

SOUTHERN HUMBOLDT CHAMBER OF COMMERCE JULY 1, 2021 - JUNE 20, 2022 ANNUAL REPORT

PROJECT(S) FUNDS WERE USED TO SUPPORT OR FINANCE:

- 1. Monies Paid to Marketing Contractors
 - None were used.

2. Map & Brochure

- Graphic Artist
 - Datso Perkins Design Fee: \$3,537.50
- Map
 - Pen+Pine Design Fee: \$850.00
- Printing
 - North Coast Journal
 - Printing Cost: \$3031.00Copies Printed: 20,000
- Distribution
 - Certified Folder
 - Distribution Cost: \$1,506.33
 - Area: 1-VM-1-NC/WR Redwood Empire
 - Distributed to 165 Sites in California: 104 Hotels; 7 Restaurants, 19
 RV Parks, 1 Gas Station, 34 Other
 - See Attachment A Brochure Distribution
- TOTAL COST TO PRODUCE & DISTRIBUTE: \$8.924.83



3. Social Media

- Six (6) Boosted posts between July 1, 2021 and June 20, 2022
- Total Spent: \$88.00
- See Attachment B Social Media Boosted Posts Analytics

4. Website Updates

- Shoes Optional One (1) Year Hosting & Website Updates \$600.00
 - NOTE: As of July 2022, we are doing all website updates inhouse

5. Signage

- Basin Graphics Signs & Design
 - New SHCOC Sign for Front of Building
 - COST: \$600.00

6. Advertising

- 101 Things to Do Humboldt Print
 - COST: \$697.00
- Redheaded Blackbelt Online
 - Ongoing banner ad TRADE for membership
- NCJ Insider Humboldt Fun 40K Printed
 - COST: \$340.00
- Avenue of the Giants Brochure Ad back panel Inclusion on inside map -135,000 Printed
 - COST: \$600.00



PLEASE INCLUDE DATA AND ANALYTICS FOR:

7. Number Of Visitors and Calls to the SHCOC

NOTE: These numbers were calculated via a manual paper log. We are implementing a new method for tracking visitors and calls. Beginning October 2022, we will be using a spreadsheet to log all visitors. This spreadsheet will include where each visitor is coming from and their points of interests. It is my understanding that the county is looking into Virtual Kiosk software. This would be great. We had also started looking into this. It would allow all data to be collected and stored in one place, with each Chamber having their own unique login.

- **❖** July 2021
 - ❖ 55 Visitors
- **❖** August 2021
 - ❖ 24 Visitors
- ❖ September 2021
 - ❖ 11 Visitors
- October
 - ❖ 15 Visitors
- ❖ November 2021
 - 9 Visitors
- ❖ December 2021
 - ❖ 4 Visitors
- ❖ January 2022
 - ❖ 8 Visitors
- ❖ February 2022
 - ❖ 6 Visitors
- ❖ March 2022
 - 4 14 Visitors
- **❖** April 2022
 - 17 Visitors
- **❖** May 2022
 - ❖ 47 Visitors
- ❖ June 2022
 - ❖ 162 Visitors



8. Website Analytics/SEO

- See Attachment C Website Analytics
 - IMPORTANT: Website Analytics were implemented on July 18, 2022
- To increase our SEO we have purchased the following domain names. These are pointed at our existing URL Garberville.org
 - Visitsouthernhumboldt.org
 - Southernhumboldtchamber.com
 - Southernhunboldtchamber.org
- We've upgraded to Yoast SEO Premium SEO updates site wide in progress

9. Analytics for Facebook & Instagram

• See Attachment D – FB and IG Analytics

10. Any Consumer (Visitor) Events Supported with Funds

- Rodeo Parade Saturday, June 18, 2022
- Westside Live Market Saturday, May 28, 2022
- Mother's Day Brunch Sunday, May 8, 2022
- 1st Quarterly Mixer Thursday, April 21, 2022
- New Year's Eve Fireworks Friday, December 31, 2021
- Small Town Christmas Saturday, December 18, 2021
- Halloween Festival Friday, October 29, 2021
- Coffee With a Cop Friday, August 6, 2021

11. Itemized Administration Costs

See Attachment E – Administration Costs



OTHER COMMUNITY PROGRAMS:

12. Mutual Links – We maintain links to one another's websites with the following organizations.

- Discover Southern Humboldt
- Visit Lost Coast
- SHBVB
- McKinleyville Chamber of Commerce
- Arcata Chamber of Commerce
- Fortuna Chamber of Commerce

13. Merchants' Guild Program/Employee

 ABOUT: Merchants' Guild is a program partially funded by quarterly donations from merchants in Redway and Garberville. All dues collected are put into the Merchants' Guild Account and funds are used to help keep our business districts clean, public walkways swept, litter removal, etc.

A few facts about our Merchant Guild employee:

- 500-600 lbs. of trash are collected weekly off the streets of Garberville/Redway
- Sidewalks are swept daily
- Twice yearly the sidewalks are pressure washed
- Leaves are picked up daily in the fall
- The grass is kept down by weed eating in the spring and whenever needed
- Plus, on any other tasks/duties that need attention
- Between July 1, 2021 and June 20, 2022 merchants contributed \$12,000.00 towards the wage of our Merchants' Guild employee.



14. Beautify Garberville/Town Mural Project

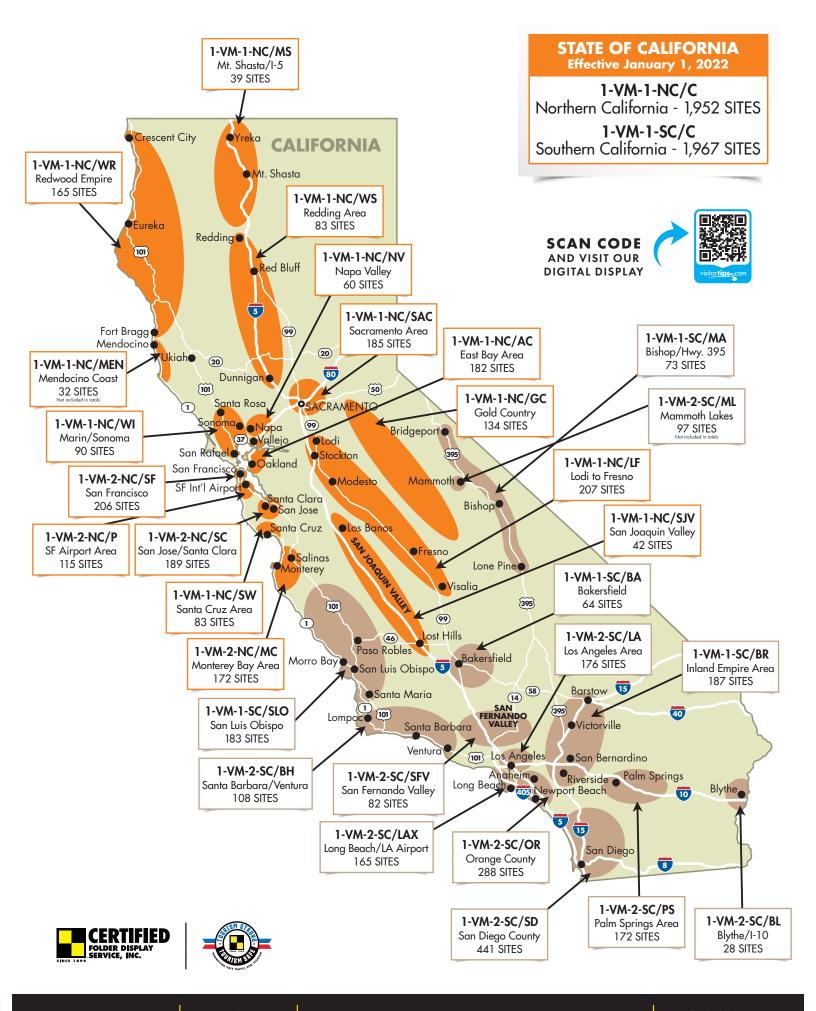
• The Southern Humboldt Chamber of Commerce will be the non-profit umbrella organization for the Beautify Garberville/Town Mural Project. The project is spearheaded by Niki Rose. She was the lead organizer in the Paint A Can project that happened in Garberville earlier this year. Future plans include several murals about town.

