

OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

Humboldt COUNTY

Conducting The Humboldt County Fair

at FERNDALE, California

For the period of January 1, 2023 to December 31, 2023

	Acct. No.	Actual 2021	Budgeted 2022	Estimated 2022	Proposed 2023
TOTAL NET RESOURCES, JANUARY 1:					
Unrestricted net resources				\$573,913	\$993,903
Unrestricted Net Position - Pension/OPEB				0	0
Restricted resources				0	0
Investment in Capital Assets, Net of Related Debt				0	(106,000)
Subtotal (Total Net Resources)		0	0	573,913	887,903
RESOURCES ACQUIRED:					
Operating Revenues (From Page 2)		1,922,027	2,186,000	2,263,227	2,255,750
State (Local/Base) Allocations (to Page 2):	31200	414,600	40,000	99,190	
Training Allocation & Other Fiscal & Admin Assistance (F&E)	31300				
Capital Project Reimbursement Funds (from Sched 8A)	31900			0	0
One-time Revenue Sources (fire camp, sale of property, capital project au	32500				
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000	180,000		20,000	
Other (e.g., Perf Rating used for oper.) (to Page 2)	34000	42,830			
TOTAL RESOURCES ACQUIRED		2,559,457	2,226,000	2,382,417	2,255,750
TOTAL RESOURCES AVAILABLE		2,559,457	2,226,000	2,956,330	3,143,653
RESOURCES APPLIED:					
Operating Expenditures (From Page 2)		1,879,544	2,136,950	1,962,427	2,362,900
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		1,879,544	2,136,950	1,962,427	2,362,900
Depreciation Expense (From Page 10)	90000	106,000	106,000	106,000	106,000
Pension Expense (From Page 10)	96000	0	0	0	0
OPEB Expense (From Page 10)	96100	0	0	0	0
TOTAL RESOURCES APPLIED		1,985,544	2,242,950	2,068,427	2,468,900
TOTAL NET RESOURCES, DECEMBER 31:					
Unrestricted Net Resources Available for Operations		\$573,913	(\$16,950)	\$887,903	\$674,753
Unrestricted Net Position - Pension/OPEB	29400		(16,950)	993,903	886,753
Restricted Net Resources				0	0
Investment in Capital Assets (From Schedule 7)				(106,000)	(212,000)
Subtotal (Should equal Total Net Resource Figure above)		\$573,913	(\$16,950)	\$887,903	\$674,753
Reserve Percentage		30.5%	-0.8%	50.6%	37.5%

ALL FAIRS:
Cindy Thur 3/28/23
 President, Board of Directors Date
[Signature] 3/28/23
 Chief Executive Officer Date

COUNTY APPROVALS (County Fairs Only):
Steve Madron 4/18/2023
 Chairman, Board of Supervisors Date
[Signature] 4/18/2023
 County Clerk Date

