

MISSION: Providing hope and improving the lives of those with physical, mental, and emotional challenges through Equine Assisted Activities and Therapies

LOCATION: Inspiration Ranch

33029 Wright Rd 4:00pm

Magnolia, TX 77355

267-930-4000 / 946 289 628

Inspiration Ranch Board Meeting Agenda

Thursday, May 23, 2019

4:00 Call to Order / Welcome (Gary 5 Minutes)

- a. Welcome to Eli Prica

4:05 Prayer

4:10 Annual Audit (40 Minutes)

- a. Briggs and Veselka Co (Virginia 30 Minutes)
- b. Q&A (10 Minutes)
- c. *vote needed to pass*

4:50 Capital Campaign Report (45 Minutes)

- a. Sterling (Sarah and Rhonda 30 Minutes)
- b. Q&A (15 Minutes)
- c. *vote needed to launch campaign*

5:35 Vote on Minutes for April Minutes (Gary 5 Minutes)

- a. *vote and signature required*

5:40 Reports / Questions (15 Minutes)

- a. April Financials (Nel 5 Minutes)
- b. Process moving forward (Nel 10 Minutes)

5:55 Updates (5 Minutes)

- a. Operations Report: Capital Campaign Update, New Hires
- b. Current State (Glen Loch and Wright Road)

6:00 Prayer/Open Floor/Adjournment

6:00 Happy Hour on the Porch and Update Tour

New/Old Business

- a. Thank you notes - *please take, add your personal notes and mail*
- b. Head shots – Eric, Justus, Patrick, Edgar, Jeff, Jenny, Brooke

Calendar

Let's Unwind (Cellar 24)	June 12, 6-8
Celebrating Glen Loch	June 14, 4-5
June Board Meeting	June 27, 4-6
Let's Unwind (Total Wines)	July 10, 6-8
July Board Meeting	July 25, 4-6
Let's Unwind (Genuwine)	August 21, 6-8
August Board Meeting	August 22, 4-6

VISION: To provide a Christ centered oasis for children and adults with special challenges seeking excellence in Equine Assisted Activities & Therapies while we inspire similar ministries to grow the arena of hope

April 25, 2019
4:00pm-6:00pm

Meeting Place: Waste Connections

Attendance: BOARD MEMBERS – Gary Packer, Patrick Flaherty, Jimmie Dotson, Mike Maher, Michelle Little, Eric Allum, Nel Somarriba, Justus Corley, Jeffrey Shilt, Denny McGuire STAFF – MG Tindall, Michelle Bellaire, Kathy Tabor, Sheila Greaver ABSENT – Chris Osborne, Connie Goers, Brooke Westall

Call to Order

Denny McGuire opened in prayer at 4:05pm

I. Approval of March Board Minutes

- A. Motion for approval – Justus, second Mike – all approved

II. Reports

A. External Committee

1. Financials

- a. Discussion on financials and reporting process. Nel, Justus, and Michelle are our Finance and Audit Committee and will discuss process and have a recommendation for next months meeting
- h. Reports going forward will be detailed at the quarters and summarized for the months in between
- k. Michelle motion – Nel second – financials approved by all

2. Development

- a. Breakfast with Champions – May 1 – Nancy Lopez guest speaker
- b. Tours at White Bridge including the Lindahl's and Kevin Brady
- c. Derby party is cancelled – replace with smaller events
- d. Thank you party for Waste Connections May 30, in Magnolia
- e. Waste Connections to commit to a 3-year donation of \$100,000 each year

B. Governance

1. Nominating

- a. Eli Prika toured White Bridge
- b. MG and Gary will meet with him to discuss board expectations

C. Internal Committee

1. Bylaws and Legal Documents

- a. Connie has updated the by-laws, policies, best practices by IRS standards
- b. Attorney reviewed policies and by-laws for clarification
- c. Documents will be sent out soon to board members for approval

III. Updates

A. Operations Report

1. New Hires

- a. Ashley Hamlin started Tuesday – grants and communications
- b. Jenn Vincent started Tuesday also – volunteer coordinator

2. Capital Campaign status

- a. Sterling recommended three new foundations to reach out to
- b. Meeting with Brown Foundation in May
- c. Income analysis sheet reviewed – feel confident about campaign, present at next meeting
- d. Strong donors in our current database based

B. Current state of Wright Rd. and Glen Loch

1. Wright Rd.

- a. 40 piers were poured
- b. Steel being moved over the weekend – starting re-build of arena Monday
- c. May move everyone to Wright Rd. end of May – best case
- d. Pool house 95% completed
- e. Main house construction will begin when pool house is complete

2. Glen Loch

- a. Steel will be moved on Friday to Wright Rd.
- b. Ongoing construction on property in front of ranch – eyesore, noisy, mess
- c. New horse in program – Titan – named after Coulson Tough mascot
- d. HIPPO therapy program will begin once Lisa has certified
- e. Anna and Jaye possible interest for part-time instructor help

IV. New/Old Business

A. Open House

- 1. Approximately 265 people visited – tours – “stake holder” messages left around arena

B. June Board Meeting possibly out at Wright Rd.

- 1. Have instructors present to discuss what future looks like for TR program at new location

C. Areas Special Olympics – Saturday, April 27th – 12 riders and 8 horses

D. United Way year-end report submitted

E. Dr. Shilt spoke about CP referrals and grant potentials

F. Sheila distributed Gala sponsorship packets – “Season to Celebrate”

G. MG shared story about meaning of the ranch and what we do – impact on a vendor we use

Closing prayer – Jimmie Dotson

Minutes respectively written and distributed by Michelle Bellaire, Equine Specialist, email michelle@inspirationranch.org

Board Approval By Secretary or Chair: _____

April 25, 2019
4:00pm-6:00pm

Meeting Place: Waste Connections

Attendance: BOARD MEMBERS – Gary Packer, Patrick Flaherty, Jimmie Dotson, Mike Maher, Michelle Little, Eric Allum, Nel Somarriba, Justus Corley, Jeffrey Shilt, Denny McGuire STAFF – MG Tindall, Michelle Bellaire, Kathy Tabor, Sheila Greaver ABSENT – Chris Osborne, Connie Goers, Brooke Westall