2022 ANNUAL REPORT

BROCHURE DISTRIBUTION

ATTACHMENT A





CORPORATE OFFICE 1120 Joshua Way Vista, CA 92081 800-799-7373 CertifiedFolder.com



NORTHERN CALIFORNIA SITE BREAKDOWN

Effective January 1, 2022

Distribution Area		Page	Hotel	Restaurant	Car Rental	RV Park	Military	Gas	Other
1-VM-1-NC/C	Northern California - 1,952 sites		1,603	22	33	77	15	6	196
1-VM-1-NC/AC	East Bay Area 182 sites	1	166	0	5	2	1	0	8
1-VM-1-NC/GC	Gold Country 134 sites	2	85	6	1	7	2	5	28
1-VM-1-NC/LF	Lodi to Fresno 207 sites	3	179	0	3	5	0	0	20
1-VM-2-NC/MC	Monterey Bay Area 172 sites (Super Cities)	4	135	1	1	6	2	0	27
1-VM-1-NC/MS	Mt. Shasta/I-5 39 sites	5	30	0	0	5	0	0	4
1-VM-1-NC/NV	Napa Valley 60 sites	5	47	0	0	1	0	0	12
1-VM-2-NC/P	S.F. Airport Area 115 Sites (Super Cities)	6	101	0	8	3	0	0	3
1-VM-2-NC/SAC	Sacramento 185 sites	6	162	1	2	6	4	0	10
1-VM-2-NC/SC	(Super Cities) San Jose/S. Clara 189 sites (Super Cities)	7	169	0	3	7	1	0	9
1-VM-2-NC/SF	San Francisco 206 sites (Super Cities)	8	174	0	10	0	0	0	22
1-VM-1-NC/SJV	San Joaquin Valley/I-5 42 sites	9	35	3	0	1	3	0	0
1-VM-1-NC/SW	Santa Cruz Area 83 sites	10	67	2	0	6	0	0	8
1-VM-1-NC/WI	Marin/Sonoma 90 sites	10	77	1	0	4	2	0	6
1-VM-1-NC/WR	Redwood Empire 165 sites	11	104	7	0	19	0	1	34
1-VM-1-NC/WS	Redding Area 83 sites	12	72	1	0	5	0	0	5
1-VM-1-NC/MEN	Mendocino Coast 32 sites	5	23	1 (not include	0 ed in count fo	4 or rate shee	0 et/area tot	0 als)	4



С	Marinwood Inn & Suites	D	Casa Madrona	C		Front Street Inn	C	Beach House Inn	
Militar	y Base	D	Cavallo Point - The Lodge At	C		Gardenia Motel	C	Beachcomber Motel	
С	USCG: Novato Temp Quarters		Golden Gate	С		Lighthouse Inn	С	Best Western - Vista Manor	
Olema		D	Water Front Hotel	C		Ocean Front Lodge		Lodge	
		Sebas	stopol, CA	C		Ocean View Inn	C	Coast Inn & Spa	
Campg			/Motel	C		Pacific Inn	C	Ebb Tide Lodge	
С	Olema Ranch Campground	C	Fairfield Inn by Marriott	C		Penny Saver Inn	С	Holiday Inn Express	
<u>Petalu</u>	ma, CA	С	Sebastopol Inn	С		Quality Inn	С	Ocean Breeze Lodge	
Hotel/	Motel		r Center	C		Super 8 Motel	С	Ocean View Lodge	
С	Americas Best Value Inn					Town House Motel	C	Oceanside Inn & Suites	
С	Best Western - Petaluma Inn		Wine Country Balloons	С			C	Pine Beach Inn	
С	Motel 6		ma, CA	С		Travelodge	C	Seabird Lodge	
С	Quality Inn		/Motel	Resta			C	Super 8 Motel	
С	Sheraton	С	Best Western Plus - Sonoma	С	Y	Apple Peddler Restaurant	C	Surf & Sand Lodge	
Militar	y Base		Valley Inn	С	1	Chart Room Restaurant	С	Surf Motel & Gardens	
С	USCG Two Rock	D	Lodge At Sonoma	C	I	Surfside Grill & Brewery			
Rohne	rt Park, CA	D	Sonoma Mission Inn & Spa	Visito	or C	Center		or Center	
Hotel/		D	Vineyard Inn	C	I	Crescent City Chamber	С	Company Store	
C	Best Western - Inn of	Tibur	on, CA	C	I	Harbor Gift Shop	С	Fort Bragg Depot	
C	Rohnert Park	Hotel	/Motel	C	I	Ocean World	C	Mendocino Chocolate Company	
С	Budget Inn	С	Lodge At Tiburon	Eurel	ka.	CA	C	Mendocino Coast Chamber	
С	Good Nite Inn	Wind	sor, CA	Airpo			Fortuna, CA		
С	Hampton Inn	_	/Motel	C		Eureka Municipal Airport	Camp	oground	
	•	C	Hampton Inn & Suites	Camp	ar		C	Riverwalk RV Park	
С	Motel 6	С	Holiday Inn Express - Conde		-	Eureka KOA	Hotel	I/Motel	
C	Rodeway Inn		Holiday Inn Express - Redwood	C	•		С	Best Western - Country Inn	
	Center	С		Hotel	/IV		C	Comfort Inn & Suites	
С		C	WorldMark - Trendwest	С		Best Value Inn - Sunrise Inn	C	Super 8 Motel	
	Commerce		r Center	С		Best Western - Bayshore Inn	C	Travel Inn - Fortuna Motor	
San Ra	fael, CA	С	Windsor Chamber & Visitors	С		Budget Inn		Lodge	
Hotel/	Motel		Center	С		Clarion Hotel	Visito	or Center	
С	Embassy Suites Hotel	1	-VM-1-NC/WR Redwood	C		Days Inn - 5th	C	Fortuna Chamber	
С	Extended Stay Deluxe		Empire	C		Days Inn - Broadway			
D	Marin Lodge			C		Discovery Inn		erville, CA	
С	Motel 6			C		Eagle House Victorian Inn		oground	
С	North Bay Inn	Arcat	a, CA	C		Econo Lodge	С	Benbow Valley RV Resort	
С	Villa Inn	Camp	ground	C		Eureka Inn	C	Richardson Grove	
Santa	Rosa, CA	C	Mad River Rapids RV Park	C		Flamingo Motel		Campground & RV Park	
Hotel/		Hotel	/Motel	C		Heritage Inn Motel		/Motel	
C ,	Americas Best Value Inn -	C	Best Western - Arcata Inn	C		Holiday Inn Express	С	Lone Pine Motel	
	Hopper	C	Comfort Inn	C		Motel 6	С	Motel Garberville	
С	Best Western - Garden Inn	C	Fairwinds Motel	С		Quality Inn	С	Sherwood Forest Motel	
c	Best Western - Wine Country	C	Hampton Inn	C		Red Lion Hotel		urant	
	Inn	С	Hotel Arcata	C		Rodeway Inn	C	Waterwheel Restaurant &	
С	Country Inn & Suites	С	Howard Johnson Express Inn	C		Royal Inn		Gift Shop	
С	Courtyard by Marriott	С	Motel 6	C		Super 8 Motel		or Center	
С	Extended Stay America - Corby	C	Quality Inn	С		Town House Motel	C	Bear Meadow Espresso /	
С	Extended Stay America -	C	Red Roof Inn	C		Travelodge		One Log House	
	Fountaingrove	C	Super 8 Motel	_			С	Garberville Chamber	
D	Hillside Inn		r Center	Resta			C	Southern Humboldt	
С	Hilton Garden Inn			С	~	Old Town Cafe		Business & Visitor Bureau	
С	Holiday Inn Express	C	Arcata Chamber of Commerce	С		Village Pantry Restaurant		and, CA	
С	Hotel Azura	Cresc	ent City, CA	Visito	or C	Center	Visito	or Center	
С	Hotel Santa Rosa	Camp	ground	C	I	Elks Lodge	C	Brutocao Cellars	
С	Motel 6	C	Bayside RV Park	C	I	Eureka Chamber	Klam	ath, CA	
С	Quality Inn & Suites	C	Elk Valley RV Park	C	I	Eureka Visitor Center	Camp	oground	
С	Redwood Inn	Hotel	/Motel	C	I	Humboldt Bay Harbor	C	Camp Marigold	
C	Sandman Motel	C	Anchor Beach Inn			Recreation & Conservation	C	Golden Bear RV Park	
		C	Bayview Inn	Fort I	Bra	gg, CA		I/Motel	
С	Travelodge	С	Best Value Inn - Garden Hotel	Camp	gro	ound	C	Holiday Inn Express	
D	Vintners Inn	С	Best Western - Northwoods Inn	C	1	Hidden Pines Campgrounds	C	Woodland Villa Country Cabins	
	Center	С	Comfort Inn	С	Ī	Leisure Time RV Park		ce Station	
С	KZST Radio	C	Crescent Beach Motel	С	Ī	Woodside RV Park	C	Pem-Mey Fuel Mart	
	ito, CA	C	Econo Lodge	Hotel	/M	lotel			
Hotel/	Motol		0.				Visito	or Center	

