22	-19,569.97	-68.59 %
1250 Refundable Deposits	1,800.00	1,800.00	0.00	0.00 %
1270 Receivable Other	-4,107.06	-4,107.06	0.00	0.00 %
1290 Loan to Employee	0.00	0.00	0.00	
Undeposited Funds	0.00	0.00	0.00	
Total Other Current Assets	\$6,656.19	\$26,226.16	\$ -19,569.97	-74.62 %
Total Current Assets	\$960,462.81	\$1,413,360.67	\$ -452,897.86	-32.04 %
Fixed Assets				
1510 Furniture and Equipment	46,655.22	41,311.75	5,343.47	12.93 %
1600 Accumulated Depreciation	-36,146.35	-27,841.03	-8,305.32	-29.83 %
Total Fixed Assets	\$10,508.87	\$13,470.72	\$ -2,961.85	-21.99 %
Other Assets				
1700 Website Development	0.00	0.00	0.00	
1750 Accumulated Amortization	0.00	0.00	0.00	
Total Other Assets	\$0.00	\$0.00	\$0.00	0.00%
TOTAL ASSETS	\$970,971.68	\$1,426,831.39	\$ -455,859.71	-31.95 %
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	9,161.66	50,998.92	-41,837.26	-82.04 %
Total Accounts Payable	\$9,161.66	\$50,998.92	\$ -41,837.26	-82.04 %
Credit Cards				
Ramp Card	0.00	7,237.69	-7,237.69	-100.00 %

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As of December 31, 2024

	TOTAL		CHANGE	% CHANGE
	AS OF DEC 31, 2024	AS OF DEC 31, 2023 (PY)		
Total Credit Cards	\$0.00	\$7,237.69	\$ -7,237.69	-100.00 %
Other Current Liabilities				
2100 Accrued Expenses	1,115.00	1,115.00	0.00	0.00 %
2150 Other Liabilities-County Match	0.00	0.00	0.00	
2300 Loan Payable	0.00	0.00	0.00	
Direct Deposit Payable	0.00	0.00	0.00	
Not in Use	0.00	0.00	0.00	
Payroll Liabilities	0.00	0.00	0.00	
2210 Federal Taxes (941/944)	0.00	0.00	0.00	
2220 CA PIT / SDI	0.00	0.00	0.00	
2230 CA SUI / ETT	0.00	0.00	0.00	
2240 FUTA Payable	15.00	56.91	-41.91	-73.64 %
2270 Accrued Payroll	5,572.45	504.83	5,067.62	1,003.83 %
2275 Accrued PTO	11,557.15	11,024.12	533.03	4.84 %
2280 Health Insurance Payable	0.00	0.00	0.00	
2290 Direct Deposit Liabilities	0.00	0.00	0.00	
401(k) Contribution	0.03	0.03	0.00	0.00 %
Federal Payroll Tax Payable	0.00	0.00	0.00	
State Payroll Tax Payable	0.00	0.00	0.00	
SUI & ETT Payable	0.00	0.00	0.00	
Total Payroll Liabilities	17,144.63	11,585.89	5,558.74	47.98 %
Total Other Current Liabilities	\$18,259.63	\$12,700.89	\$5,558.74	43.77 %
Total Current Liabilities	\$27,421.29	\$70,937.50	\$ -43,516.21	-61.34 %
Total Liabilities	\$27,421.29	\$70,937.50	\$ -43,516.21	-61.34 %
Equity				
3100 Contingency-Restricted	187,622.35	187,622.35	0.00	0.00 %
3900 Unrestricted Net Assets (RE)	1,042,904.46	1,431,851.51	-388,947.05	-27.16 %
Opening Bal Equity	0.00	0.00	0.00	
Net Income	-286,976.42	-263,579.97	-23,396.45	-8.88 %
Total Equity	\$943,550.39	\$1,355,893.89	\$ -412,343.50	-30.41 %
TOTAL LIABILITIES AND EQUITY	\$970,971.68	\$1,426,831.39	\$ -455,859.71	-31.95 %

Mendocino County Tourism Commission
Budget vs. Actuals: FY 24/25 - FY25 P&L
 July 2024 - June 2025