4:00pm Call to Order

4:05pm Prayer – Denny McGuire

4:07pm Approval of March Board Minutes

A. Correction of date and spelling of “Paker”

B. Motion for approval – Justus, second Mike – all approved

4:10pm Reports

A. External Committee

1. Financials

- a. Reports are still consolidated showing GOF and Capital Campaign in one report
- b. Discussion on need for two separate budgets
- c. Income \$23,000 less than budgeted – waiting on Anadarko sponsorship
- d. Expenses are lower – salaries and property maintenance allocated to Capital Campaign budget
- e. Capital Campaign cash position is on track, but some expenses have not been paid out – second draw, consultant fees, etc.
- f. Income Statement to show Other Income/Other Expenses – these are Capital Campaign accounts
- g. Assets and Liabilities on Balance Sheet for all accounts – cash will be kept separate between the GOF and Capital Campaign accounts
- h. Separate bank accounts but one P&L showing all accounts and totals
- i. Reserve account was down due to checks ordered and then written out of wrong account – funds have been deposited back into the account
- j. Reports going forward will be detailed at the quarters and summarized for the months in between
- k. Michelle, Justus and Nel will come with recommendations – discuss if needed
- l. Gary and MG to discuss plan on how to handle contingency clause with construction
- m. Michelle motion – Nel second – financials approved by all

2. Development

- a. Breakfast with Champions – May 1 – Nancy Lopez guest speaker – need 50 attendees to hold the event – board encouraged to bring guests

- b. Tours at White Bridge including the Lindahl's and Kevin Brady – Kevin Brady asked how he could help? – What does that look like? – Mike suggested government grants for mental health program
- c. Derby party is cancelled – replace with smaller- intimate events to be held at Wright Rd. - board encouraged to get those on the calendar – 8 to 12 guests – hors d'oeuvres, wine, Dr. Schilt would like video to show guests what Inspiration Ranch does for its clients and families
- d. Thank you party for Waste Connections donation of \$100,000 from golf tournament -to be held at Wright Rd.
- e. Waste Connections to commit to a 3-year donation of \$100,000 each year –discussion to leave funds in GOF but use donation as a “challenge match” for Capital Campaign marketing

B. Governance

1. Nominating

- a. Eli Prika toured White Bridge – sent questions regarding commitment requirements
- b. MG and Gary will meet with him to discuss board expectations
- c. Resume in packet

C. Internal Committee

1. Bylaws and Legal Documents

- a. Connie has updated the by-laws, policies, best practices by IRS standards – helped tremendously with the audit
- b. Amanda reviewed policies and by-laws for clarification
- c. Documents will be sent out soon to board members for approval then filed for legal purposes

5:00pm Updates

A. Operations Report

1. New Hires

- a. Ashley started Tuesday – grants and communications, worked for Lone Star Medical, has non-profit experience and knows a lot of people in The Woodlands
- b. Jenn started Tuesday also – volunteer coordinator – will work with Layne through May - worked for Chris Osborne in an administrative role, very personable

2. Capital Campaign status

- a. Sterling recommended three new foundations for us to reach out to
- b. Meeting with Brown Foundation in May
- c. Income analysis sheet reviewed – feel confident about campaign, present at next board meeting
- d. Strong donors in our current database based on wealth ratings
- e. FAQ's sheet has been set up for Foundation Screening – Please complete ASAP
- f. Money well spent on using Sterling for Capital Campaign advising

B. Current state of Wright Rd. and Glen Loch

1. Wright Rd.

- a. 40 piers were poured
- b. Steel being moved over the weekend – starting re-build of arena Monday – three-week process just to erect the structure
- c. May move everyone to Wright Rd. end of May – best case scenario – may have to wait until summer lessons
- d. Pool house 95% completed
- e. Main house construction will begin when pool house is complete
- f. Second arena will be built after completion of first arena and new road into property from Noack Rd.
- g. Could possibly have lessons in front paddock or cleared area by cottage before Arena is completed

2. Glen Loch

- a. Steel will be moved on Friday to Wright Rd.
- b. Ongoing construction on property in front of ranch – eyesore, noisy, mess
- c. New horse in program – Titan – named after Coulson Tough mascot – name promised after donation of \$30,000 from the race
- d. Lisa working on her certification – also speech therapist will begin HIPPO therapy program we move to Wright Rd.
- e. Anna and Jaye possible interest for part-time instructor help – may need to hire a part-time instructor with growth at Wright Rd. property

5:15pm New/Old Business

A. Open House

1. Approximately 265 people visited

- a. Tours – “stake holder” messages left around arena – old clients and volunteers, new families and visitors from the area

B. June Board Meeting possibly out at Wright Rd.

1. Have instructors present

- a. Discuss what future looks like for TR program at new location, including horses, staff and volunteers

C. Areas Special Olympics – Saturday, April 27th – 12 riders and 8 horses

D. United Way year-end report submitted

E. Dr. Schilt

1. CP Referrals and Grant Potentials

- a. Collaboration with Texas Children’s to obtain measurable outcomes with pre/post testing
- b. Grant opportunities available – ideal grant to pay for outside PT to come out to the ranch 3 years and collect data to establish outcome measures

F. Sheila distributed Gala sponsorship packets – “A Season to Celebrate”

G. MG shared story about meaning of the ranch and what we do – impact on a vendor we used

5:30pm To do

A. Breakfast with Champions – buy tickets/ show up with guests

B. Volunteer opportunities for Sunday afternoon at Insuperity Tournament

C. Volunteer Appreciation Dinner – May 22, 5:30 at the new location

D. Think about inviting guests to small intimate gatherings at Wright Rd. location

1. MG will send out calendar for sign up
2. 8-12 people

5:45pm Closing prayer – Jimmie Dotson

Minutes respectively written and distributed by Michelle Bellaire, Equine Specialist, email michelle@inspirationranch.org

Board Approval By Secretary or Chair: _____

May 12, 2019

Email vote

On May 8, 2019 – Gary Packer sent an email to the Board of Directors to request a vote to add Eli Prica to our board:

The board unanimously voted to affirm Eli to the board

Minutes respectively written and distributed by MG Tindall, President/CEO, email mg@inspirationranch.org

Board Approval By Secretary or Chair: _____

May 12, 2019

Email vote

On May 8, 2019 – Gary Packer sent an email to the Board of Directors of the following:

In our April 25th Board Meeting, Mike Maher reviewed the qualifications for a potential board candidate named Eli Prica. As we discussed, MG and I have now met with Eli and discussed expectation for Board service with Inspiration Ranch, shared our Vision for the future and addressed several questions he had for us. We had a great meeting and he has enthusiastically reaffirmed his desire to join us. I would like to advance this for a Board Vote at this time so that he can join us at the upcoming Board Meeting on May 23rd which he would like to attend. You will find his Bio attached and I certainly support Mike's recommendation for Eli and I second this proposal. He is a passionate individual, committed to Christ and can contribute in many areas on our Board. He is local to The Woodlands and has broad connections which could also prove beneficial in the Capital Campaign before us. Please respond with your vote on this recommendation and feel free to call me at 303-319-2301 or contact Mike Maher at 713-961-9265 if you would like to discuss or learn anything more about Eli in advance of casting your vote. Thank you.