Summary of Operations

	Acct. No.	Actual 2021	Budgeted 2022	Estimated 2022	Proposed 2023
OPERATING REVENUES:					
Admissions to Grounds	41000	\$218,661	\$340,000	\$406,671	\$380,000
Commercial Space	41500	29,070	31,000	39,025	37,000
Carnival	42100	130,109	147,000	153,900	144,000
Concessions	42200	142,725	165,500	224,058	208,000
Exhibits	43000	30,076	31,500	52,439	43,000
Horse Show	44000				
Horse Racing (Live)	45000	696,994	760,000	726,231	718,000
Satellite Wagering	45005				
Fair Attractions (Guy Chilli Cookoff)	46000			2,525	
Motorized Racing	46109				
Interim Attractions	46009	8,350			
Miscellaneous Fair	47000	378,968	400,500	408,139	379,000
Miscellaneous Non-Fair Programs	47005				76,750
Interim Revenue	48000	287,074	310,500	250,239	270,000
Prior Year Revenue Adjustments	49000				
Other Operating Revenue	49500				
TOTAL OPERATING REVENUES (to Page 1)		1,922,027	2,186,000	2,263,227	2,255,750
OPERATING EXPENDITURES:					
Administration	50000	284,448	371,700	443,958	578,000
Maintenance & General Operations	52000	488,202	554,200	471,994	529,000
Publicity	54000	23,164	43,500	38,692	42,500
Attendance Operations	56000	109,831	120,000	100,029	128,000
Miscellaneous Fair	57000	174,782	140,550	103,681	154,000
Miscellaneous Non-Fair Programs	57005				38,900
Premiums	58000	26,419	31,000	8,939	33,500
Exhibits	63000	38,479	51,500	52,076	56,000
Horse Show	64000				
Horse Racing (Live)	65000	707,666	758,500	670,858	737,000
Satellite Wagering	65005				
Fair Entertainment	66000	44,650	61,000	72,200	66,000
Motorized Racing	66109				
Interim Entertainment	66009				
Equipment (Funded by Fair)	72300				
Prior Year Expense Adjustments	80000	1,903			
Cash (over/under)	85000				
Other Operating Expense	94000		5,000		
TOTAL OPERATING EXPENDITURES (to Page 1)		1,879,544	2,136,950	1,962,427	2,362,900
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION, PENSION, OPEB		42,483	49,050	300,800	(107,150)
Depreciation Expense	90000	106,000	106,000	106,000	106,000
Pension Expense	96000				
OPEB Expense	96100				
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION, PENSION, OPEB		(63,517)	(56,950)	194,800	(213,150)
LOCAL (BASE) ALLOCATION - (From Page 1)	31200	414,600	40,000	99,190	
OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)		222,830		20,000	
UTILIZATION OF UNRESTRICTED NET RESOURCES (if applicable)					
NET PROFIT/(LOSS) BEFORE DEPRECIATION & PENSION, OPEB		\$679,913	\$89,050	\$419,990	(\$107,150)
NET PROFIT/(LOSS) AFTER DEPRECIATION & PENSION, OPEB		\$573,913	(\$16,950)	\$313,990	(\$213,150)

Detail of Revenues

	Acct. No.	Actual 2021	Budgeted 2022	Estimated 2022	Proposed 2023
ADMISSIONS REVENUE:					
Regular Fair Admissions	41010	188,064	300,000	364,130	340,000
Discounted Fair Admissions	41020	30,597	40,000	42,541	40,000
TOTAL ADMISSIONS REVENUE	41000	218,661	340,000	406,671	380,000
COMMERCIAL SPACE REVENUE:					
Outside Commercial Space	41510	15,815	17,000	26,700	25,000
Inside Commercial Space	41520	13,255	14,000	12,325	12,000
TOTAL COMMERCIAL SPACE REVENUE	41500	29,070	31,000	39,025	37,000
CARNIVAL REVENUE:					
Carnival	42100	92,595	105,000	86,340	81,000
Carnival: Pre-Sale	42110	37,514	42,000	67,560	63,000
TOTAL CARNIVAL REVENUE	42100	130,109	147,000	153,900	144,000
CONCESSIONS REVENUE:					
Food Concessions	42200	95,244	110,000	154,640	143,000
Non-Food Concessions (beer midway)	42300	47,481	55,500	69,418	65,000
TOTAL CONCESSIONS REVENUE	42200	142,725	165,500	224,058	208,000
EXHIBITS REVENUE:					
Entry Fees	43100	12,008	12,500	12,703	12,500
Donated & Sponsored Awards	43200	7,763	8,000	10,636	10,500
Advertising in Premium Book	43300				
Other (Explain) Veggie Auction	43400	10,305	11,000	29,100	20,000
TOTAL EXHIBITS REVENUE	43000	30,076	31,500	52,439	43,000
HORSE SHOW REVENUE:					
Admissions	44100				
Entry and Stake Fees	44200				
Donations for Special Prizes	44300				
Stall Fees	44400				
Program Sales	44500				
Other (Explain)	44600				
TOTAL HORSE SHOW REVENUE	44000	0	0	0	0
LIVE HORSE RACING REVENUE:					
Admissions	45100				
Track Commissions & Breakage	45200	545,012	605,000	544,749	545,000
Program Sales	45300	5,778	6,000	6,786	6,000
Concessions	45400	100,443	135,000	146,171	140,000
Other (Explain) box seats blankets/sponsors	45500	45,761	14,000	28,525	27,000
TOTAL LIVE HORSE RACING REVENUE	45000	696,994	760,000	726,231	718,000

