

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison
As of December 31, 2016

01/23/2017

Accrual Basis

	Dec 31, 16	Dec 31, 15	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1015 · MLCU Checking	257,323.70	0.00	257,323.70	100.0%
1020 · MLCU Savings	130,427.01	0.00	130,427.01	100.0%
1010 · Savings Bank checking	0.00	75,200.74	-75,200.74	-100.0%
1030 · Cash drawer	100.00	100.00	0.00	0.0%
Total Checking/Savings	387,850.71	75,300.74	312,549.97	415.07%
Accounts Receivable				
1100 · Accounts Receivable	284,867.19	6,108.34	278,758.85	4,563.58%
Total Accounts Receivable	284,867.19	6,108.34	278,758.85	4,563.58%
Other Current Assets				
1230 · Prepaid Expenses	13,980.00	1,020.00	12,960.00	1,270.59%
1250 · Refundable Deposits	2,350.00	2,350.00	0.00	0.0%
Total Other Current Assets	16,330.00	3,370.00	12,960.00	384.57%
Total Current Assets	689,047.90	84,779.08	604,268.82	712.76%
Fixed Assets				
1510 · Furniture and Equipment	46,385.00	46,385.00	0.00	0.0%
1600 · Accumulated Depreciation	-46,385.00	-46,350.00	-35.00	-0.08%
Total Fixed Assets	0.00	35.00	-35.00	-100.0%
Other Assets				
1700 · Website Development	70,000.00	70,000.00	0.00	0.0%
1750 · Accumulated Amortization	-34,999.98	-14,000.00	-20,999.98	-150.0%
Total Other Assets	35,000.02	56,000.00	-20,999.98	-37.5%
TOTAL ASSETS	724,047.92	140,814.08	583,233.84	414.19%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	20,016.20	35,008.24	-14,992.04	-42.82%
Total Accounts Payable	20,016.20	35,008.24	-14,992.04	-42.82%
Other Current Liabilities				
Payroll Liabilities				
2210 · Federal Payroll Tax Payable	3,947.12	1,884.62	2,062.50	109.44%
2220 · State Payroll Tax Payable	820.84	308.09	512.75	166.43%
2230 · SUI & ETT Payable	1,048.92	404.51	644.41	159.31%
2240 · FUTA Payable	101.51	1,243.01	-1,141.50	-91.83%
2275 · Accrued PTO	4,123.17	0.00	4,123.17	100.0%
Total Payroll Liabilities	10,041.56	3,840.23	6,201.33	161.48%

Mendocino County Tourism Commission, Inc.
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Accrual Basis

	Dec 31, 16	Dec 31, 15	\$ Change	% Change
2800 - Sales Tx Payable	152.17	192.78	-40.61	-21.07%
Total Other Current Liabilities	10,193.73	4,033.01	6,160.72	152.76%
Total Current Liabilities	30,209.93	39,041.25	-8,831.32	-22.62%
Total Liabilities	30,209.93	39,041.25	-8,831.32	-22.62%
Equity				
3100 - Contingency-Unrestricted	333,270.62	0.00	333,270.62	100.0%
3900 - Unrestricted Net Assets (RE)	282,408.21	127,474.52	154,933.69	121.54%
Net Income	78,159.16	-25,701.69	103,860.85	404.1%
Total Equity	693,837.99	101,772.83	592,065.16	581.75%
TOTAL LIABILITIES & EQUITY	724,047.92	140,814.08	583,233.84	414.19%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July through December 2016