	Dec 2024				Total			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
4030 County BID		125,000.00	-125,000.00	0.00%	390,544.12	1,500,000.00	-1,109,455.88	26.04%
4031 County BID adjustments		0.00	0.00		0.00	-45,000.00	45,000.00	0.00%
4035 County 50% Match			0.00		12,500.00	0.00	12,500.00	
Other Income	75.86		75.86		171.31	0.00	171.31	
Total Income	\$ 75.86	\$ 125,000.00	\$ -124,924.14	0.06%	\$ 403,215.43	\$ 1,455,000.00	\$ -1,051,784.57	27.71%
Gross Profit	\$ 75.86	\$ 125,000.00	\$ -124,924.14	0.06%	\$ 403,215.43	\$ 1,455,000.00	\$ -1,051,784.57	27.71%
Expenses								
1- MEDIA & WEBSITE	30,617.37	54,366.66	-23,749.29	56.32%	262,462.19	601,856.66	-339,394.47	43.61%
2- VISITOR SVS / PARTNERSHIPS	4,915.32	22,515.33	-17,600.01	21.83%	57,637.96	273,892.00	-216,254.04	21.04%
3- ADMIN EXPENSES	16,423.28	16,583.00	-159.72	99.04%	112,859.41	211,211.00	-98,351.59	53.43%
4- PERSONNEL	51,485.54	56,028.13	-4,542.59	91.89%	327,117.27	655,234.57	-328,117.30	49.92%
Payroll Expenses	1,324.96		1,324.96		9,168.88	0.00	9,168.88	
Total Expenses	\$ 104,766.47	\$ 149,493.12	\$ -44,726.65	70.08%	\$ 769,245.71	\$ 1,742,194.23	\$ -972,948.52	44.15%
Net Operating Income	\$ -104,690.61	\$ -24,493.12	\$ -80,197.49	427.43%	\$ -366,030.28	\$ -287,194.23	\$ -78,836.05	127.45%
Net Income	\$ -104,690.61	\$ -24,493.12	\$ -80,197.49	427.43%	\$ -366,030.28	\$ -287,194.23	\$ -78,836.05	127.45%

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Mendocino County Tourism Commission
Budget vs. Actuals: FY 24/25 - FY25 P&L
 July 2024 - June 2025