Detail of Revenues

	Acct. No.	Actual 2021	Budgeted 2022	Estimated 2022	Proposed 2023
SATELLITE WAGERING REVENUE:					
TOTAL SATELLITE WAGERING REVENUE	45005	0	0	0	0
FAIR ATTRACTIONS REVENUE:					
Rodeo Admissions	46100				
Queen Pageant Admissions	46200				
4 Wheel-Drive Pull Admissions	46300				
Destruction Derby Admissions	46400				
Performances Admissions	46500				
Other Admissions (Explain) Guy Fieri Event	46050			2,525	
TOTAL FAIR ATTRACTIONS REVENUE	46000	0	0	2,525	0
MOTORIZED RACING REVENUE:					
TOTAL MOTORIZED RACING REVENUE	46109	0	0	0	0
INTERIM ATTRACTIONS REVENUE:					
Performance Admissions	46209				
Other Admissions (List)	46309	8,350			
TOTAL INTERIM ATTRACTIONS REVENUE	46009	8,350	0	0	0
MISCELLANEOUS FAIR REVENUE:					
Parking	47100	35,108	40,000	59,890	56,000
Fair Program Revenue	47200				
Utility Fee Reimbursement	47300				
Live Auction Revenue	47400	101,411	92,000	113,733	107,000
Stall Rentals (Fairtime)	47500				
Camping Fees (Fairtime)	47700	3,706	4,000	18,084	4,000
Other (Explain) Merch/Liquor sales	47800	6,393	9,500	13,332	12,000
Sponsorships	47900	232,350	255,000	203,100	200,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	378,968	400,500	408,139	379,000
MISCELLANEOUS NON-FAIR PROGRAMS:					
Admissions	47105				
Commercial Exhibits	47205				
Concessions	47305				
Exhibits	47405				
Other (Explain) FERNSTOCK	47505				76,750
TOTAL MISC. NON-FAIR PROGRAMS	47005	0	0	0	76,750

Detail of Revenues

	Acct. No.	Actual 2021	Budgeted 2022	Estimated 2022	Proposed 2023
INTERIM REVENUE:					
Rental of Buildings	48100	70,954	80,000	85,227	80,000
Grounds Rentals	48200	42,997	45,000	41,673	40,000
Camping (non fair)	48210	123,602	136,000	71,373	110,000
Long Term Rent	48215	44,365	47,000	50,441	40,000
Utility Fee Reimbursement	48500	2,401	2,500	415	
Interim Parking Revenue	48600				
Other Interim Revenue (List)	48700	2,755		1,110	
TOTAL INTERIM REVENUE	48000	287,074	310,500	250,239	270,000
TOTAL PRIOR YEAR REVENUE ADJUSTMENT:					
	49000				
OTHER OPERATING REVENUE:					
Interest Earnings	49510				
Donations/Sponsorships (general)	49520				
Other (Explain)	49530				
Gain on Sale of Asset	49540				
TOTAL OTHER OPERATING REVENUE	49500	0	0	0	0