Have a blessed day,

Gary

The following Board members voted to affirm the addition of Eli Prica

Denny McGuire 5/8, 7:31pm
Justus Corley 5/8, 7:32pm
Eric Allum 5/8, 7:34pm
Jeffrey Shilt 5/8, 7:34pm
Brooke Westall 5/8, 7:35pm
Michelle Little 5/8, 7:52pm
Mike Maher 5/8, 7:59pm
Jenny Taylor 5/8, 8:07pm
Connie Goers 5/8, 8:38pm
Jimmie Dotson 5/8, 8:53pm
Nel Somarriba 5/9, 5:23am
Patrick Flaherty 5/11, 12:19pm
Christ Osborne 5/13, 8:20am

Minutes respectively written and distributed by MG Tindall, President/CEO, email mg@inspirationranch.org

Board Approval By Secretary or Chair: _____

INSPIRATION RANCH OPERATING ACCOUNT

Apr-19

P&L Budget vs Actual- Month Accrual ----->

P&L Budget vs Actual -YTD Accrual ----->

P&L Prev Year Comp - Accrual ----->

INSPIRATION RANCH	P&L Budget vs Actual- Month Accrual ----->				P&L Budget vs Actual -YTD Accrual ----->				P&L Prev Year Comp - Accrual ----->				2019 Budget
	April Actual	April Budget	\$ Variance	% Variance	YTD ACTUAL	YTD Budget	\$ Variance	% Variance	2019	2018	\$ Variance	% Variance	
Donations	6,317	11,388	(5,071)		45,970	67,052	(21,082)		45,970	47,112	(1,142)		272,006
Special Events Income	5,246	10,000	(4,754)		12,400	24,000	(11,600)		12,400	18,244	(5,845)		674,000
Foundations	5,325	10,530	(5,205)		58,002	65,480	(7,478)		58,002	66,020	(8,018)		225,720
Program Fees	5,495	6,900	(1,405)		19,945	20,800	(855)		19,945	24,040	(4,095)		74,700
Other Income	568	0	568		1,239	0	1,239		1,239	27	1,212		0
Total Income	22,951	38,818	(15,867)	-41%	137,555	177,332	(39,777)	-22%	137,555	155,443	(17,888)	-12%	1,246,426
Special Events	1,172	150	(1,022)		2,426	4,350	1,924		2,426	3,629	1,203		110,575
Salary/Benefits	53,310	64,356	11,046		206,287	231,435	25,148		206,287	239,907	33,620		786,084
Office Expense	8,705	6,942	(1,763)		27,739	26,244	(1,495)		27,739	27,701	(37)		106,591
Travel, Meals & Ent	1,545	400	(1,145)		4,767	3,365	(1,402)		4,767	2,243	(2,524)		15,829
Horse Expense	6,095	6,710	615		23,135	25,059	1,924		23,135	25,656	2,522		85,475
Learning supplies	493	900	407		3,172	2,804	(368)		3,172	612	(2,561)		11,174
Prop & Facility Maint	2,119	3,810	1,691		18,489	28,211	9,722		18,489	11,686	(6,803)		85,965
Total Expense	73,440	83,268	9,828	12%	286,015	321,468	35,453	11%	286,015	311,434	25,420	8%	1,201,693
Ordinary Income	(50,489)	(44,450)	(6,039)	-14%	(148,459)	(144,136)	(4,323)	-3%	(148,459)	(155,991)	7,532	5%	44,733
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income	(50,489)	(44,450)	(6,039)	-14%	(148,459)	(144,136)	(4,323)	-3%	(148,459)	(155,991)	7,532	5%	44,733

Observations - Inspiration Ranch

The 15k income that Ranch is off is due to timing, and it is not a concern. It will be booked on May 17).

Salary expense is down due to one additional hore and staff raises have not been issued.

INSPIRATION RANCH CAPITAL ACCOUNT

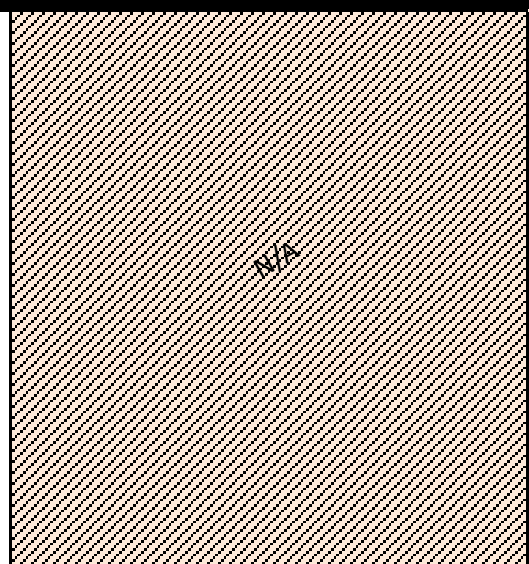
Apr-19

P&L Budget vs Actual- Month Accrual ----->

P&L Budget vs Actual -YTD Accrual ----->

P&L Prev Year Comp - Accrual ----->

CAPITAL CAMPAING	April Actual	April Budget	\$ Variance	% Variance	YTD ACTUAL	YTD Budget	\$ Variance	% Variance	2019 Budget
Donations	0	100,000	(100,000)		150,050	750,000	(599,950)		765,000
Special Events Income	0	0	0		0	0	0		25,000
Foundations	0	0	0		505,000	0	505,000		25,000
Lease on 3BR	0	0	0		0	0	0		12,800
Lease on Pasture	0	2,000	(2,000)		0	4,000	(4,000)		20,000
Other Income	0	0	0		0	0	0		0
Total Income	0	102,000	(102,000)	-100%	655,050	754,000	(98,950)	-13.1%	847,800
Special Events	0	2,000	2,000		0	2,000	2,000		6,500
Salary/Benefits	14,557	14,560	3		55,482	56,654	1,172		134,254
Office Expense	3,404	1,900	(1,504)		11,035	20,820	9,785		34,520
Professional Fees	2,000	19,500	17,500		39,439	70,500	31,061		98,500
Infrastructure	0	12,000	12,000		0	12,000	12,000		
Travel, Meals & Ent	172	100	(72)		242	350	108		1,050
Cost Associated w/Purchase	60,727	81,771	21,044		88,924	130,726	41,802		322,338
Other	0	0	0		0	0	0		
Total Expense	80,860	131,831	50,971	39%	195,123	293,050	97,927	33%	597,162
Net Income	(80,860)	(29,831)	(51,029)	-171%	459,927	460,950	(1,023)	0%	250,638