	Dec 2024				Total			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
4030 County BID		125,000	-125,000	0.00%	390,544	1,500,000	-1,109,456	26.04%
4031 County BID adjustments		0	0		0	-45,000	45,000	0.00%
4035 County 50% Match			0		12,500	0	12,500	
Other Income			0		0	0	0	
4950 Interest Income		76	76		171	0	171	
Total Other Income	\$ 76	\$ 0	\$ 76		\$ 171	\$ 0	\$ 171	
Total Income	\$ 76	\$ 125,000	\$ -124,924	0.06%	\$ 403,215	\$ 1,455,000	\$ -1,051,785	27.71%
Gross Profit	\$ 76	\$ 125,000	\$ -124,924	0.06%	\$ 403,215	\$ 1,455,000	\$ -1,051,785	27.71%
Expenses								
1- MEDIA & WEBSITE			0		0	0	0	
50 Advertising / Media	500		500		3,500	0	3,500	
5130 Print & Online Advertising	14,747	32,500	-17,753	45.38%	119,611	315,000	-195,389	37.97%
5170 Photography	1,800	1,000	800	180.00%	4,550	12,000	-7,450	37.92%
5240 Research & Development	1,000	500	500	200.00%	27,000	6,000	21,000	450.00%
5280 Video Development		1,250	-1,250	0.00%	5,878	15,000	-9,122	39.19%
5290 Marketing Contingency		1,000	-1,000	0.00%	0	12,000	-12,000	0.00%
Total 50 Advertising / Media	\$ 18,047	\$ 36,250	\$ -18,203	49.79%	\$ 160,538	\$ 360,000	\$ -199,462	44.59%
55 Marketing / Public Relations			0		0	0	0	
5510 Public Relations Contract	9,257	9,517	-260	97.27%	64,797	114,200	-49,403	56.74%
5520 Marketing Agency Contract		2,000	-2,000	0.00%	0	24,000	-24,000	0.00%
5540 Clipping Service		750	-750	0.00%	0	9,000	-9,000	0.00%
5560 Media Events		250	-250	0.00%	1,805	9,667	-7,862	18.67%
5610 Travel -PR Related		0	0		3,925	3,000	925	130.84%
5680 Visiting Media FAM Expenses	195	500	-305	38.97%	4,519	6,000	-1,481	75.32%
Total 55 Marketing / Public Relations	\$ 9,451	\$ 13,017	\$ -3,565	72.61%	\$ 75,046	\$ 165,867	\$ -90,821	45.24%
57 Website Maint / Development			0		0	0	0	
5710 Interactive Media Coordinator		2,500	-2,500	0.00%	0	30,000	-30,000	0.00%
5740 Content Creation	2,500	1,500	1,000	166.67%	17,500	18,000	-500	97.22%
5750 Development/ Maintenance	619	500	119	123.70%	7,897	6,000	1,897	131.62%
5780 Interactive Marketing		100	-100	0.00%	900	1,200	-300	75.00%
Total 57 Website Maint / Development	\$ 3,119	\$ 4,600	\$ -1,481	67.79%	\$ 26,297	\$ 55,200	\$ -28,903	47.64%
58 Leisure / Group Sales			0		0	0	0	
5810 Promotion Items, Booth Develop		0	0		693	3,000	-2,307	23.10%
5820 Consumer & Trade Shows		0	0		0	6,300	-6,300	0.00%
5880 Travel - Leisure/Group Sales		0	0		138	5,490	-5,352	2.51%
5885 Travel - Group FAMs			0		-250	0	-250	
5890 Misc. Sales Opportunities		500	-500	0.00%	0	6,000	-6,000	0.00%
Total 58 Leisure / Group Sales	\$ 0	\$ 500	\$ -500	0.00%	\$ 580	\$ 20,790	\$ -20,210	2.79%
Total 1- MEDIA & WEBSITE	\$ 30,617	\$ 54,367	\$ -23,749	56.32%	\$ 262,462	\$ 601,857	\$ -339,394	43.61%
2- VISITOR SVS / PARTNERSHIPS								
Partnerships			0		0	0	0	
6550 Conferences & Seminars		0	0		7,633	8,500	-867	89.80%
6555 Conferences & Seminars Travel		0	0		2,428	15,810	-13,382	15.36%
6570 In-County Relations	14	1,050	-1,036	1.30%	5,146	14,100	-8,954	36.49%
6575 Stakeholder Networking		500	-500	0.00%	74	6,000	-5,926	1.24%
6580 Contracted Writing Services			0		480	0	480	
6590 Memberships	51	2,882	-2,831	1.78%	2,401	6,482	-4,081	37.05%
6610 North Coast Tourism Council		2,000	-2,000	0.00%	21,000	24,000	-3,000	87.50%
Total Partnerships	\$ 65	\$ 6,432	\$ -6,367	1.01%	\$ 39,162	\$ 74,892	\$ -35,730	52.29%
Visitor Services			0		0	0	0	