Hotel/Motel

C Klamath River Jet Boat Tours Ship Ashore Resort 7 Inn Motel Motel 6 - Hilltop С С Best Western - Corning Inn H Trees Of Mystery Motel 6 - Twin View С С Trinidad, CA С Econo Lodge С Oxford Inn & Suites Laytonville, CA Campground Holiday Inn Express Ramada Inn C | Emerald Forest Of Trinidad С Hotel/Motel Inn at Rolling Hills Red Lion Hotel C C C | Emerald Forest RV Park C **Budget Inn** Lodge at Rolling Hills Redding Inn C C C Express Inn C | Redwood Trails Super 8 Motel Rodeway Inn C C Hotel/Motel Leggett, CA Shasta Lodge **Visitor Center** С Ocean Grove Lodge Hotel/Motel C C | Corning Chamber Sheraton Redding at Sandial C Patrick's Point Inn C Redwood River Resort C Stardust Motel Ski/Sporting Goods Store Dunnigan, CA **Visitor Center** С Super 8 Motel Hotel/Motel C | Kayak Zaks C | Confusion Hill Thunderbird Lodge C C Americas Best Value Inn Price's Peg House **Visitor Center** Travel Inn Motel C Motel 6 C H | Trinidad Chamber Travelodge С Orland, CA Ukiah, CA Hotel/Motel Win-River Resort & Casino **Airport** Hotel/Motel Bear River Casino Hotel C Restaurant Orland Inn C | Ukiah Regional Airport С **Visitor Center** C | Lulu's Eating & Drinking Hotel/Motel Red Bluff, CA C | Loleta Cheese Factory Establishment Americas Best Value Inn C Campground McKinleyville, CA **Visitor Center** C Best Western - Orchard Inn C | Red Bluff RV Park Hotel/Motel C | Enjoy The Store C Days Inn Hotel/Motel **Holiday Inn Express** C | Turtle Bay Exploration Park С C Discovery Inn American Inn Express С **Visitor Center** Williams, CA Economy Inn C C McKinleyville Chamber С Americas Best Value Inn Hotel/Motel C Fairfield Inn by Marriott Best Western - Antelope Inn C Mendocino, CA С Econo Lodge C Holiday Inn Express С Classic Inn Campground Granzella's Inn С C Motel 6 С Comfort Inn C Caspar Beach RV Park Motel 6 C Quality Inn C Crystal Motel С Ramada Hotel Meyers Flat, CA C C Royal Motel С Days Inn Stage Stop Inn Campground C C Sunrise Inn C Hampton Inn & Suites Travelers Inn C | Giant Redwoods RV Park С C Super 8 Motel Holiday Inn Express C Willows, CA Miranda, CA Motel 6 Willits, CA С Hotel/Motel **Visitor Center** Riverbank Inn C Campground C | Redwood Palace & Trading **Baymont Inn & Suites** С Sky Terrace Motel C | Creekside Cabins & RV Resort С Company С Best Western - Willows Inn Sportsman Lodge **I** Willits KOA С Blue Gum Motel С Myers Flat, CA Super 8 Motel Hotel/Motel Holiday Inn Express Hotel/Motel C Triangle Motel С Baechtel Creek Inn & Spa C Motel 6 C Myers Country Inn С **Visitor Center** C Best Value Inn - Holiday Super 8 Motel **Visitor Center** С C | Tehama County Visitor Center Lodge Redwood Gift Shop - Sharene C Best Western - Willits Inn C | Tehama Red Bluff Chamber Tree Gift Shop Lark Motel C Redding, CA Orick, CA C Old West Inn Campground Hotel/Motel C Pine Cone Motel | Premier RV Resorts С Palm Motel Super 8 Motel C Redding RV Park C Restaurant C Western Village Inn Hotel/Motel C | Palm Cafe White Deer Lodge C Americana Lodge С **Visitor Center** Visitor Center Baymont Inn & Suites С C | Orick Chamber C | Willits Chamber Best Western - Hilltop Inn С Redcrest, CA Best Western - Inn In View 1-VM-1-NC/WS **Redding Area** C **Visitor Center** Budget Inn С C | Redcrest Resort & Gift Shop С Comfort Inn Redway, CA **Comfort Suites** C Hotel/Motel Anderson, CA С Deluxe Inn Dean Creek Resort Hotel/Motel C **Economy Motel** C Baymont Inn & Suites С Rio Del, CA Fairfield Inn by Marriott С Gaia Hotel С Hampton Inn & Suites **Visitor Center** С C | Rio Del Visitor Center Boulder Creek, CA Hilltop Lodge С Campground С Hilton Garden Inn Scotia, CA C | Redwood Resort RV C Holiday Inn **Visitor Center** Hospitality Inn С C | Hobys Market Corning, CA