CONSOLIDATED Net Income	(131,348)	(74,281)	(57,067)	-77%	311,468	316,814	(5,346)	-2%
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Observations - Capital Campaign

Income is down due to timing - 100K from Arena Energy

Cost associated with professional fees are up this month due to timing but down YTD due to some discounts given

Cost associated with cost of purchase are down due to timing

**The Finance Committee has agreed to having a separate P&L review for the Ranch and Capital Campaign, as stated above. Financials and books will be kept as one.*

Panther Creek Inspiration Ranch
Balance Sheet
As of April 30, 2019

	Apr 30, 19
ASSETS	
Current Assets	
Checking/Savings	
1010 · Woodforest Bank Checking	106,398.93
1011 · Woodforest Bank - 8275	144,124.48
1014 · Reserve Account	459,632.46
1015 · Petty Cash	90.36
Total Checking/Savings	710,246.23
Accounts Receivable	
1100 · Accounts Receivable	1,920.00
1110 · Pledges Receivable	40,475.00
Total Accounts Receivable	42,395.00
Other Current Assets	
1400 · Undeposited Funds	-55.00
1410 · Deposit in Transit	125.00
1425 · Employee Advance	550.00
1440 · Fidelity - 2647	
1445 · Fidelity Money Market	26.66
Total 1440 · Fidelity - 2647	26.66
Total Other Current Assets	646.66
Total Current Assets	753,287.89
Fixed Assets	
1500 · Land	
1502 · Earnest Money	26,500.00
1504 · Land - New Property	607,895.82
Total 1500 · Land	634,395.82
1515 · Furniture, Fixtures & Equipment	
1516 · Original Cost	42,607.32
1520 · Depreciaton	-31,411.57
Total 1515 · Furniture, Fixtures & Equipm...	11,195.75
1525 · Buildings	
1526 · Original Cost - Arena	291,596.50
Total 1525 · Buildings	291,596.50

Panther Creek Inspiration Ranch
Balance Sheet
As of April 30, 2019

	Apr 30, 19
1550 · Vehicles	
1551 · Original Cost	26,986.00
1555 · Depreciation	-18,930.00
Total 1550 · Vehicles	8,056.00
1570 · Equip-Stock, Tractors, Trailers	
1571 · Original Cost	139,087.84
1575 · Depreciation	-60,740.77
Total 1570 · Equip-Stock, Tractors, Trailers	78,347.07
1580 · Horse Purchases	
1581 · Original Cost	12,800.00
1585 · Depreciation	-6,379.00
Total 1580 · Horse Purchases	6,421.00
1590 · Capital Purchase-Property	
1591 · Improvements	87,606.68
Total 1590 · Capital Purchase-Property	87,606.68
Total Fixed Assets	1,117,618.82
Other Assets	
1702 · Donations - In Kind	790.00
Total Other Assets	790.00
TOTAL ASSETS	1,871,696.71
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	6,829.98
Total Accounts Payable	6,829.98
Credit Cards	
2010 · Credit Card	3,887.38
Total Credit Cards	3,887.38

12:04 PM

05/11/19

Accrual Basis

Panther Creek Inspiration Ranch
Balance Sheet
As of April 30, 2019

	<u>Apr 30, 19</u>
Other Current Liabilities	
2100 · Payroll Liabilities	
2110 · Health Insurance Liability	846.96
2120 · 403(b) Employee Contribution	6,652.74
2130 · United Way Employee Donati...	477.50
2135 · HSA EE Individual	100.00
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Total 2100 · Payroll Liabilities	8,077.20
2220 · Unearned/Deferrred Rev-other	40,475.00
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Total Other Current Liabilities	48,552.20
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Total Current Liabilities	59,269.56
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Total Liabilities	59,269.56
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Equity	
3999 · Retained Earnings	1,500,959.18
Net Income	311,467.97
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Total Equity	1,812,427.15
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TOTAL LIABILITIES & EQUITY	<u><u>1,871,696.71</u></u>

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - Accrual
April 2019

	Apr 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4100 · Donations				
4112 · Donations-Individual (non event)	3,019.44	3,000.00	19.44	100.6%
4116 · Pledges	2,125.00	2,450.00	-325.00	86.7%
4122 · Corporate Contributions	0.00	2,000.00	-2,000.00	0.0%
4124 · Recurring Gifts	585.00	320.00	265.00	182.8%
4142 · Sponsorships				
4118 · Horse Sponsorship	20.00	2,418.00	-2,398.00	0.8%
4144 · Client Sponsorship	568.00	1,200.00	-632.00	47.3%
Total 4142 · Sponsorships	588.00	3,618.00	-3,030.00	16.3%
Total 4100 · Donations	6,317.44	11,388.00	-5,070.56	55.5%
4200 · Special Events Income				
4230 · Store (Merchandise)	1,271.86			
4240 · 3rd Party Events	1,974.00	0.00	1,974.00	100.0%
4260 · Christmas In The Woods	2,000.00	0.00	2,000.00	100.0%
4270 · Breakfast with Champions	0.00	10,000.00	-10,000.00	0.0%
Total 4200 · Special Events Income	5,245.86	10,000.00	-4,754.14	52.5%
4300 · Foundation/Trust Grants	5,325.00	10,530.00	-5,205.00	50.6%
4400 · Program Fees	5,495.00	6,900.00	-1,405.00	79.6%
4500 · Other Income				
4505 · Interest Income	568.09			
Total 4500 · Other Income	568.09			
Total Income	22,951.39	38,818.00	-15,866.61	59.1%
Gross Profit	22,951.39	38,818.00	-15,866.61	59.1%
Expense				
5200 · Special Events Expense				
5210 · Denim & Diamonds				
5214 · Denim and Diamonds Auction E...	123.16	0.00	123.16	100.0%
5218 · Denim and Diamonds Volunteer...	0.00	50.00	-50.00	0.0%
Total 5210 · Denim & Diamonds	123.16	50.00	73.16	246.3%
5240 · 3rd Party Events	1,000.00	0.00	1,000.00	100.0%
5260 · Breakfast with the Champions	0.00	100.00	-100.00	0.0%
5200 · Special Events Expense - Other	49.00			
Total 5200 · Special Events Expense	1,172.16	150.00	1,022.16	781.4%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - Accrual
April 2019