Detail of Expenditures

	Acct. No.	Actual 2021	Budgeted 2022	Estimated 2022	Proposed 2023
ADMINISTRATION EXPENSE:					
Salaries & Wages - Permanent	50100		80,000	80,000	205,000
Salaries & Wages - Temporary/Part Time	50200	9,091	70,000	74,324	50,000
Admin Wages - Hourly Fairtime	50250		10,000	13,894	14,000
Compensated Absences Expense	50300				0
Employee Benefits - Employer's Share	50310				
Payroll Taxes	50320	1,496	15,000	21,218	23,000
Worker's Compensation Insurance	50330	9,558	11,000	25,434	25,000
Professional Services (Contractual)	50400	108,207	32,000	68,471	100,000
Director's Expense	50500	1,792	2,500	446	500
Traveling/Training Expense - Employees	50600			2,334	
Office Supplies and Expense	50700	20,183	19,000	21,369	22,000
Telephone and Postage	50800	23,281	18,500	35,039	35,000
Dues and Subscriptions	50900	3,647	1,200	3,591	3,500
Insurance (General Liability)	51000	42,360	62,000	53,079	55,000
Other (Explain) service charge/TOTaxes	51100	44,833	50,500	44,759	45,000
Unemployment Insurance (Non-reimbursed)	51200				
Audit Expense	51300				
Current Year Bad Debt Expense	51400				
TOTAL ADMINISTRATION EXPENSE	50000	264,448	371,700	443,958	578,000
MAINTENANCE & GENERAL OPERATIONS:					
Salaries & Wages - Permanent	52100	54,876	120,000	146,645	150,000
Salaries & Wages - Temporary	52200	105,213	90,000	56,623	60,000
Employee Benefits	52210	858	1,200		
Payroll Taxes	52220	8,020	20,000	13,080	14,000
Worker's Compensation Insurance	52230				
Professional Services (Contractual)	52300				
Rental - Land & Buildings	52400				
Rental - Maintenance Equipment	52500				
Rental - Public Address & Intercom	52600				
Temporary Electrical Work (Contractual)	52700			8,303	
Light, Heat, Water and Power	52800	112,329	132,000	139,188	140,000
Maintenance of Equipment - Supplies & Expense	52900	43,550	46,000	47,985	50,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	146,812	130,000	47,629	100,000
Trash Removal, Clean up (Contractual)	53100	16,544	15,000	12,541	15,000
Other (Explain)	53200				
Special Repairs & Maintenance (List)	53300				
TOTAL MAINTENANCE EXPENSE	52001	488,202	554,200	471,994	529,000

Detail of Expenditures

	Acct. No.	Actual 2021	Budgeted 2022	Estimated 2022	Proposed 2023
PUBLICITY EXPENSE:					
Salaries & Wages - Permanent	54100				
Salaries & Wages - Temporary	54101		2,500	2,374	2,500
Employee Benefits	54110				
Payroll Taxes	54120			297	
Worker's Compensation Insurance	54130				
Professional Services (Contractual)	54200				
Supplies and Expense	54300	244		297	
Advertising	54400	19,633	35,000	27,272	30,000
Promotional Expense	54500	2,663	6,000	8,452	10,000
Public Relations Expense	54600				
Pre-Fair Events	54700				
Other (Explain)	54800	624			
TOTAL PUBLICITY EXPENSE	54000	23,184	43,500	38,692	42,500
ATTENDANCE OPERATIONS:					
Salaries & Wages - Permanent	56100				
Salaries & Wages - Temporary	56101	29,504	35,000	30,489	35,000
Employee Benefits	56110				
Payroll Taxes	56120	18,955	5,000	3,848	5,000
Worker's Compensation Insurance	56130		2,000		
Professional Services (Contractual)	56200	56,930	70,000	57,706	80,000
Supplies and Expense	56300	4,342	8,000	7,986	8,000
Other (Explain)	56400	100			
TOTAL ATTENDANCE OPERATIONS	56000	109,831	120,000	100,029	128,000
MISCELLANEOUS FAIR EXPENSE:					
All Midway Fair Expenses(bar, food auditor, B&B)	57100	30,818	36,000	41,892	42,000
Parking Lot - Salaries & Wages - Permanent	57101				
Parking Lot - Salaries & Wages - Temporary	57102				
Program Expense	57200				
Utility Fees	57300				
Exhibit Guide	57400				
Livestock Auction Expense	57600	100,258	69,400	36,888	80,000
Sponsorships	57700	18,951	13,150	9,674	12,000
Guy Fieri Event	57705	3,850		4,990	
Other (Explain) Trash/Jr. Fair Board	57800	20,905	22,000	10,237	20,000
Commercial Exhibits & Concessions	57900				
TOTAL MISCELLANEOUS FAIR	57000	174,782	140,550	103,681	154,000
MISCELLANEOUS NON-FAIR PROGRAMS:					
Salaries & Wages - Permanent	57105				
Salaries & Wages - Temporary	57106				
Employee Benefits	57115				
Payroll Taxes	57125				
Worker's Compensation Insurance	57135				
Supplies & Expense	57205				
Publicity	57305				
Attendance	57405				
Exhibits	57505				
Other (Explain)	57605				38,900
TOTAL MISC. NON-FAIR PROGRAMS	57005	0	0	0	38,900