01/23/2017

Accrual Basis

	Jul - Dec 16	Jul - Dec 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4010 · MCLA BID Assessment	0.00	320,700.00	-320,700.00	-100.0%
4020 · MCPA Matching Funds	0.00	168,750.00	-168,750.00	-100.0%
4030 · County BID	400,000.02	0.00	400,000.02	100.0%
4031 · County BID adjustments	71,994.68	0.00	71,994.68	100.0%
4035 · County 50% Match	199,999.98	0.00	199,999.98	100.0%
Other Income				
4810 · Event Passport Income	0.00	2,300.00	-2,300.00	-100.0%
4830 · Event Brochure Ads	2,800.00	2,900.00	-100.00	-3.45%
4950 · Interest Income	44.17	18.40	25.77	140.05%
4850 · Retail Sales	1,799.53	2,281.34	-481.81	-21.12%
Total Other Income	4,643.70	7,499.74	-2,856.04	-38.08%
Total Income	676,638.38	496,949.74	179,688.64	36.16%
Gross Profit	676,638.38	496,949.74	179,688.64	36.16%
Expense				
MEDIA & WEBSITE				
Advertising/ Media				
5010 · Media Plan Management	0.00	99,360.52	-99,360.52	-100.0%
5130 · Print & Online Advertising				
5120 · Digital & Broadcast	67,402.19	0.00	67,402.19	100.0%
5290 · E-Marketing	17,455.88	1,469.05	15,986.83	1,088.24%
5200 · Print & Direct Mail	53,058.75	752.49	52,306.26	6,951.09%
Total 5130 · Print & Online Advertising	137,916.82	2,221.54	135,695.28	6,108.16%
5150 · Ad Development/Design	3,042.75	953.04	2,089.71	219.27%
5165 · AdverGame Development	12,000.00	0.00	12,000.00	100.0%
5030 · Co-op Advertising	0.00	6,767.00	-6,767.00	-100.0%
5170 · Photography	0.00	500.00	-500.00	-100.0%
5240 · Research & Development	129.00	192.35	-63.35	-32.94%
5110 · Video Development	15,201.11	59.95	15,141.16	25,256.31%
5015 · Surplus	14,390.09	0.00	14,390.09	100.0%
Total Advertising/ Media	182,679.77	110,054.40	72,625.37	65.99%
Public Relations				
5510 · Public Relations Contract	64,242.44	50,136.00	14,106.44	28.14%
5650 · Marketing & Comm. Coordinator	30,000.00	24,000.00	6,000.00	25.0%
5530 · In-Market PR Stunts	1,524.39	509.89	1,014.50	198.96%
5560 · Media Events	262.00	0.00	262.00	100.0%
5610 · Travel -PR Related	5,376.05	4,612.79	763.26	16.55%
5550 · Visiting Media FAM Expenses	3,240.04	4,903.48	-1,663.44	-33.92%
5660 · Clipping Service	0.00	3,162.61	-3,162.61	-100.0%
Total Public Relations	104,644.92	87,324.77	17,320.15	19.83%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July through December 2016

01/23/2017

Accrual Basis

	Jul - Dec 16	Jul - Dec 15	\$ Change	% Change
Website Maint / Development				
5710 · Interactive Media Coordinator	15,660.00	2,500.00	13,160.00	526.4%
5730 · Interactive Marketing	247.29	1,052.85	-805.56	-76.51%
5750 · Development/ Maintenance	3,315.17	28,934.96	-25,619.79	-88.54%
Total Website Maint / Development	19,222.46	32,487.81	-13,265.35	-40.83%
Leisure/ Group Sales				
5810 · Promotion Items, Booth Develop	702.29	6,860.93	-6,158.64	-89.76%
5820 · Consumer & Trade Shows	4,358.88	9,671.11	-5,312.23	-54.93%
5840 · State Fair Exhibit	3,421.12	0.00	3,421.12	100.0%
5870 · Shipping - Travel Shows	490.45	437.83	52.62	12.02%
5880 · Travel - Leisure/Group Sales	3,145.16	6,635.45	-3,490.29	-52.6%
5890 · Misc. Sales Opportunities	131.21	647.21	-516.00	-79.73%
Total Leisure/ Group Sales	12,249.11	24,252.53	-12,003.42	-49.49%
Total MEDIA & WEBSITE	318,796.26	254,119.51	64,676.75	25.45%
VISITOR SERVICES/PARTNERSHIPS				
Visitor Svcs/Fulfillment				
6220 · Event & Festival Guides	8,669.14	13,360.58	-4,691.44	-35.11%
6040 · In-County Guides	0.00	93.80	-93.80	-100.0%
6210 · Event Partnership Funding	81.93	4,112.81	-4,030.88	-98.01%
6530 · Incentives & Sponsorships	17,200.00	0.00	17,200.00	100.0%
6010 · Visitor Guide & Distribution	0.00	5,768.20	-5,768.20	-100.0%
6190 · Visitor Center/ Info Support	2,645.00	6,382.50	-3,737.50	-58.56%
Retail Store				
6412A · Purchases for Resale	0.00	396.30	-396.30	-100.0%
6412B · Store Supplies/Expenses	143.38	1,457.78	-1,314.40	-90.16%
6412C · Contract Labor - Store	0.00	1,410.00	-1,410.00	-100.0%
6412D · Consignee payments	692.80	938.76	-245.96	-26.2%
Total Retail Store	836.18	4,202.84	-3,366.66	-80.1%
Total Visitor Svcs/Fulfillment	29,432.25	33,920.73	-4,488.48	-13.23%
Partnerships				
6550 · Conferences & Seminars	2,123.00	4,345.95	-2,222.95	-51.15%
6620 · In-County Relations	758.54	481.50	277.04	57.54%
6520 · Memberships	4,754.38	7,014.08	-2,259.70	-32.22%
6510 · North Coast Tourism Council	0.00	205.10	-205.10	-100.0%
6570 · Travel-Partnership Related	0.00	3,689.77	-3,689.77	-100.0%
Total Partnerships	7,635.92	15,736.40	-8,100.48	-51.48%
Total VISITOR SERVICES/PARTNERSHIPS	37,068.17	49,657.13	-12,588.96	-25.35%
ADMIN EXPENSES				
Occupancy Costs				
7250 · Rent	11,000.00	10,800.00	200.00	1.85%
7120 · Insurance	1,070.00	1,922.00	-852.00	-44.33%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July through December 2016