	Apr 19	Budget	\$ Over Budget	% of Budget
6100 · Employee Salary/Benefit				
6102 · Salaries & Wages				
Administrative	3,570.95	0.00	3,570.95	100.0%
Development	5,110.58	0.00	5,110.58	100.0%
Holiday	2,622.26	0.00	2,622.26	100.0%
Program (HEART)	3,768.62	0.00	3,768.62	100.0%
Program (TR)	30,480.60	0.00	30,480.60	100.0%
Sick/Personal	104.17	0.00	104.17	100.0%
Vacation	746.33	0.00	746.33	100.0%
6102 · Salaries & Wages - Other	0.00	55,241.00	-55,241.00	0.0%
Total 6102 · Salaries & Wages	46,403.51	55,241.00	-8,837.49	84.0%
6106 · Payroll Tax Expense	4,591.08	5,890.00	-1,298.92	77.9%
6108 · Employee Health Insurance	2,315.58	2,625.00	-309.42	88.2%
6112 · 403B Co Match	0.00	600.00	-600.00	0.0%
Total 6100 · Employee Salary/Benefit	53,310.17	64,356.00	-11,045.83	82.8%
6200 · Office Expense				
6205 · Bank & Credit Card Fees	194.45	175.00	19.45	111.1%
6210 · Computer, Software, Equipment	438.89	500.00	-61.11	87.8%
6215 · Contract Labor	120.00	1,200.00	-1,080.00	10.0%
6220 · Development				
6224 · Advertising & Marketing	247.77	500.00	-252.23	49.6%
Total 6220 · Development	247.77	500.00	-252.23	49.6%
6225 · Dues & Subscriptions	0.00	250.00	-250.00	0.0%
6230 · Gifts Given	27.18	100.00	-72.82	27.2%
6235 · Janitorial Services & Supplies	108.42	500.00	-391.58	21.7%
6240 · Office Supplies	1,002.95	500.00	502.95	200.6%
6245 · Postage & Mailing	1.05	0.00	1.05	100.0%
6250 · Professional Fees				
6251 · Accounting Fees	831.00	1,500.00	-669.00	55.4%
6250 · Professional Fees - Other	2,470.00			
Total 6250 · Professional Fees	3,301.00	1,500.00	1,801.00	220.1%
6255 · Staff Development	977.67	850.00	127.67	115.0%
6260 · Volunteer Expense	1,409.80	0.00	1,409.80	100.0%
6265 · Workers Comp. Insurance	876.11	867.00	9.11	101.1%
Total 6200 · Office Expense	8,705.29	6,942.00	1,763.29	125.4%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - Accrual
April 2019

	Apr 19	Budget	\$ Over Budget	% of Budget
6300 · Travel, Meals & Entertainment				
6332 · Board Meals	0.00	50.00	-50.00	0.0%
6334 · Marketing meals	79.86	0.00	79.86	100.0%
6336 · Staff Meals	205.11	50.00	155.11	410.2%
6338 · Volunteer Meals	355.42	0.00	355.42	100.0%
6340 · Parking & Tolls	113.23	0.00	113.23	100.0%
6344 · Car Service	166.40			
6346 · Lodging	625.14	300.00	325.14	208.4%
Total 6300 · Travel, Meals & Entertainment	1,545.16	400.00	1,145.16	386.3%
6400 · Horse Expense				
6402 · Farrier	350.00	600.00	-250.00	58.3%
6404 · Feed				
6405 · General Feed	0.00	75.00	-75.00	0.0%
6406 · Senior Feed	343.52	350.00	-6.48	98.1%
6408 · Stanley Pellets	15.49	155.00	-139.51	10.0%
6410 · Hay	1,576.15	2,100.00	-523.85	75.1%
Total 6404 · Feed	1,935.16	2,680.00	-744.84	72.2%
6412 · Delivery Fee	25.00	25.00	0.00	100.0%
6416 · Dental	849.95			
6418 · Veterinarian	462.89	1,085.00	-622.11	42.7%
6419 · Medicine	153.23	120.00	33.23	127.7%
6422 · Horse Supplies	307.52	400.00	-92.48	76.9%
6424 · Supplements	1,751.98	300.00	1,451.98	584.0%
6425 · SmartPak	0.00	1,400.00	-1,400.00	0.0%
6426 · Minerals	149.38	50.00	99.38	298.8%
6428 · Cat	8.98	50.00	-41.02	18.0%
6429 · Bulls	101.10			
Total 6400 · Horse Expense	6,095.19	6,710.00	-614.81	90.8%
6500 · Learning Supplies				
6510 · Family Ministry				
6515 · Baskets of Love	0.00	500.00	-500.00	0.0%
6530 · Trot or Treat	175.01	0.00	175.01	100.0%
Total 6510 · Family Ministry	175.01	500.00	-324.99	35.0%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - Accrual
April 2019