6720 Event & Festival Guides	2,350	7,792	-5,441	30.17%	10,009	96,100	-86,091	10.42%
6730 Incentives & Sponsorships	2,500	1,625	875	153.85%	7,666	22,900	-15,234	33.48%
6770 Visitor Centers & Signage		6,667	-6,667	0.00%	800	80,000	-79,200	1.00%
Total Visitor Services	\$ 4,850	\$ 16,083	\$ -11,233	30.16%	\$ 18,476	\$ 199,000	\$ -180,524	9.28%
Total 2- VISITOR SVS / PARTNERSHIPS	\$ 4,915	\$ 22,515	\$ -17,600	21.83%	\$ 57,638	\$ 273,892	\$ -216,254	21.04%
3- ADMIN EXPENSES			0		0	0	0	
General Admin			0		0	0	0	
7010 Accounting	3,315	2,300	1,015	144.13%	14,472	36,300	-21,828	39.87%
7060 Bank Fees	7	50	-43	14.90%	35	600	-565	5.82%
7080 Board Development		6,275	-6,275	0.00%	28,044	76,265	-48,221	36.77%
7090 Copying & Printing		200	-200	0.00%	0	2,400	-2,400	0.00%
7100 Dues & Subscriptions	4,896	1,353	3,543	361.88%	26,218	16,236	9,982	161.48%
7130 Legal Fees		250	-250	0.00%	0	3,000	-3,000	0.00%
7150 Meeting Expenses	137	185	-48	74.08%	801	2,220	-1,419	36.06%
7200 Office Expense	271	150	121	180.39%	1,693	1,800	-107	94.08%
7210 Postage & Shipping	209	350	-141	59.62%	2,044	4,200	-2,156	48.66%
7280 Travel Expenses	2,363	750	1,613	315.10%	5,915	9,000	-3,085	65.73%
Total General Admin	\$ 11,198	\$ 11,863	\$ -665	94.40%	\$ 79,222	\$ 152,021	\$ -72,799	52.11%
Occupancy Costs			0		0	0	0	
7650 Rent	2,300	2,700	-400	85.19%	13,800	32,400	-18,600	42.59%
7660 Insurance	216	0	216		1,298	2,450	-1,152	52.98%
7850 Repairs & Maintenance	255	575	-320	44.34%	2,480	6,900	-4,420	35.94%
7890 Taxes		0	0		279	100	179	279.26%
7910 Telecommunication	1,125	600	525	187.47%	6,232	7,200	-968	86.56%
7950 Utilities	649	845	-196	76.85%	5,053	10,140	-5,087	49.83%
7990 Depreciation Expense	680		680		4,495	0	4,495	
Total Occupancy Costs	\$ 5,225	\$ 4,720	\$ 505	110.70%	\$ 33,637	\$ 59,190	\$ -25,553	56.83%
Total 3- ADMIN EXPENSES	\$ 16,423	\$ 16,583	\$ -160	99.04%	\$ 112,859	\$ 211,211	\$ -98,352	53.43%
4- PERSONNEL			0		0	0	0	
8510 Salaries & Wages	33,911	35,360	-1,449	95.90%	219,510	424,320	-204,810	51.73%
8520 Paid Time Off	856	3,633	-2,777	23.56%	7,463	51,438	-43,976	14.51%
8530 Payroll Taxes	2,838	4,897	-2,059	57.95%	20,857	58,768	-37,912	35.49%
8540 Payroll Processing Fees		85	-85	0.00%	675	2,071	-1,396	32.59%
8550 Workers Comp	172	303	-131	56.86%	1,050	3,637	-2,587	28.87%
8570 Health Insurance Allowance	2,750	2,750	0	100.00%	18,750	33,000	-14,250	56.82%
8580 Other Employee Benefits		3,000	-3,000	0.00%	1,320	3,000	-1,680	44.00%
8590 Contract Work	10,958	6,000	4,958	182.64%	57,493	79,000	-21,507	72.78%
Total 4- PERSONNEL	\$ 51,486	\$ 56,028	\$ -4,543	91.89%	\$ 327,117	\$ 655,235	\$ -328,117	49.92%
Payroll Expenses			0		0	0	0	
Company Contributions			0		0	0	0	
Retirement	1,325		1,325		9,169	0	9,169	
Total Company Contributions	\$ 1,325	\$ 0	\$ 1,325		\$ 9,169	\$ 0	\$ 9,169	
Total Payroll Expenses	\$ 1,325	\$ 0	\$ 1,325		\$ 9,169	\$ 0	\$ 9,169	
Total Expenses	\$ 104,766	\$ 149,493	\$ -44,727	70.08%	\$ 769,246	\$ 1,742,194	\$ -972,949	44.15%
Net Operating Income	\$ -104,691	\$ -24,493	\$ -80,197	427.43%	\$ -366,030	\$ -287,194	\$ -78,836	127.45%
Net Income	\$ -104,691	\$ -24,493	\$ -80,197	427.43%	\$ -366,030	\$ -287,194	\$ -78,836	127.45%

Visit Mendocino County

Statement of Cash Flows

December 2024

	TOTAL
OPERATING ACTIVITIES	
Net Income	-104,690.61
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1100 Accounts Receivable	390,544.12
1230 Prepaid Expenses	868.20
2000 Accounts Payable	7,640.73
Ramp Card	-5,479.71
2210 Payroll Liabilities:Federal Taxes (941/944)	0.00
2220 Payroll Liabilities:CA PIT / SDI	0.00
2230 Payroll Liabilities:CA SUI / ETT	0.00
2240 Payroll Liabilities:FUTA Payable	0.00
2270 Payroll Liabilities:Accrued Payroll	1,586.75
2275 Payroll Liabilities:Accrued PTO	418.73
Direct Deposit Payable	0.00
Payroll Liabilities:401(k) Contribution	0.00
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	395,578.82
Net cash provided by operating activities	\$290,888.21
INVESTING ACTIVITIES	
1600 Accumulated Depreciation	679.67
Net cash provided by investing activities	\$679.67
NET CASH INCREASE FOR PERIOD	\$291,567.88
Cash at beginning of period	662,238.74
CASH AT END OF PERIOD	\$953,806.62