01/23/2017

Accrual Basis

	Jul - Dec 16	Jul - Dec 15	\$ Change	% Change
7260 · Repairs & Maintenance	305.78	867.00	-561.22	-64.73%
7270 · Taxes	72.25	56.35	15.90	28.22%
7310 · Telecommunication	5,395.62	4,918.37	477.25	9.7%
7350 · Utilities	3,725.80	2,413.65	1,312.15	54.36%
Total Occupancy Costs	21,569.45	20,977.37	592.08	2.82%
General Admin				
9720 · Amortization Expense	6,999.98	0.00	6,999.98	100.0%
7010 · Accounting	12,164.50	2,385.00	9,779.50	410.04%
7050 · Bad Debt	0.00	385.00	-385.00	-100.0%
7060 · Bank Fees	235.56	20.00	215.56	1,077.8%
5250 · Board Development	0.00	1,000.00	-1,000.00	-100.0%
7090 · Copying & Printing	1,863.46	376.59	1,486.87	394.83%
7030 · Legal Fees	390.00	3,093.49	-2,703.49	-87.39%
7020 · Bookkeeping	0.00	1,963.50	-1,963.50	-100.0%
7140 · Licenses & Permits	20.00	0.00	20.00	100.0%
7150 · Meeting Expenses	679.84	209.68	470.16	224.23%
7200 · Office Expense	8,102.76	5,727.05	2,375.71	41.48%
7210 · Postage & Shipping	18,240.79	288.88	17,951.91	6,214.31%
7280 · Travel Expenses	4,208.72	3,841.03	367.69	9.57%
Total General Admin	52,905.61	19,290.22	33,615.39	174.26%
Total ADMIN EXPENSES	74,475.06	40,267.59	34,207.47	84.95%
MCLA Admin Expenses				
8110 · Member Newsletter Printing	0.00	1,180.94	-1,180.94	-100.0%
8120 · Member Newsletter Postage	0.00	1,724.82	-1,724.82	-100.0%
8180 · Travel - MCLA	0.00	280.97	-280.97	-100.0%
Total MCLA Admin Expenses	0.00	3,186.73	-3,186.73	-100.0%
MCPA Admin Expenses				
8330 · Insurance	0.00	897.00	-897.00	-100.0%
8350 · Travel - MCPA	0.00	69.00	-69.00	-100.0%
Total MCPA Admin Expenses	0.00	966.00	-966.00	-100.0%
Personnel				
8510 · Salaries & Wages	113,257.13	113,514.02	-256.89	-0.23%
8520 · Paid Time Off	6,220.11	17,960.88	-11,740.77	-65.37%
8530 · Payroll Taxes	11,705.23	12,160.40	-455.17	-3.74%
8540 · Payroll Processing Fees	80.50	100.70	-20.20	-20.06%
8550 · Workers Comp	2,467.00	2,144.66	322.34	15.03%
8570 · Health Insurance	10,695.56	10,610.07	85.49	0.81%
8580 · Other Employee Benefits	0.00	3,753.74	-3,753.74	-100.0%
8590 · Contract Work	4,266.00	11,790.00	-7,524.00	-63.82%
7415 · Executive Director Search	19,448.20	0.00	19,448.20	100.0%
Total Personnel	168,139.73	172,034.47	-3,894.74	-2.26%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July through December 2016