	Apr 19	Budget	\$ Over Budget	% of Budget
6560 · Shows	34.43	150.00	-115.57	23.0%
6565 · Tack Supplies	31.12	0.00	31.12	100.0%
6570 · Program Supplies	79.16	100.00	-20.84	79.2%
6575 · MCYS	173.36	50.00	123.36	346.7%
6585 · Redeemed Ministries	0.00	50.00	-50.00	0.0%
6588 · EAP (Mental Health)	0.00	50.00	-50.00	0.0%
Total 6500 · Learning Supplies	493.08	900.00	-406.92	54.8%
6600 · Property, Facilities & Maintena				
6610 · Vehicles & Large Equipment				
6612 · Fuel	266.87	225.00	41.87	118.6%
6614 · Preventative Maintenance	17.96	100.00	-82.04	18.0%
6616 · Repairs	8.65	750.00	-741.35	1.2%
6618 · Vehicle Registration	0.00	90.00	-90.00	0.0%
Total 6610 · Vehicles & Large Equipment	293.48	1,165.00	-871.52	25.2%
6630 · Repairs & improvement				
6632 · Tools & General Supplies	271.74	450.00	-178.26	60.4%
6634 · Project Materials	-26.77	450.00	-476.77	-5.9%
6636 · Aggregate & Raw Materials	0.00	200.00	-200.00	0.0%
Total 6630 · Repairs & improvement	244.97	1,100.00	-855.03	22.3%
6640 · Utilities				
6642 · Electric	439.04	900.00	-460.96	48.8%
6643 · Internet	446.10	250.00	196.10	178.4%
6644 · Security	209.70	150.00	59.70	139.8%
6645 · Telephone	284.86	180.00	104.86	158.3%
6646 · Water/Sewer	65.97	65.00	0.97	101.5%
Total 6640 · Utilities	1,445.67	1,545.00	-99.33	93.6%
6660 · Rental expense	135.00	0.00	135.00	100.0%
Total 6600 · Property, Facilities & Maintena	2,119.12	3,810.00	-1,690.88	55.6%
Total Expense	73,440.17	83,268.00	-9,827.83	88.2%
Net Ordinary Income	-50,488.78	-44,450.00	-6,038.78	113.6%
Other Income/Expense				
Other Income				
8100 · Capital Campaign Legacy of Love				
8105 · Donations				
8108 · Corporate Contributions	0.00	100,000.00	-100,000.00	0.0%
Total 8105 · Donations	0.00	100,000.00	-100,000.00	0.0%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - Accrual
April 2019

	Apr 19	Budget	\$ Over Budget	% of Budget
8125 · Lease on Pasture	0.00	2,000.00	-2,000.00	0.0%
Total 8100 · Capital Campaign Legacy of Love	0.00	102,000.00	-102,000.00	0.0%
Total Other Income	0.00	102,000.00	-102,000.00	0.0%
Other Expense				
8132 · Capital Campaign - Legacy of Lo				
8135 · Special Events Exp	0.00	2,000.00	-2,000.00	0.0%
8140 · Employee Salaries/Benefits				
8142 · CC - Salaries	14,557.14	14,560.00	-2.86	100.0%
Total 8140 · Employee Salaries/Benefits	14,557.14	14,560.00	-2.86	100.0%
8150 · Office Expense				
8152 · Contract Labor	0.00	800.00	-800.00	0.0%
8154 · Development				
8158 · CC - Advertising and Marketing	1,850.05	1,000.00	850.05	185.0%
Total 8154 · Development	1,850.05	1,000.00	850.05	185.0%
8160 · CC - Supplies	500.48	100.00	400.48	500.5%
8162 · Postage and Mailing	1,053.14	0.00	1,053.14	100.0%
Total 8150 · Office Expense	3,403.67	1,900.00	1,503.67	179.1%
8172 · CC - Consultant Fee	2,000.00	12,000.00	-10,000.00	16.7%
8174 · CC - Engineering Fees	0.00	7,500.00	-7,500.00	0.0%
8177 · CC - Infrastructure	0.00	12,000.00	-12,000.00	0.0%
8180 · Travel Meals & Entertainment				
8182 · CC - Marketing Meals	171.50	100.00	71.50	171.5%
Total 8180 · Travel Meals & Entertainment	171.50	100.00	71.50	171.5%
8190 · Cost Assoc. w/ Purchase				
8192 · Motgage Interest Payment	12,249.88	11,982.00	267.88	102.2%
8194 · CC - Lease	4,000.00	4,000.00	0.00	100.0%
8195 · Improvements	44,477.43	43,289.00	1,188.43	102.7%
8196 · Relocation/Moving Exp	0.00	500.00	-500.00	0.0%
8197 · Furniture/Equipment	0.00	22,000.00	-22,000.00	0.0%
Total 8190 · Cost Assoc. w/ Purchase	60,727.31	81,771.00	-21,043.69	74.3%
Total 8132 · Capital Campaign - Legacy of Lo	80,859.62	131,831.00	-50,971.38	61.3%
Total Other Expense	80,859.62	131,831.00	-50,971.38	61.3%
Net Other Income	-80,859.62	-29,831.00	-51,028.62	271.1%
Net Income	-131,348.40	-74,281.00	-57,067.40	176.8%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - YTD Accrual
 January through April 2019

	Jan - Apr 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4100 · Donations				
4112 · Donations-Individual (non event	5,766.35	7,737.00	-1,970.65	74.5%
4114 · Major Individual Gifts (over \$5	0.00	10,000.00	-10,000.00	0.0%
4116 · Pledges	19,025.00	21,675.00	-2,650.00	87.8%
4122 · Corporate Contributions	3,699.75	8,600.00	-4,900.25	43.0%
4124 · Recurring Gifts	2,555.00	1,730.00	825.00	147.7%
4142 · Sponsorships				
4118 · Horse Sponsorship	11,616.00	14,342.00	-2,726.00	81.0%
4144 · Client Sponsorship	3,308.00	2,968.00	340.00	111.5%
Total 4142 · Sponsorships	14,924.00	17,310.00	-2,386.00	86.2%
Total 4100 · Donations	45,970.10	67,052.00	-21,081.90	68.6%
4200 · Special Events Income				
4230 · Store (Merchandise)	1,318.86			
4240 · 3rd Party Events	5,081.00	0.00	5,081.00	100.0%
4260 · Christmas In The Woods	6,000.00	4,000.00	2,000.00	150.0%
4270 · Breakfast with Champions	0.00	20,000.00	-20,000.00	0.0%
Total 4200 · Special Events Income	12,399.86	24,000.00	-11,600.14	51.7%
4300 · Foundation/Trust Grants	58,001.53	65,480.00	-7,478.47	88.6%
4400 · Program Fees	19,945.00	20,800.00	-855.00	95.9%
4500 · Other Income				
4505 · Interest Income	1,238.89			
Total 4500 · Other Income	1,238.89			
Total Income	137,555.38	177,332.00	-39,776.62	77.6%
Gross Profit	137,555.38	177,332.00	-39,776.62	77.6%
Expense				
5200 · Special Events Expense				
5210 · Denim & Diamonds				
5214 · Denim and Diamonds Auction E...	123.16	0.00	123.16	100.0%
5216 · Denim & Diamonds Postage	0.00	1,600.00	-1,600.00	0.0%
5218 · Denim and Diamonds Volunteer...	0.00	150.00	-150.00	0.0%
Total 5210 · Denim & Diamonds	123.16	1,750.00	-1,626.84	7.0%
5240 · 3rd Party Events	2,253.87	2,500.00	-246.13	90.2%
5260 · Breakfast with the Champions	0.00	100.00	-100.00	0.0%
5200 · Special Events Expense - Other	49.00			
Total 5200 · Special Events Expense	2,426.03	4,350.00	-1,923.97	55.8%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - YTD Accrual
 January through April 2019