С

С

Campground

Hotel/Motel

C | Heritage RV Park

Smith River, CA

Hotel/Motel

Howard Johnson

Motel 6 - Bechelli

La Quinta Inn

2022 ANNUAL REPORT

SOCIAL MEDIA BOOSTED POSTS ANALYTICS

ATTACHMENTB





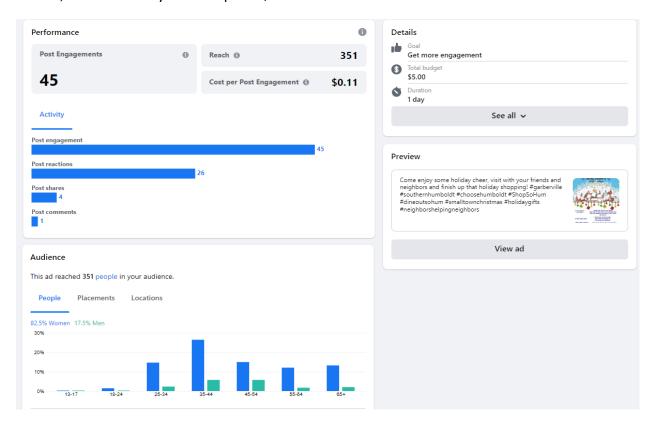
Social / digital marketing - Facebook Boosted Posts