01/23/2017

Accrual Basis

	Jul - Dec 16	Jul - Dec 15	\$ Change	% Change
Total Expense	598,479.22	520,231.43	78,247.79	15.04%
Net Ordinary Income	78,159.16	-23,281.69	101,440.85	435.71%
Other Income/Expense				
Other Expense				
9900 - Prior Period Expense	0.00	2,420.00	-2,420.00	-100.0%
Total Other Expense	0.00	2,420.00	-2,420.00	-100.0%
Net Other Income	0.00	-2,420.00	2,420.00	100.0%
Net Income	78,159.16	-25,701.69	103,860.85	404.1%

Mendocino County Tourism Commission, Inc.
Profit & Loss Budget Performance
 December 2016

01/23/2017

Accrual Basis

	Jul - Dec 16	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense				
Income				
4030 · County BID	400,000.02	400,000.02	100.0%	800,000.00
4031 · County BID adjustments	71,994.68	30,348.00	237.23%	60,698.00
4035 · County 50% Match	199,999.98	199,999.98	100.0%	400,000.00
4050 · NCTC Administration	0.00	4,500.00	0.0%	4,500.00
4251 · Cooperative Advertising	0.00	6,000.00	0.0%	12,000.00
4990 · Previous Year Carryover	0.00	77,466.00	0.0%	154,933.00
4999 · Reserve/Contingency	0.00			130,344.00
Other Income				
4810 · Event Passport Income	0.00	1,000.00	0.0%	1,000.00
4830 · Event Brochure Ads	2,800.00	1,800.00	155.56%	1,800.00
4940 · Misc. Income	0.00	1,600.00	0.0%	6,600.00
4950 · Interest Income	44.17	50.02	88.31%	100.00
4850 · Retail Sales	1,799.53	1,500.00	119.97%	1,500.00
Total Other Income	4,643.70	5,950.02	78.05%	11,000.00
Total Income	676,638.38	724,264.02	93.42%	1,573,475.00
Gross Profit	676,638.38	724,264.02	93.42%	1,573,475.00
Expense				
MEDIA & WEBSITE				
Advertising/ Media				
5130 · Print & Online Advertising				
5120 · Digital & Broadcast	67,402.19	66,600.00	101.2%	133,200.00
5290 · E-Marketing	17,455.88	15,900.00	109.79%	31,800.00
5200 · Print & Direct Mail	53,058.75	56,263.30	94.3%	105,593.00
Total 5130 · Print & Online Advertising	137,916.82	138,763.30	99.39%	270,593.00
5150 · Ad Development/Design	3,042.75	3,000.00	101.43%	6,000.00
5165 · AdverGame Development	12,000.00	10,200.00	117.65%	12,000.00
5170 · Photography	0.00	4,999.98	0.0%	10,000.00
5240 · Research & Development	129.00	17,500.02	0.74%	35,000.00
5110 · Video Development	15,201.11	14,905.30	101.99%	20,000.00
5015 · Surplus	14,390.09	20,478.00	70.27%	40,957.00
Total Advertising/ Media	182,679.77	209,846.60	87.05%	394,550.00
Public Relations				
5510 · Public Relations Contract	64,242.44	61,960.00	103.68%	100,000.00
5520 · Marketing Agency Contract	0.00	14,285.00	0.0%	100,000.00
5650 · Marketing & Comm. Coordinator	30,000.00	30,000.00	100.0%	60,000.00
5530 · In-Market PR Stunts	1,524.39	2,499.98	60.98%	5,000.00
5560 · Media Events	262.00	1,249.98	20.96%	2,500.00
5610 · Travel -PR Related	5,376.05	4,999.98	107.52%	10,000.00
5550 · Visiting Media FAM Expenses	3,240.04	4,999.98	64.8%	10,000.00
Total Public Relations	104,644.92	119,994.92	87.21%	287,500.00

