# CLAN HENDERSON SOCIETY, INC FY 2024 FINANCIAL REPORT

Reports submitted:

- Budget vs Actual
- Statement of Cash Position
- Profit & Loss
- YTD Comparison to 2023

#### **OPERATING FUND: BUDGET VS ACTUAL**

INCOME: We are not on target in our budget for membership dues. We budgeted \$18,800 annual and as of September 30<sup>th</sup> we have received a total of \$9,670. This puts us at 51% of the budget when we should be at 75% and only 3 months to make budget. Total net Operating income, <u>excluding all</u> <u>Restricted Funds income</u>, is \$11,273.

EXPENSE: Our actual expense paid out as of September 30<sup>th</sup> is \$13,930.63.

OTHER INCOME/EXPENSE: This section of the report is unremarkable.

BOTTOM LINE: Net <u>actual</u> income EXCLUDING Restricted Funds is a LOSS of \$2,832.62. This means we physically paid out more than what we brought in. In regards to <u>budget</u> we are under \$2,971.81 for January 2024 – September 30, 2024.

#### **CASH POSITION - CURRENT**

We have 6 accounts that are "Restricted Funds" meaning any income we collect on these accounts can only be spent for the purpose of that account. These accounts are: Genealogy, Claude Henderson Memorial, Youth Scholarship General Donations, Youth Scholarship Fundraiser, Corporate Sponsorship (youth scholarships), and Athletics. We invested a total of \$50,000 from the restricted funds as of **September 2024**. The current **combined unspent total** of the restricted funds is \$17,446. The current bank balance as of 30 September 2024 is \$42,717 and the September PayPal balance is \$1,022. This leaves a net operating balance of <u>unrestricted</u> funds of \$26,293.

#### **INVESTMENT STATEMENT**

To be presented by CHS President, Louis Russell

#### COMPARISON REPORT (2024 VS 2023) THESE ARE ACTUAL COMPARISON FIGURES - NOT BUDGET.

INCOME: Dues & Regional Support is \$985 <u>less</u> compared to where we were this time last year. Contributions (restricted accounts and general donations) decreased collectively by \$2,919.64. Total actual income change is \$3,909.14 <u>less</u> in 2024 compared to 2023.

EXPENSE: We have spent \$461.42 less this YTD compared to last YTD.

NET INCOME: We have spent \$3,351.41 more this year compared to last. This is due to having a higher expense budget based on a higher anticipated income budget and actually spending the higher expense without actually receiving the higher anticipated income.

#### ANALYSIS:

We planned to be over budget by \$142 this FY but since we are not on target to meet our budgeted income and already over in actual expense, we will end 2024 in a deficit.

I request deadline date of 20 December 2024 for your FY 2025 budget requests so the final budget is not delayed into 2025. Please be thinking about your area requests now. Requests should be made in writing to VP Ops and myself.