July 1st, 2021, through June 30th 2022

Facebook Boosted Posts

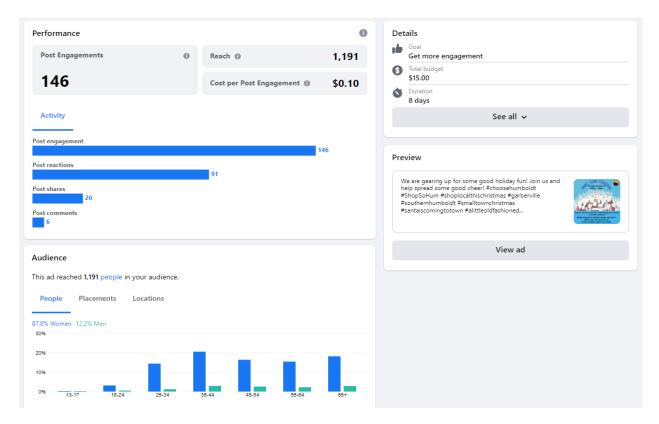
• Total Spent: \$88.00

Dec 17, 2021 - Holiday - Total Spent: \$5.00



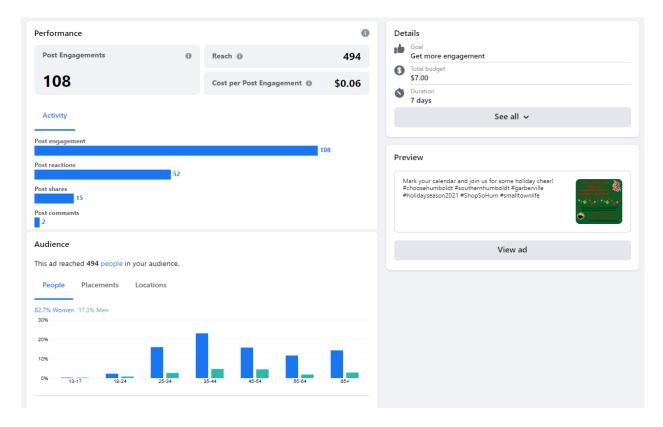


Dec 10, 2021 - Holiday - Total Spent: \$15.00



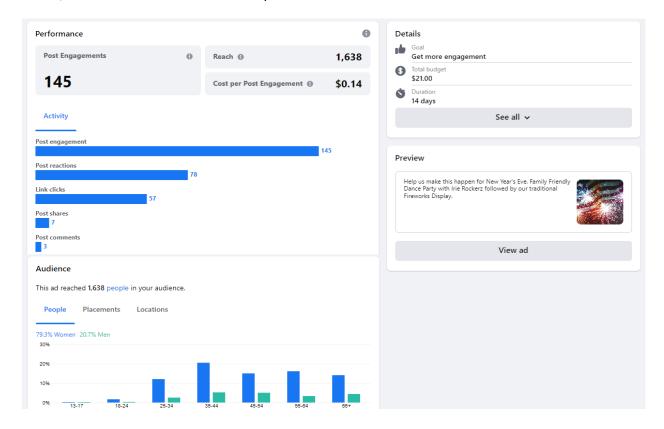


Nov 30, 2021 – Holiday – Total Spent: \$7.00



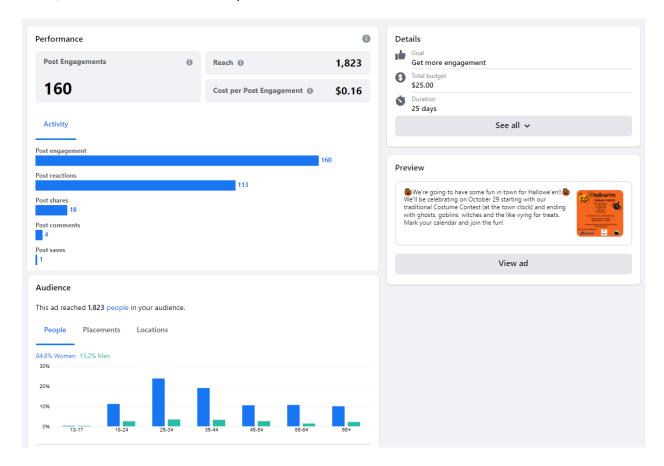


Nov 3, 2021- NYE Fireworks - Total Spent: \$21.00



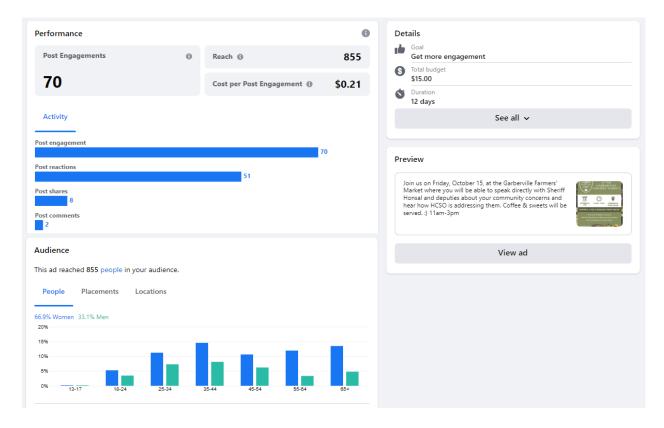


Oct 4, 2021 – Halloween – Total Spent: \$25.00





Sep 30, 2021- Coffee With A Cop - Total Spent: \$15.00



2022 ANNUAL REPORT

WEBSITE ANALYTICS

ATTACHMENT C





Google Analytics Acquisition Overview

Continent

Region

Channel →

Device

Jul 18, 2022 - Sep 28, 2022

Users

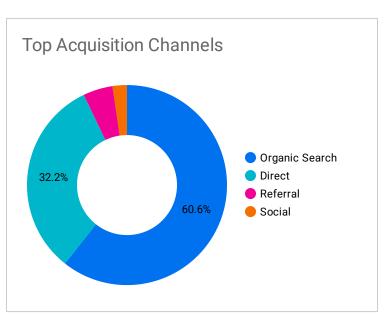
3,135

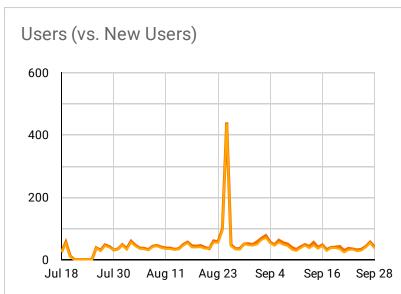
Sessions 3,602

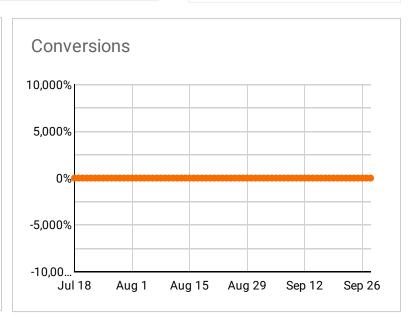
Bounce Rate 80.37%

No data

Avg. Time on Page **00:01:44**







	Acquisit	ion		Behavior			Conversions		
	Sessions 3.6K	Users 3.1K	New Users 3.1K	Bounce Rate 80.4%	Pages / Session A	vg. Session Duration 01:03	Goal Conversion Rate 0.0%		Goal Value No data
Source / Medium	Sessions	Users	New Users	Bounce Rate	Pages / Session	Avg Session Dura	Goal Conversion	Goal Completions	Goal Value
google / organic	1,864	1,654	1,634	80.85%	1.6	00:01:00	0%	0	\$0
(direct) / (none)	1,098	1,022	1,022	84.52%	1.36	00:00:31	0%	0	\$0
bing / organic	100	93	93	78%	1.89	00:01:11	0%	0	\$0
yahoo / organic	83	73	71	68.67%	1.75	00:00:39	0%	0	\$0
duckduckgo / or	75	58	56	81.33%	1.47	00:00:55	0%	0	\$0
kymkemp.com /	55	48	44	76.36%	1.62	00:03:04	0%	0	\$0
baidu / organic	40	40	40	100%	1	00:00:00	0%	0	\$0
us3.admin.mailc	38	1	0	36.84%	4.79	00:09:09	0%	0	\$0
m.facebook.com	29	24	24	86.21%	1.38	00:00:30	0%	0	\$0
visitredwoods oo	26	12	11	24 62%	5	00·05·18	Ω%	n 1 - 52	en / 52 〈 〉



Google Analytics Audience Overview

Continent •

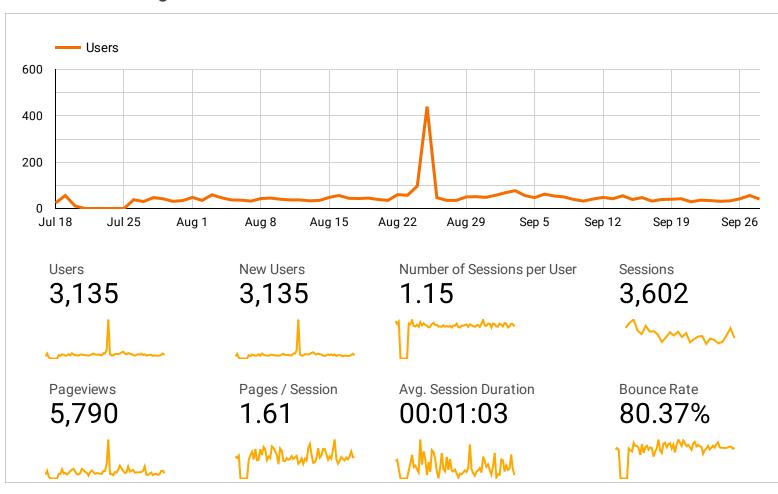
Region -

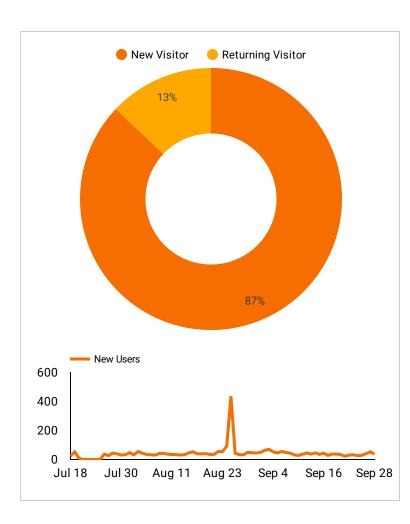
Channel -

Device •

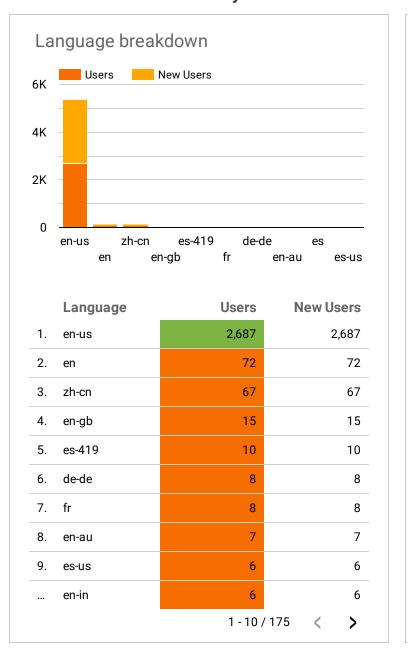
Jul 18, 2022 - Sep 28, 2022

Your audience at a glance

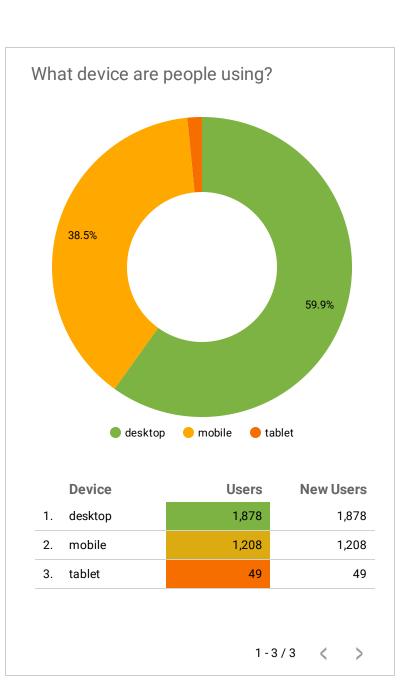




Let's learn a bit more about your users!