	Jul - Dec 16	YTD Budget	% of Budget	Annual Budget
Website Maint / Development				
5710 - Interactive Media Coordinator	15,660.00	18,000.00	87.0%	36,000.00
5730 - Interactive Marketing	247.29	6,000.00	4.12%	12,000.00
5750 - Development/ Maintenance	3,315.17	12,499.98	26.52%	25,000.00
Total Website Maint / Development	19,222.46	36,499.98	52.66%	73,000.00
Leisure/ Group Sales				
5810 - Promotion Items, Booth Develop	702.29	2,500.02	28.09%	5,000.00
5820 - Consumer & Trade Shows	4,358.88	3,000.00	145.3%	12,000.00
5840 - State Fair Exhibit	3,421.12	2,500.02	136.84%	5,000.00
5870 - Shipping - Travel Shows	490.45	1,500.00	32.7%	3,000.00
5885 - Travel - Group FAMs	0.00	4,000.02	0.0%	8,000.00
5880 - Travel - Leisure/Group Sales	3,145.16	4,999.98	62.9%	10,000.00
5890 - Misc. Sales Opportunities	131.21	1,000.02	13.12%	2,000.00
Total Leisure/ Group Sales	12,249.11	19,500.06	62.82%	45,000.00
Total MEDIA & WEBSITE	318,796.26	385,841.56	82.62%	800,050.00
VISITOR SERVICES/PARTNERSHIPS				
Visitor Svcs/Fulfillment				
6220 - Event & Festival Guides	8,669.14	7,120.00	121.76%	16,000.00
6040 - In-County Guides	0.00	7,500.00	0.0%	15,000.00
6210 - Event Partnership Funding	81.93	12,499.98	0.66%	25,000.00
6530 - Incentives & Sponsorships	17,200.00	17,500.00	98.29%	25,000.00
6170 - Signage - Gateway, Kiosks	0.00	4,000.02	0.0%	8,000.00
6190 - Visitor Center/ Info Support	2,645.00	3,000.00	88.17%	6,000.00
Retail Store				
6412B - Store Supplies/Expenses	143.38			
6412D - Consignee payments	692.80			
Retail Store - Other	0.00	4,999.98	0.0%	10,000.00
Total Retail Store	836.18	4,999.98	16.72%	10,000.00
Total Visitor Svcs/Fulfillment	29,432.25	56,619.98	51.98%	105,000.00
Partnerships				
6550 - Conferences & Seminars	2,123.00	2,840.00	74.75%	5,000.00
6620 - In-County Relations	758.54	499.98	151.71%	1,000.00
6520 - Memberships	4,754.38	5,260.00	90.39%	7,000.00
6510 - North Coast Tourism Council	0.00	5,000.00	0.0%	10,000.00
Total Partnerships	7,635.92	13,599.98	56.15%	23,000.00
Total VISITOR SERVICES/PARTNERSHIPS	37,068.17	70,219.96	52.79%	128,000.00
ADMIN EXPENSES				
Occupancy Costs				
7250 - Rent	11,000.00	10,800.00	101.85%	21,600.00
7120 - Insurance	1,070.00	3,000.00	35.67%	3,000.00
7260 - Repairs & Maintenance	305.78	2,000.00	15.29%	5,000.00
7270 - Taxes	72.25	72.25	100.0%	72.25
7310 - Telecommunication	5,395.62	2,802.00	192.56%	3,750.00
7350 - Utilities	3,725.80	2,670.00	139.54%	5,500.00
Total Occupancy Costs	21,569.45	21,344.25	101.06%	38,922.25