	Jan - Apr 19	Budget	\$ Over Budget	% of Budget
6100 · Employee Salary/Benefit				
6102 · Salaries & Wages				
Administrative	16,328.15	3,475.00	12,853.15	469.9%
Development	15,640.38	3,810.00	11,830.38	410.5%
Holiday	8,856.08	6,234.00	2,622.08	142.1%
Program (HEART)	15,479.97	3,339.00	12,140.97	463.6%
Program (TR)	111,537.26	23,537.00	88,000.26	473.9%
Sick/Personal	2,357.38	971.00	1,386.38	242.8%
Vacation	6,983.51	1,823.00	5,160.51	383.1%
6102 · Salaries & Wages - Other	0.00	153,506.00	-153,506.00	0.0%
Total 6102 · Salaries & Wages	177,182.73	196,695.00	-19,512.27	90.1%
6106 · Payroll Tax Expense	17,515.39	20,652.00	-3,136.61	84.8%
6108 · Employee Health Insurance	8,070.52	8,869.00	-798.48	91.0%
6112 · 403B Co Match	3,518.66	5,219.00	-1,700.34	67.4%
Total 6100 · Employee Salary/Benefit	206,287.30	231,435.00	-25,147.70	89.1%
6200 · Office Expense				
6205 · Bank & Credit Card Fees	830.41	651.00	179.41	127.6%
6210 · Computer, Software, Equipment	1,739.40	1,671.00	68.40	104.1%
6215 · Contract Labor	120.00	2,513.00	-2,393.00	4.8%
6220 · Development				
6222 · Website & Donor Database	866.03	866.00	0.03	100.0%
6224 · Advertising & Marketing	1,740.87	1,820.00	-79.13	95.7%
Total 6220 · Development	2,606.90	2,686.00	-79.10	97.1%
6225 · Dues & Subscriptions	3,234.95	2,440.00	794.95	132.6%
6230 · Gifts Given	420.50	361.00	59.50	116.5%
6235 · Janitorial Services & Supplies	2,236.57	1,094.00	1,142.57	204.4%
6240 · Office Supplies	1,837.33	1,999.00	-161.67	91.9%
6245 · Postage & Mailing	1.05	0.00	1.05	100.0%
6250 · Professional Fees				
6251 · Accounting Fees	3,427.00	4,031.00	-604.00	85.0%
6250 · Professional Fees - Other	2,470.00			
Total 6250 · Professional Fees	5,897.00	4,031.00	1,866.00	146.3%
6255 · Staff Development	4,747.67	4,944.00	-196.33	96.0%
6260 · Volunteer Expense	1,477.76	420.00	1,057.76	351.8%
6265 · Workers Comp. Insurance	2,589.08	3,434.00	-844.92	75.4%
Total 6200 · Office Expense	27,738.62	26,244.00	1,494.62	105.7%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - YTD Accrual
 January through April 2019

	Jan - Apr 19	Budget	\$ Over Budget	% of Budget
6300 · Travel, Meals & Entertainment				
6332 · Board Meals	1,115.93	1,216.00	-100.07	91.8%
6334 · Marketing meals	140.01	65.00	75.01	215.4%
6336 · Staff Meals	1,221.10	545.00	676.10	224.1%
6338 · Volunteer Meals	724.92	420.00	304.92	172.6%
6340 · Parking & Tolls	218.23	69.00	149.23	316.3%
6342 · Airfare	555.06	750.00	-194.94	74.0%
6344 · Car Service	166.40			
6346 · Lodging	625.14	300.00	325.14	208.4%
Total 6300 · Travel, Meals & Entertainment	4,766.79	3,365.00	1,401.79	141.7%
6400 · Horse Expense				
6402 · Farrier				
6403 · Farrier Hoof Support	107.11			
6402 · Farrier - Other	925.00	1,975.00	-1,050.00	46.8%
Total 6402 · Farrier	1,032.11	1,975.00	-942.89	52.3%
6404 · Feed				
6405 · General Feed	0.00	200.00	-200.00	0.0%
6406 · Senior Feed	2,383.17	1,750.00	633.17	136.2%
6407 · Bran	581.23	512.00	69.23	113.5%
6408 · Stanley Pellets	406.74	379.00	27.74	107.3%
6410 · Hay	5,356.15	7,056.00	-1,699.85	75.9%
Total 6404 · Feed	8,727.29	9,897.00	-1,169.71	88.2%
6412 · Delivery Fee	275.00	175.00	100.00	157.1%
6416 · Dental	849.95			
6417 · Chiropractor	780.00			
6418 · Veterinarian	462.89	2,670.00	-2,207.11	17.3%
6419 · Medicine	1,014.01	670.00	344.01	151.3%
6420 · Training	20.00			
6422 · Horse Supplies	983.88	1,532.00	-548.12	64.2%
6424 · Supplements	2,699.17	2,249.00	450.17	120.0%
6425 · SmartPak	5,644.65	5,562.00	82.65	101.5%
6426 · Minerals	535.78	179.00	356.78	299.3%
6428 · Cat	8.98	150.00	-141.02	6.0%
6429 · Bulls	101.10			
Total 6400 · Horse Expense	23,134.81	25,059.00	-1,924.19	92.3%
6500 · Learning Supplies				
6510 · Family Ministry				
6515 · Baskets of Love	0.00	500.00	-500.00	0.0%
6530 · Trot or Treat	175.01	0.00	175.01	100.0%
Total 6510 · Family Ministry	175.01	500.00	-324.99	35.0%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - YTD Accrual
 January through April 2019