Google Analytics Behaviors Overview

Continent

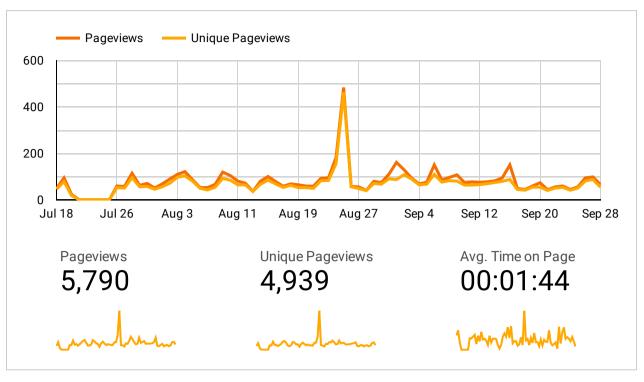
Region

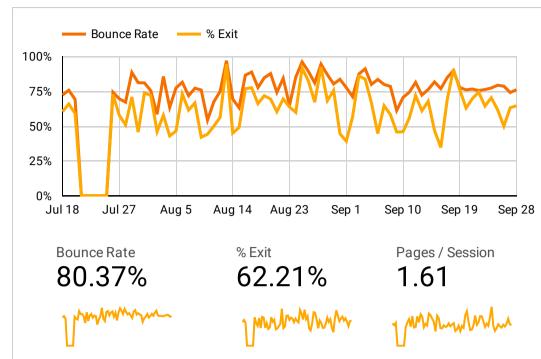
Channel

Device

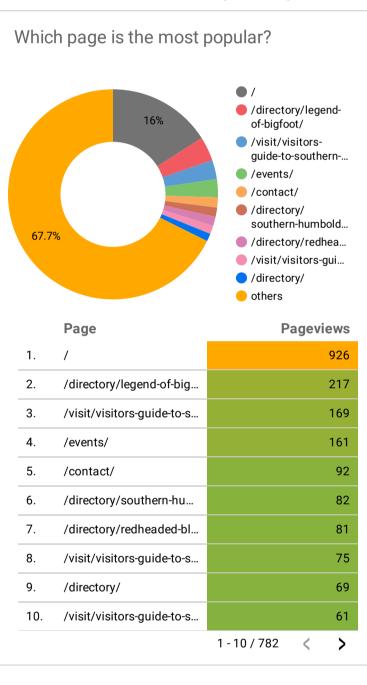
Jul 18, 2022 - Sep 28, 2022

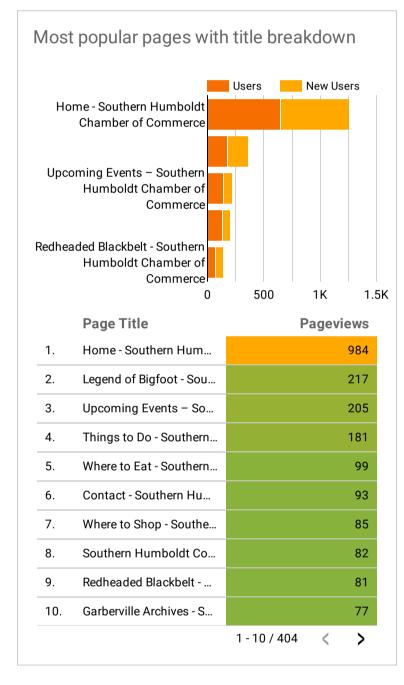
Overview of your user behaviors

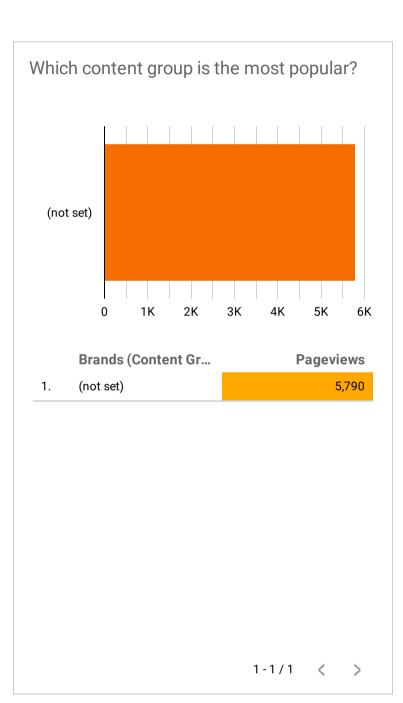




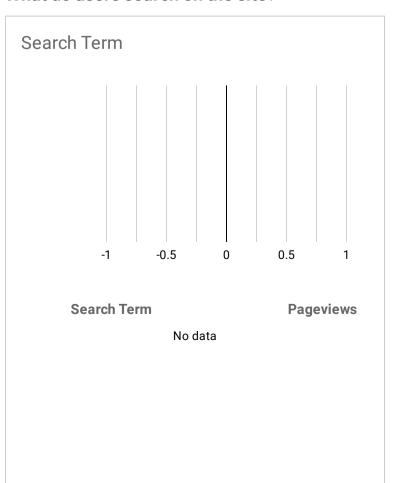
What do users see when they are in your website?



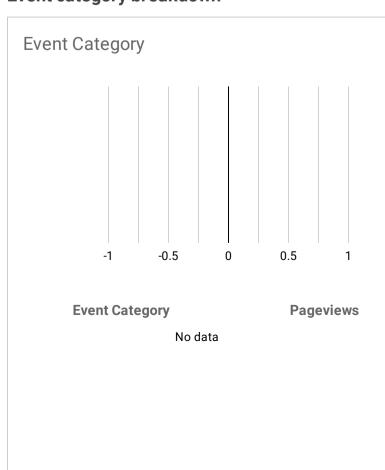




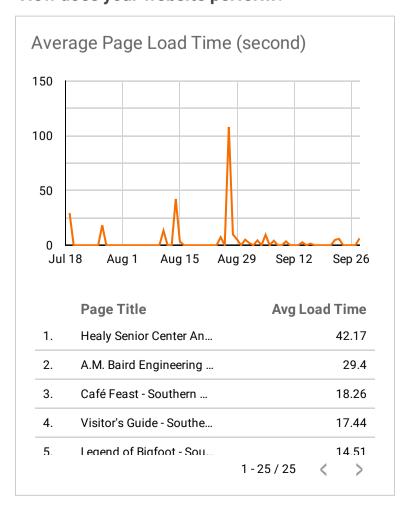
What do users search on the site?



Event category breakdown



How does your website perform?