	Jul - Dec 16	YTD Budget	% of Budget	Annual Budget
General Admin				
9720 · Amortization Expense	6,999.98	6,999.98	100.0%	14,000.00
7010 · Accounting	12,164.50	9,900.00	122.87%	15,000.00
7060 · Bank Fees	235.56	310.00	75.99%	370.00
5250 · Board Development	0.00	0.00	0.0%	3,500.00
7090 · Copying & Printing	1,863.46	640.00	291.17%	1,200.00
7030 · Legal Fees	390.00	1,451.00	26.88%	3,953.00
7140 · Licenses & Permits	20.00	25.00	80.0%	47.00
7150 · Meeting Expenses	679.84	260.00	261.48%	500.00
7200 · Office Expense	8,102.76	9,101.00	89.03%	20,107.75
7210 · Postage & Shipping	18,240.79	13,450.00	135.62%	18,142.00
7280 · Travel Expenses	4,208.72	6,720.00	62.63%	13,450.00
Total General Admin	52,905.61	48,856.98	108.29%	90,269.75
Total ADMIN EXPENSES	74,475.06	70,201.23	106.09%	129,192.00
Personnel				
8510 · Salaries & Wages	113,257.13	150,000.00	75.51%	300,000.00
8520 · Paid Time Off	6,220.11			
8530 · Payroll Taxes	11,705.23	11,557.00	101.28%	29,299.00
8540 · Payroll Processing Fees	80.50	68.50	117.52%	701.00
8550 · Workers Comp	2,467.00	2,467.00	100.0%	2,975.00
8570 · Health Insurance	10,695.56	10,278.00	104.06%	20,880.00
8580 · Other Employee Benefits	0.00	1,650.00	0.0%	3,300.00
8590 · Contract Work	4,266.00	3,095.00	137.84%	5,400.00
7415 · Executive Director Search	19,448.20	19,448.20	100.0%	23,334.00
Total Personnel	168,139.73	198,563.70	84.68%	385,889.00
Total Expense	598,479.22	724,826.45	82.57%	1,443,131.00
Net Ordinary Income	78,159.16	-562.43	-13,896.69%	130,344.00
Other Income/Expense				
Other Expense				
9870 · Reserve/Contingency Account	0.00			130,344.00
Total Other Expense	0.00	0.00	0.0%	130,344.00
Net Other Income	0.00	0.00	0.0%	-130,344.00
Net Income	78,159.16	-562.43	-13,896.69%	0.00

Mendocino County Tourism Commission, Inc.
Profit & Loss Budget Performance
 December 2016

01/23/2017

Accrual Basis

	Jul - Dec 16	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense				
Income				
4030 · County BID	400,000.02	400,000.02	100.0%	800,000.00
4031 · County BID adjustments	71,994.68	30,348.00	237.23%	60,698.00
4035 · County 50% Match	199,999.98	199,999.98	100.0%	400,000.00
4050 · NCTC Administration	0.00	4,500.00	0.0%	4,500.00
4251 · Cooperative Advertising	0.00	6,000.00	0.0%	12,000.00
4990 · Previous Year Carryover	0.00	77,466.00	0.0%	154,933.00
4999 · Reserve/Contingency	0.00			130,344.00
Other Income	4,643.70	5,950.02	78.05%	11,000.00
Total Income	676,638.38	724,264.02	93.42%	1,573,475.00
Gross Profit	676,638.38	724,264.02	93.42%	1,573,475.00
Expense				
MEDIA & WEBSITE	318,796.26	385,841.56	82.62%	800,050.00
VISITOR SERVICES/PARTNERSHIPS	37,068.17	70,219.96	52.79%	128,000.00
ADMIN EXPENSES	74,475.06	70,201.23	106.09%	129,192.00
Personnel	168,139.73	198,563.70	84.68%	385,889.00
Total Expense	598,479.22	724,826.45	82.57%	1,443,131.00
Net Ordinary Income	78,159.16	-562.43	-13,896.69%	130,344.00
Other Income/Expense				
Other Expense				
9870 · Reserve/Contingency Account	0.00			130,344.00
Total Other Expense	0.00	0.00	0.0%	130,344.00
Net Other Income	0.00	0.00	0.0%	-130,344.00
Net Income	78,159.16	-562.43	-13,896.69%	0.00