Details of Expenditures

	Acct. No.	Actual 2021	Budgeted 2022	Estimated 2022	Proposed 2023
PREMIUMS EXPENSE (Excluding Horse Show):					
Cash Awards	58100	20,994	25,000	16	25,000
Trophies, Medals, Ribbons	58200	5,425	6,000	8,558	8,500
Sponsored Cash Awards	58300				
Sponsored Trophies, Medals, Ribbons	58400				
Other Awards (Explain)	58500			365	
TOTAL PREMIUM EXPENSE	58000	26,419	31,000	8,939	33,500
EXHIBITS EXPENSE:					
Salaries & Wages - Permanent	63100				
Salaries & Wages - Temporary	63101	27,289	30,500	13,068	15,000
Employee Benefits	63110				
Payroll Taxes	63120	1,797	2,000	3,445	3,500
Worker's Compensation Insurance	63130		1,500		
Judges (Contractual)	63200	3,624	5,000	5,522	6,000
Judges Lodging	63210	4,038	5,500	3,724	5,000
Judges Miles	63220	1,409	3,000	3,226	3,500
Professional Services - Other (Contractual)	63300	52	2,000	19,532	20,000
Supplies and Expense	63400		2,000	3,264	3,000
Tent & Booth Rental	63500				
Decorations	63600			295	
Other (Explain)	63700	270			
TOTAL EXHIBITS EXPENSE	63000	38,479	51,500	52,076	56,000
HORSE SHOW EXPENSE (Including Premiums):					
Salaries & Wages - Permanent	64100				
Salaries & Wages - Temporary	64101				
Employee Benefits	64110				
Payroll Taxes	64120				
Worker's Compensation Insurance	64130				
Judges (Contractual)	64200				
Professional Services - Other (Contractual)	64300				
Supplies and Expense	64400				
Cattle Fees	64500				
Other (Explain)	64600				
Tent & Booth Rental	64610				
Decorations	64620				
Cash Awards	64710				
Trophies, Medals, Ribbons	64720				
Sponsored Cash Awards	64730				
Sponsored Trophies, Medals, Ribbons	64740				
TOTAL HORSE SHOW EXPENSE	64000	0	0	0	0

Detail of Expenditures

	Acct. No.	Actual 2021	Budgeted 2022	Estimated 2022	Proposed 2023
HORSE RACING EXPENSE (LIVE):					
Salaries & Wages (Non Pari-Mutuel)	65100	82,012	83,000	84,301	85,000
Salaries & Wages (Pari-Mutuel)	65200	27,152	28,000	16,210	20,000
Employee Benefits	65210	5,882	6,000	9,707	16,200
Payroll Taxes	65220	18,097	18,000	20,658	20,000
Worker's Compensation Insurance	65230			740	800
Professional Services (Contractual)	65300	413,344	440,000	423,226	440,000
Racing Lodging / other	65310	19,147	20,000	17,790	20,000
Racing Incentives	65350	19,430	32,000	7,500	35,000
Supplies and Expense	65400	73,405	126,500	90,726	100,000
Rental - Totalisator Equipment	65600				
Rental - Other Equipment	65700	4,141	5,000		
Other (Explain)	65800	45,056			
TOTAL RACING EXPENSE (LIVE)	65000	707,666	758,500	670,858	737,000
SATELLITE WAGERING EXPENSE:					
TOTAL SATELLITE WAGERING	65005	0	0	0	0
FAIR ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66100				
Salaries & Wages - Temporary	66101				
Employee Benefits	66110				
Payroll Taxes	66120				
Worker's Compensation Insurance	66130				
Professional Services (Contractual)	66200				
Supplies and Expense	66300				
Rodeo	66400				
Grounds Entertainment (lodging)	66500	44,650	55,000	62,000	55,000
Grandstand Entertainment	66600				
Other (Explain) Lodging/Sound system	66700		6,000	10,200	11,000
TOTAL FAIR ENTERTAINMENT	66000	44,650	61,000	72,200	66,000
MOTORIZED RACING EXPENSE:					
TOTAL MOTORIZED RACING EXPENSE	66109	0	0	0	0
INTERIM ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66208				
Salaries & Wages - Temporary	66209				
Employee Benefits	66219				
Payroll Taxes	66229				
Worker's Compensation Insurance	66239				
Supplies & Expense	66309				
Concerts (List)	66609				
Other (Explain)	66809				
TOTAL INTERIM ENTERTAINMENT	66009	0	0	0	0