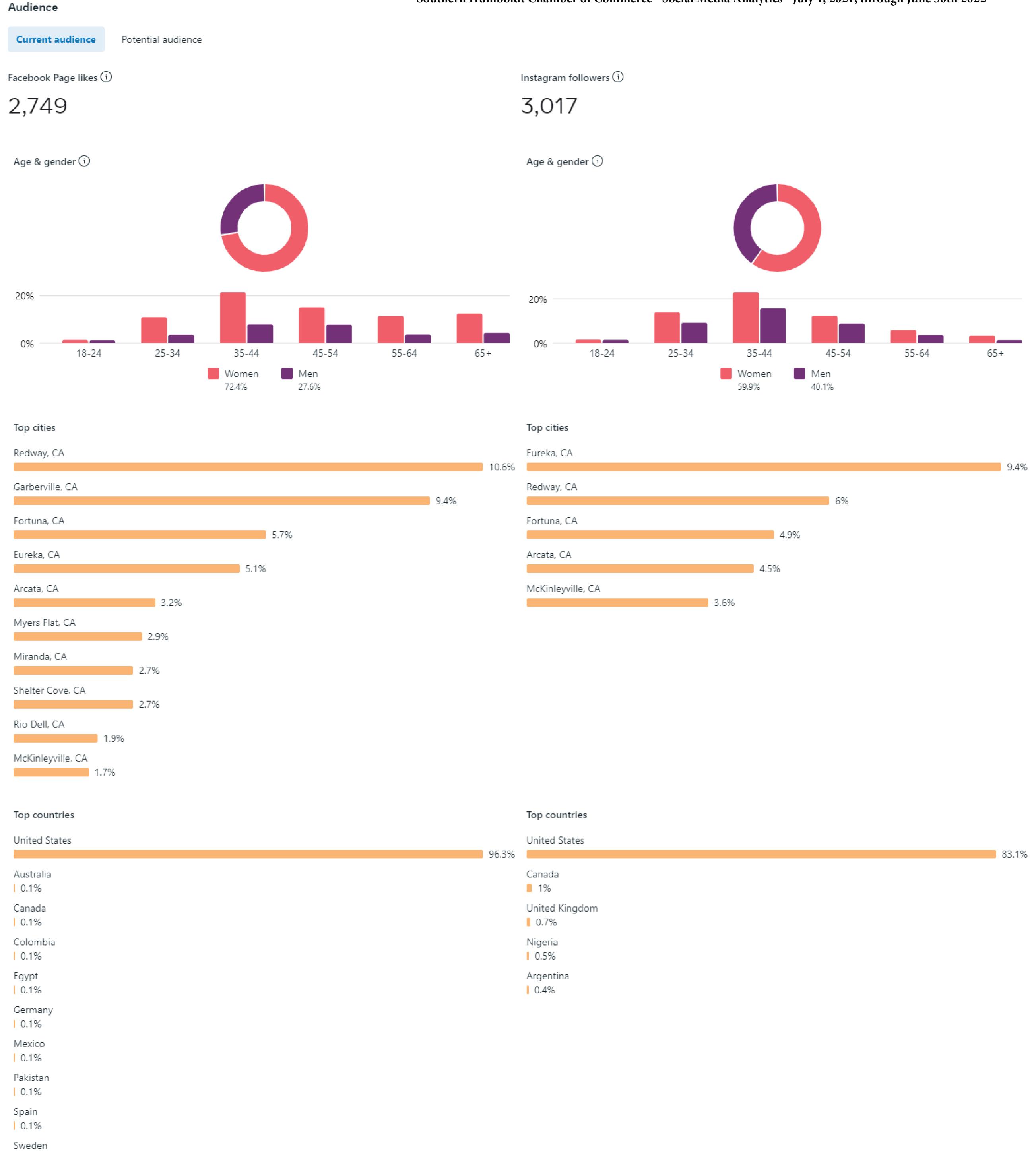
2022 ANNUAL REPORT

FB & IG ANALYTICS

ATTACHMENT D



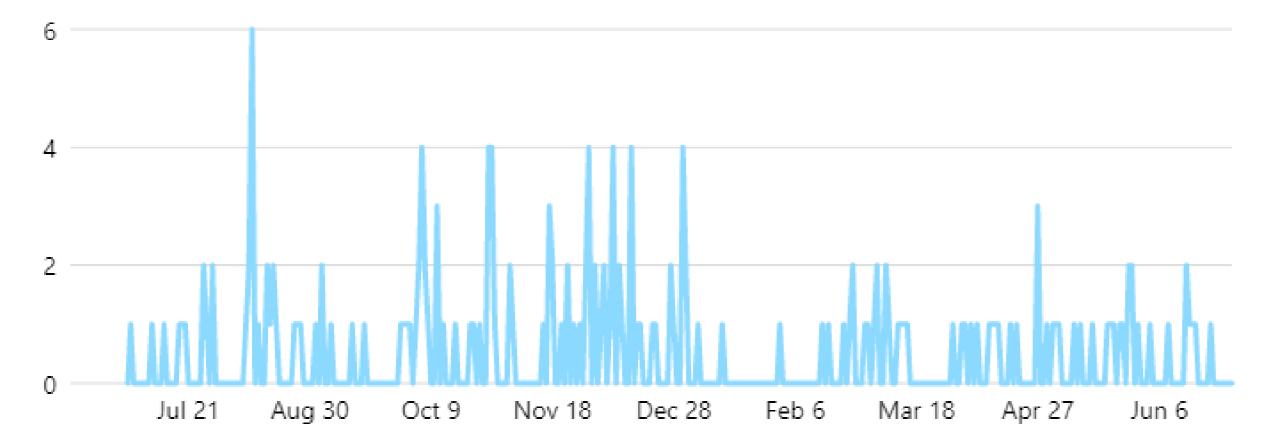
0.1%



New likes and follows

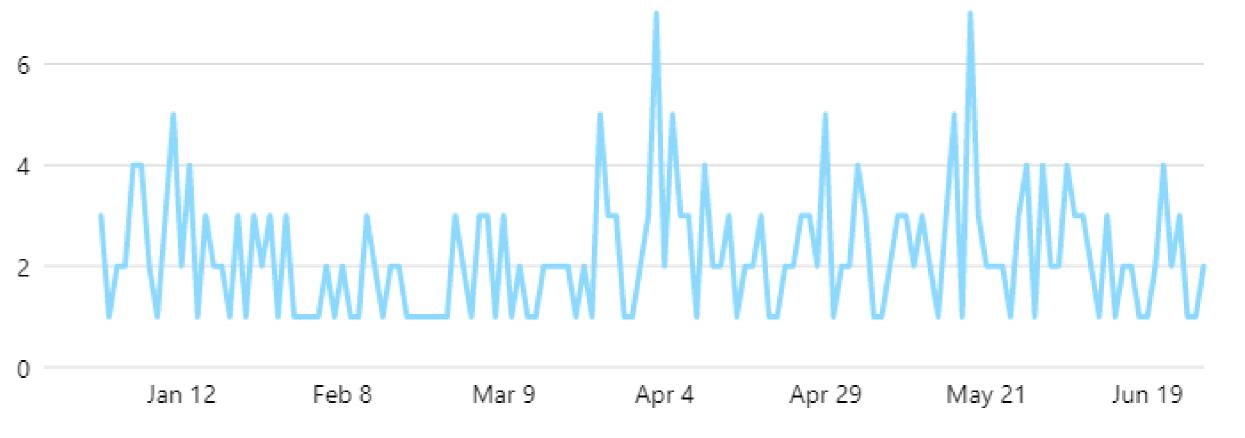
Facebook Page new likes (i)





Instagram new followers (i)