Mendocino County Tourism Commission

Profit and Loss Comparison

July - December, 2024

	TOTAL			
	JUL - DEC, 2024	JUL - DEC, 2023 (PY)	CHANGE	% CHANGE
Income				
4030 County BID	390,544.12	655,181.90	-264,637.78	-40.39 %
4035 County 50% Match	12,500.00	70,869.08	-58,369.08	-82.36 %
Other Income				
4950 Interest Income	171.31	252.15	-80.84	-32.06 %
Total Other Income	171.31	252.15	-80.84	-32.06 %
Total Income	\$403,215.43	\$726,303.13	\$ -323,087.70	-44.48 %
GROSS PROFIT	\$403,215.43	\$726,303.13	\$ -323,087.70	-44.48 %
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media	3,500.00	2,500.00	1,000.00	40.00 %
5130 Print & Online Advertising	119,610.63	281,737.55	-162,126.92	-57.55 %
5150 Ad Development/Design		2,700.00	-2,700.00	-100.00 %
5170 Photography	4,550.00	4,694.00	-144.00	-3.07 %
5240 Research & Development	27,000.00	32,160.00	-5,160.00	-16.04 %
5280 Video Development	5,877.78	14,138.13	-8,260.35	-58.43 %
Total 50 Advertising / Media	160,538.41	337,929.68	-177,391.27	-52.49 %
55 Marketing / Public Relations				
5510 Public Relations Contract	55,539.96	54,999.96	540.00	0.98 %
5540 Clipping Service		4,205.95	-4,205.95	-100.00 %
5550 In-Market PR Stunts		2,258.05	-2,258.05	-100.00 %
5560 Media Events	1,805.00	6,361.68	-4,556.68	-71.63 %
5610 Travel -PR Related	3,925.15	7,171.79	-3,246.64	-45.27 %
5680 Visiting Media FAM Expenses	4,519.38	3,956.74	562.64	14.22 %
Total 55 Marketing / Public Relations	65,789.49	78,954.17	-13,164.68	-16.67 %
57 Website Maint / Development				
5740 Content Creation	17,500.00	17,450.00	50.00	0.29 %
5750 Development/ Maintenance	7,897.15	8,903.80	-1,006.65	-11.31 %
5780 Interactive Marketing	900.00	14,607.06	-13,707.06	-93.84 %
Total 57 Website Maint / Development	26,297.15	40,960.86	-14,663.71	-35.80 %
58 Leisure / Group Sales				
5810 Promotion Items, Booth Develop	692.94	10,313.62	-9,620.68	-93.28 %
5840 State Fair Exhibit		7,039.91	-7,039.91	-100.00 %
5880 Travel - Leisure/Group Sales	137.54	492.36	-354.82	-72.07 %
5885 Travel - Group FAMs	-250.00	926.21	-1,176.21	-126.99 %
Total 58 Leisure / Group Sales	580.48	18,772.10	-18,191.62	-96.91 %
Total 1- MEDIA & WEBSITE	253,205.53	476,616.81	-223,411.28	-46.87 %