	Jan - Apr 19	Budget	\$ Over Budget	% of Budget
6560 · Shows	1,522.28	750.00	772.28	203.0%
6565 · Tack Supplies	642.42	754.00	-111.58	85.2%
6570 · Program Supplies	79.16	200.00	-120.84	39.6%
6575 · MCYS	355.41	150.00	205.41	236.9%
6585 · Redeemed Ministries	0.00	150.00	-150.00	0.0%
6588 · EAP (Mental Health)	398.10	300.00	98.10	132.7%
Total 6500 · Learning Supplies	3,172.38	2,804.00	368.38	113.1%
6600 · Property, Facilities & Maintena				
6610 · Vehicles & Large Equipment				
6612 · Fuel	773.79	755.00	18.79	102.5%
6614 · Preventative Maintenance	17.96	300.00	-282.04	6.0%
6616 · Repairs	1,087.84	3,331.00	-2,243.16	32.7%
6618 · Vehicle Registration	654.68	820.00	-165.32	79.8%
Total 6610 · Vehicles & Large Equipment	2,534.27	5,206.00	-2,671.73	48.7%
6620 · Insurance				
6622 · General Liability	6,019.50	7,325.00	-1,305.50	82.2%
6624 · Commercial Auto	2,710.25	2,710.00	0.25	100.0%
Total 6620 · Insurance	8,729.75	10,035.00	-1,305.25	87.0%
6630 · Repairs & improvement				
6632 · Tools & General Supplies	1,875.92	2,239.00	-363.08	83.8%
6634 · Project Materials	115.87	1,371.00	-1,255.13	8.5%
6636 · Aggregate & Raw Materials	0.00	600.00	-600.00	0.0%
Total 6630 · Repairs & improvement	1,991.79	4,210.00	-2,218.21	47.3%
6640 · Utilities				
6642 · Electric	1,480.86	3,065.00	-1,584.14	48.3%
6643 · Internet	615.74	1,556.00	-940.26	39.6%
6644 · Security	419.40	1,260.00	-840.60	33.3%
6645 · Telephone	1,397.19	1,406.00	-8.81	99.4%
6646 · Water/Sewer	297.27	293.00	4.27	101.5%
Total 6640 · Utilities	4,210.46	7,580.00	-3,369.54	55.5%
6650 · Safety				
6652 · Materials & Equipment	286.54	175.00	111.54	163.7%
6654 · Professional Services Safety Re	173.00	0.00	173.00	100.0%
Total 6650 · Safety	459.54	175.00	284.54	262.6%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - YTD Accrual
 January through April 2019

	Jan - Apr 19	Budget	\$ Over Budget	% of Budget
6660 · Rental expense	563.00	1,005.00	-442.00	56.0%
Total 6600 · Property, Facilities & Maintena	18,488.81	28,211.00	-9,722.19	65.5%
Total Expense	286,014.74	321,468.00	-35,453.26	89.0%
Net Ordinary Income	-148,459.36	-144,136.00	-4,323.36	103.0%
Other Income/Expense				
Other Income				
8100 · Capital Campaign Legacy of Love				
8105 · Donations				
8106 · Individual donations	150,050.00	150,000.00	50.00	100.0%
8108 · Corporate Contributions	0.00	600,000.00	-600,000.00	0.0%
Total 8105 · Donations	150,050.00	750,000.00	-599,950.00	20.0%
8115 · Foundations/Grants	505,000.00	0.00	505,000.00	100.0%
8125 · Lease on Pasture	0.00	4,000.00	-4,000.00	0.0%
Total 8100 · Capital Campaign Legacy of Love	655,050.00	754,000.00	-98,950.00	86.9%
Total Other Income	655,050.00	754,000.00	-98,950.00	86.9%
Other Expense				
8132 · Capital Campaign - Legacy of Lo				
8135 · Special Events Exp	0.00	2,000.00	-2,000.00	0.0%
8140 · Employee Salaries/Benefits				
8142 · CC - Salaries	55,482.10	56,654.00	-1,171.90	97.9%
Total 8140 · Employee Salaries/Benefits	55,482.10	56,654.00	-1,171.90	97.9%
8150 · Office Expense				
8152 · Contract Labor	1,083.75	2,100.00	-1,016.25	51.6%
8154 · Development				
8156 · CC - Printed Materials	0.00	1,000.00	-1,000.00	0.0%
8158 · CC - Advertising and Marketing	6,357.07	17,358.00	-11,000.93	36.6%
Total 8154 · Development	6,357.07	18,358.00	-12,000.93	34.6%
8160 · CC - Supplies	2,508.32	362.00	2,146.32	692.9%
8162 · Postage and Mailing	1,086.30	0.00	1,086.30	100.0%
Total 8150 · Office Expense	11,035.44	20,820.00	-9,784.56	53.0%
8170 · CC - Professional Services	18,065.45			
8172 · CC - Consultant Fee	21,333.00	48,000.00	-26,667.00	44.4%
8174 · CC - Engineering Fees	40.11	22,500.00	-22,459.89	0.2%
8177 · CC - Infrastructure	0.00	12,000.00	-12,000.00	0.0%

Panther Creek Inspiration Ranch
Profit & Loss Budget vs. Actual - YTD Accrual
 January through April 2019

	<u>Jan - Apr 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8180 · Travel Meals & Entertainment				
8182 · CC - Marketing Meals	242.36	300.00	-57.64	80.8%
8184 · Parking & Tolls	0.00	50.00	-50.00	0.0%
Total 8180 · Travel Meals & Entertainment	<u>242.36</u>	<u>350.00</u>	<u>-107.64</u>	<u>69.2%</u>
8190 · Cost Assoc. w/ Purchase				
8192 · Motgage Interest Payment	22,205.03	21,937.00	268.03	101.2%
8194 · CC - Lease	16,000.00	16,000.00	0.00	100.0%
8195 · Improvements	50,719.18	48,289.00	2,430.18	105.0%
8196 · Relocation/Moving Exp	0.00	500.00	-500.00	0.0%
8197 · Furniture/Equipment	0.00	44,000.00	-44,000.00	0.0%
Total 8190 · Cost Assoc. w/ Purchase	<u>88,924.21</u>	<u>130,726.00</u>	<u>-41,801.79</u>	<u>68.0%</u>
Total 8132 · Capital Campaign - Legacy of Lo	<u>195,122.67</u>	<u>293,050.00</u>	<u>-97,927.33</u>	<u>66.6%</u>
Total Other Expense	<u>195,122.67</u>	<u>293,050.00</u>	<u>-97,927.33</u>	<u>66.6%</u>
Net Other Income	<u>459,927.33</u>	<u>460,950.00</u>	<u>-1,022.67</u>	<u>99.8%</u>
Net Income	<u>311,467.97</u>	<u>316,814.00</u>	<u>-5,346.03</u>	<u>98.3%</u>