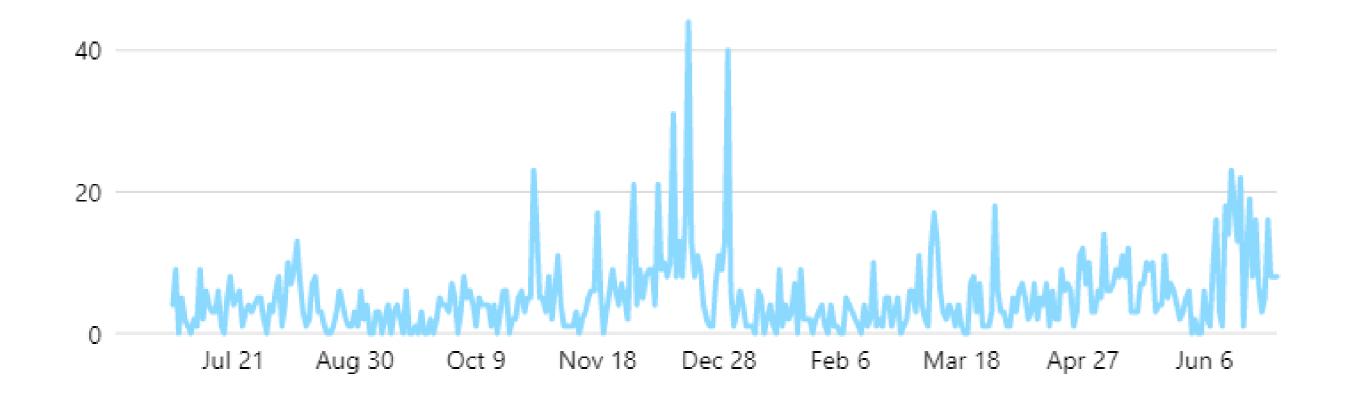
305_



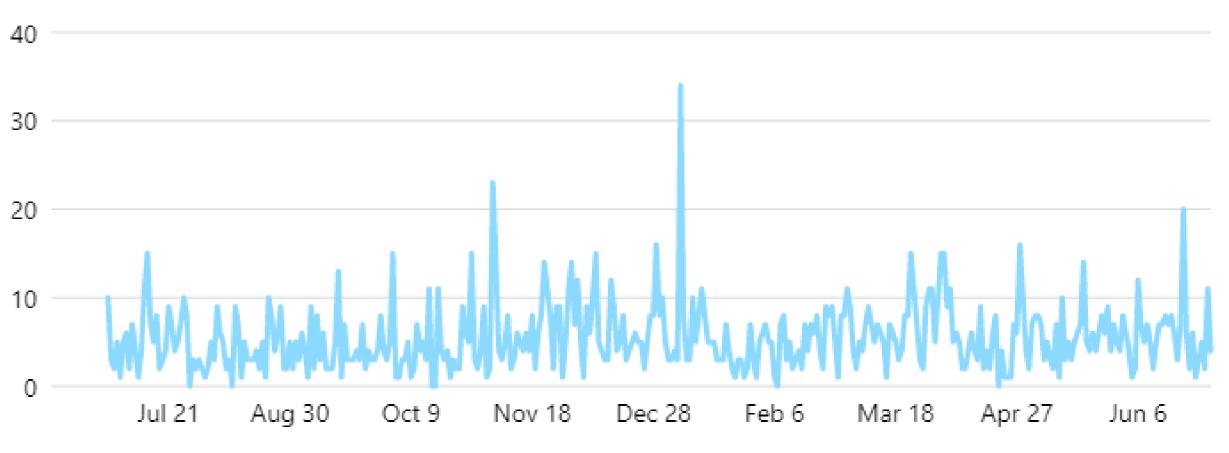
Page and profile visits

Facebook Page visits (i)

1,893 ↑ <u>38.4%</u>



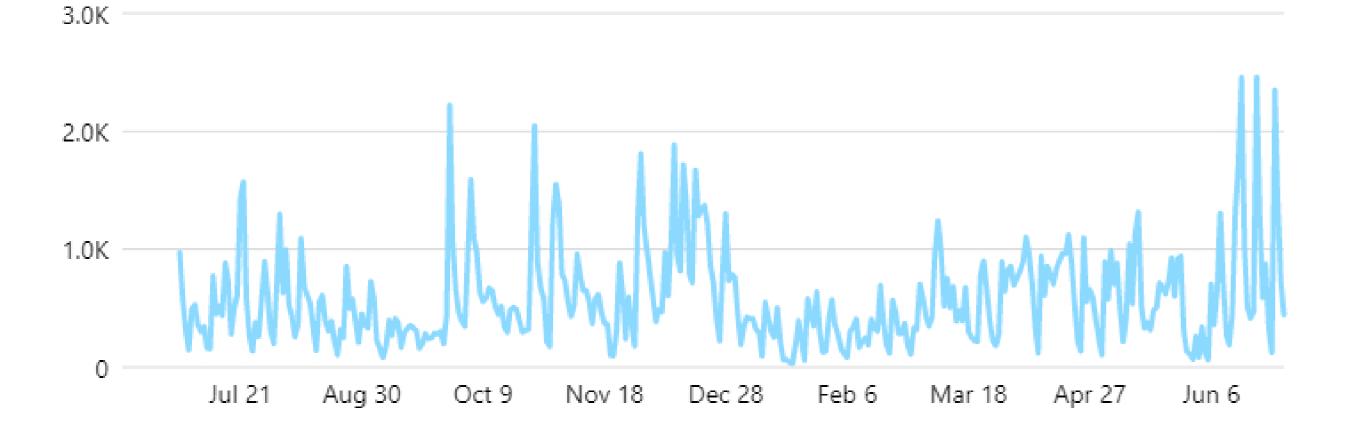
Instagram profile visits (i)



Reach

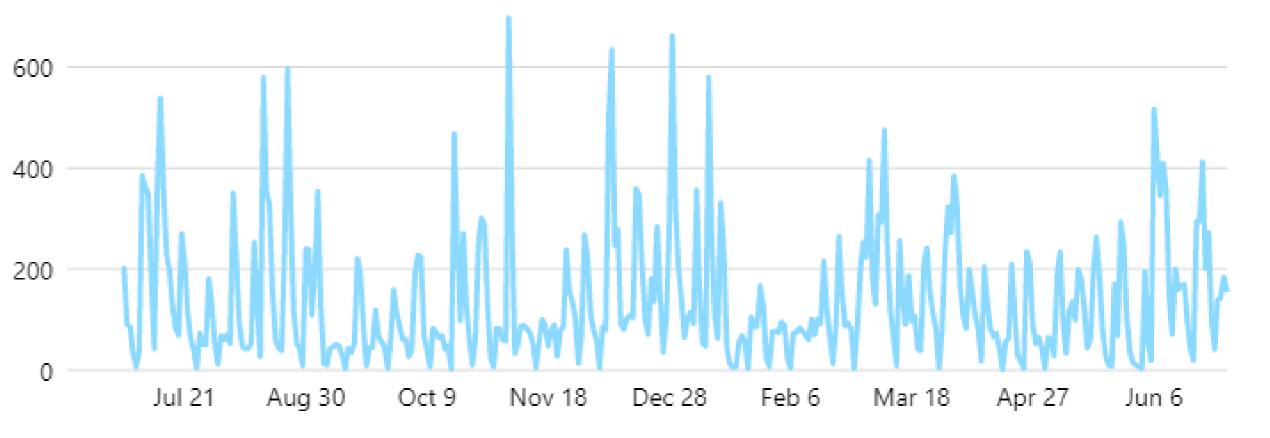
Facebook Page reach (i)

29,738 ↑ <u>37.1%</u>



Instagram reach 🛈

4,694 1 44.7%



2022 ANNUAL REPORT

ADMINISTRATION COSTS

ATTACHMENT E



Southern Humboldt Chamber Profit & Loss

July 1, 2021 through June 20, 2022

	Chamber	TOTAL
Ordinary Income/Expense		
Expense	45.00	45.00
Bank Service Charges	15.99	15.99
Insurance	1 446 12	1 116 12
Liability and Occupency Ins Insurance - Liability, D and O	1,446.13 2,748.00	1,446.13 2,748.00
Worker Comp	2,746.00	2,746.00
worker Comp	2,910.93	2,910.93
Total Insurance	7,111.06	7,111.06
Legal and Professional		
Accounting	300.00	300.00
Bookkeeping	1,300.00	1,300.00
Total Legal and Professional	1,600.00	1,600.00
Total Logal and Frontiera	1,000.00	1,000.00
Licenses & Fees Office Expenses	-25.00	-25.00
Postage	504.37	504.37
Supplies	736.24	736.24
Computer Support	826.94	826.94
Total Office Expenses	2,067.55	2,067.55
Payroll Expense		
Sick Pay	101.00	101.00
Mileage	701.28	701.28
Hourly Wage	40,397.50	40,397.50
Payroll Taxes	6,213.03	6,213.03
•		,
Total Payroll Expense	47,412.81	47,412.81
Repairs and Maintence	8.99	8.99
Telephone	1,796.24	1,796.24
Travel and Meetings	145.00	145.00
Utilities		
Electricty	808.56	808.56
Internet	367.50	367.50
Propane	794.06	794.06
Total Utilities	1,970.12	1,970.12
Total Expense	62,102.76	62,102.76
Net Ordinary Income	-62,102.76	-62,102.76
Net Income	-62,102.76	-62,102.76