Mendocino County Tourism Commission

Profit and Loss Comparison

July - December, 2024

	TOTAL			
	JUL - DEC, 2024	JUL - DEC, 2023 (PY)	CHANGE	% CHANGE
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	7,633.15	2,072.35	5,560.80	268.33 %
6555 Conferences & Seminars Travel	2,428.22	8,378.73	-5,950.51	-71.02 %
6570 In-County Relations	5,145.62	7,086.99	-1,941.37	-27.39 %
6575 Stakeholder Networking	74.15	3,894.75	-3,820.60	-98.10 %
6580 Contracted Writing Services	480.00	5,000.00	-4,520.00	-90.40 %
6590 Memberships	2,401.26	16,141.63	-13,740.37	-85.12 %
6610 North Coast Tourism Council	10,500.00	3,548.48	6,951.52	195.90 %
Total Partnerships	28,662.40	46,122.93	-17,460.53	-37.86 %
Visitor Services				
6720 Event & Festival Guides	9,647.26	18,051.36	-8,404.10	-46.56 %
6730 Incentives & Sponsorships	6,526.00	38,041.67	-31,515.67	-82.85 %
6770 Visitor Centers & Signage	800.00	5,841.52	-5,041.52	-86.30 %
Total Visitor Services	16,973.26	61,934.55	-44,961.29	-72.59 %
Total 2- VISITOR SVS / PARTNERSHIPS	45,635.66	108,057.48	-62,421.82	-57.77 %
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	14,472.00	26,920.00	-12,448.00	-46.24 %
7060 Bank Fees	34.90	58.35	-23.45	-40.19 %
7080 Board Development	21,804.22	37,440.00	-15,635.78	-41.76 %
7100 Dues & Subscriptions	26,217.63	29,656.69	-3,439.06	-11.60 %
7130 Legal Fees		615.00	-615.00	-100.00 %
7140 Licenses & Permits		20.00	-20.00	-100.00 %
7150 Meeting Expenses	800.52	328.40	472.12	143.76 %
7200 Office Expense	1,693.42	9,632.59	-7,939.17	-82.42 %
7210 Postage & Shipping	2,043.92	2,644.68	-600.76	-22.72 %
7280 Travel Expenses	5,915.33	11,382.96	-5,467.63	-48.03 %
Total General Admin	72,981.94	118,698.67	-45,716.73	-38.51 %
Occupancy Costs				
7650 Rent	13,800.00	14,610.00	-810.00	-5.54 %
7660 Insurance	1,297.98	2,840.04	-1,542.06	-54.30 %
7850 Repairs & Maintenance	2,374.69	3,866.90	-1,492.21	-38.59 %
7890 Taxes	279.26	311.04	-31.78	-10.22 %
7910 Telecommunication	5,905.70	3,538.90	2,366.80	66.88 %
7950 Utilities	4,185.48	3,829.37	356.11	9.30 %
7990 Depreciation Expense	4,495.34	3,676.03	819.31	22.29 %
Total Occupancy Costs	32,338.45	32,672.28	-333.83	-1.02 %
Total 3- ADMIN EXPENSES	105,320.39	151,370.95	-46,050.56	-30.42 %

Mendocino County Tourism Commission

Profit and Loss Comparison

July - December, 2024

	TOTAL			
	JUL - DEC, 2024	JUL - DEC, 2023 (PY)	CHANGE	% CHANGE
4- PERSONNEL				
8510 Salaries & Wages	189,185.42	169,270.50	19,914.92	11.77 %
8511 Retirement		4,676.77	-4,676.77	-100.00 %
8520 Paid Time Off	6,908.73	3,988.15	2,920.58	73.23 %
8530 Payroll Taxes	16,167.40	15,547.52	619.88	3.99 %
8540 Payroll Processing Fees	675.00	667.00	8.00	1.20 %
8550 Workers Comp	1,049.98	2,273.67	-1,223.69	-53.82 %
8570 Health Insurance Allowance	16,000.00	17,350.00	-1,350.00	-7.78 %
8580 Other Employee Benefits	935.00	844.10	90.90	10.77 %
8590 Contract Work	47,284.98	37,862.52	9,422.46	24.89 %
8615 Employee Recruitment		81.67	-81.67	-100.00 %
Total 4- PERSONNEL	278,206.51	252,561.90	25,644.61	10.15 %
Payroll Expenses				
Company Contributions				
Retirement	7,823.76	3,437.22	4,386.54	127.62 %
Total Company Contributions	7,823.76	3,437.22	4,386.54	127.62 %
Total Payroll Expenses	7,823.76	3,437.22	4,386.54	127.62 %
Total Expenses	\$690,191.85	\$992,044.36	\$ -301,852.51	-30.43 %
NET OPERATING INCOME	\$ -286,976.42	\$ -265,741.23	\$ -21,235.19	-7.99 %
Other Income				
Redeemed Cash Back		2,161.26	-2,161.26	-100.00 %
Total Other Income	\$0.00	\$2,161.26	\$ -2,161.26	-100.00 %
NET OTHER INCOME	\$0.00	\$2,161.26	\$ -2,161.26	-100.00 %
NET INCOME	\$ -286,976.42	\$ -263,579.97	\$ -23,396.45	-8.88 %