Variance Report **Automatically prepared**

	Acct. No.	Budgeted vs. Estimated Fluctuation		2022 Budgeted	2022 Estimated	2023 Proposed	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change				\$ Change	% Change
OPERATING REVENUES:								
Admissions to Grounds	41000	\$66,671	19.6%	\$340,000	\$406,671	\$380,000	(\$26,671)	-6.6%
Commercial Space	41500	8,025	25.9%	31,000	39,025	37,000	(2,025)	-5.2%
Carnival	42100	6,900	4.7%	147,000	153,900	144,000	(9,900)	-6.4%
Concessions	42200	58,558	35.4%	165,500	224,058	208,000	(16,058)	-7.2%
Exhibits	43000	20,939	66.5%	31,500	52,439	43,000	(9,439)	-18.0%
Horse Show	44000		#DIV/0!					#DIV/0!
Horse Racing (Live)	45000	(33,769)	-4.4%	760,000	726,231	718,000	(8,231)	-1.1%
Satellite Wagering	45005		#DIV/0!					#DIV/0!
Fair Attractions	46000	2,525	#DIV/0!		2,525		(2,525)	-100.0%
Motorized Racing	46109		#DIV/0!					#DIV/0!
Interim Attractions	46009		#DIV/0!					#DIV/0!
Miscellaneous Fair	47000	7,639	1.9%	400,500	408,139	379,000	(29,139)	-7.1%
Misc. Non-Fair Programs	47005		#DIV/0!			76,750	76,750	#DIV/0!
Interim Revenue	48000	(60,261)	-19.4%	310,500	250,239	270,000	19,761	7.9%
Prior Year Revenue Adj	49000		#DIV/0!					#DIV/0!
Other Operating Revenue	49500		#DIV/0!					#DIV/0!
TOTAL OPERATING REVENUES		77,227	3.5%	2,186,000	2,263,227	2,255,750	(7,477)	-0.3%
OPERATING EXPENDITURES:								
Administration	50000	72,258	19.4%	371,700	443,958	578,000	134,042	30.2%
Maintenance & Gen Ops	52000	(82,206)	-14.8%	554,200	471,994	529,000	57,006	12.1%
Publicity	54000	(4,808)	-11.1%	43,500	38,692	42,500	3,808	9.8%
Attendance Operations	56000	(19,971)	-16.6%	120,000	100,029	128,000	27,971	28.0%
Miscellaneous Fair	57000	(36,869)	-26.2%	140,550	103,681	154,000	50,319	48.5%
Misc. Non-Fair Programs	57005		#DIV/0!			38,900	38,900	#DIV/0!
Premiums	58000	(22,061)	-71.2%	31,000	8,939	33,500	24,561	274.8%
Exhibits	63000	576	1.1%	51,500	52,076	56,000	3,924	7.5%
Horse Show	64000		#DIV/0!					#DIV/0!
Horse Racing (Live)	65000	(87,642)	-11.6%	758,500	670,858	737,000	66,142	9.9%
Satellite Wagering	65005		#DIV/0!					#DIV/0!
Fair Entertainment Expense	66000	11,200	18.4%	61,000	72,200	66,000	(6,200)	-8.6%
Motorized Racing	66109		#DIV/0!					#DIV/0!
Interim Entertainment Exp	66009		#DIV/0!					#DIV/0!
Equipment (Funded by Fair)	72300		#DIV/0!					#DIV/0!
Prior Year Expense Adj	80000		#DIV/0!					#DIV/0!
Cash (over/under)	85000		#DIV/0!					#DIV/0!
Depreciation	90000			106,000	106,000	106,000		
Other Operating Expense	94000	(5,000)	-100.0%	5,000				#DIV/0!
TOTAL OPERATING EXPENDITURES		(174,523)	-7.8%	2,242,950	2,068,427	2,468,900	400,473	19.4%
NET EFFECT		\$251,750	-442.1%	(\$56,950)	\$194,800	(\$213,150)	(\$407,950)	-2