Respectfully submitted,

Carol A. Fosser Treasurer

#### Budget vs. Actuals: Budget\_FY24\_P&L - FY24 P&L

|                                      | TOTAL       |             |              |             |
|--------------------------------------|-------------|-------------|--------------|-------------|
|                                      | ACTUAL      | BUDGET      | OVER BUDGET  | % OF BUDGET |
| Income                               |             |             |              |             |
| Clan Mem. Yrly Dues& Reg. Sup.       |             | 14,100.03   | -14,100.03   |             |
| Membership dues- Online Payment      | 4,795.00    |             | 4,795.00     |             |
| Membership Dues-by mail              | 4,755.00    |             | 4,755.00     |             |
| Regional Support                     |             |             |              |             |
| Far South Region                     | 10.00       |             | 10.00        |             |
| Great Lakes Region                   | 10.00       |             | 10.00        |             |
| Mid Central Region                   | 10.00       |             | 10.00        |             |
| Mid East Region                      | 20.00       |             | 20.00        |             |
| Mid South Region                     | 15.00       |             | 15.00        |             |
| North Pacific Region                 | 10.00       |             | 10.00        |             |
| South East Region                    | 15.00       |             | 15.00        |             |
| South Pacific Region                 | 30.00       |             | 30.00        |             |
| Total Regional Support               | 120.00      |             | 120.00       |             |
| Total Clan Mem. Yrly Dues& Reg. Sup. | 9,670.00    | 14,100.03   | -4,430.03    | 68.58 %     |
| Contributions Income                 |             |             |              |             |
| Donation                             | 15.00       |             | 15.00        |             |
| Genealogy                            | 680.00      |             | 680.00       |             |
| General                              | 588.00      | 1,500.00    | -912.00      | 39.20 %     |
| Postage                              |             | 7.47        | -7.47        |             |
| Youth Scholarship Fundraisers        | 100.00      |             | 100.00       |             |
| Youth Scholarship General            | 3,015.00    |             | 3,015.00     |             |
| Total Donation                       | 4,398.00    | 1,507.47    | 2,890.53     | 291.75 %    |
| Total Contributions Income           | 4,398.00    | 1,507.47    | 2,890.53     | 291.75 %    |
| Donation Expenses                    |             |             |              |             |
| Quickbooks                           |             | 1,000.00    | -1,000.00    |             |
| Total Donation Expenses              |             | 1,000.00    | -1,000.00    |             |
| Services                             | 1,000.00    |             | 1,000.00     |             |
| Total Income                         | \$15,068.00 | \$16,607.50 | \$ -1,539.50 | 90.73 %     |
| GROSS PROFIT                         | \$15,068.00 | \$16,607.50 | \$ -1,539.50 | 90.73 %     |
| Expenses                             |             |             |              |             |
| Administration                       |             |             |              |             |
| AWARD                                |             |             |              |             |
| Chief's Order Medallions             | 377.70      |             | 377.70       |             |
| Chief's Prize                        |             | 50.00       | -50.00       |             |
| Member Year Pins                     | 507.50      | 250.00      | 257.50       | 203.00 %    |
| Total AWARD                          | 885.20      | 300.00      | 585.20       | 295.07 %    |
| Bodygaurd                            | -40.00      |             | -40.00       |             |
| CHS Foundation Initialization        |             |             |              |             |
| Discrectionary                       |             | 50.00       | -50.00       |             |
| Legal Fees                           |             | 50.00       | -50.00       |             |
| Total CHS Foundation Initialization  |             | 100.00      | -100.00      |             |

#### Budget vs. Actuals: Budget\_FY24\_P&L - FY24 P&L

|                                  | TOTAL    |          |             |             |
|----------------------------------|----------|----------|-------------|-------------|
|                                  | ACTUAL   | BUDGET   | OVER BUDGET | % OF BUDGET |
| Computer Software/Supplies       | 422.58   |          | 422.58      |             |
| Constant Contact                 |          | 647.00   | -647.00     |             |
| QR Code Generator                |          | 195.00   | -195.00     |             |
| Quickbooks Online                |          | 485.00   | -485.00     |             |
| Software/Printer                 |          | 50.00    | -50.00      |             |
| Zoom Admin                       | 165.90   | 200.00   | -34.10      | 82.95 %     |
| Total Computer Software/Supplies | 588.48   | 1,577.00 | -988.52     | 37.32 %     |
| Genealogist                      | 245.03   |          | 245.03      |             |
| DNA Project                      | 119.40   |          | 119.40      |             |
| Total Genealogist                | 364.43   |          | 364.43      |             |
| Insurance                        | 798.00   | 800.00   | -2.00       | 99.75 %     |
| Membership Secretary             |          |          |             |             |
| Clerical Supplies                | 179.01   | 299.97   | -120.96     | 59.68 %     |
| Membership Dues Renewal Cards    | 69.98    | 100.00   | -30.02      | 69.98 %     |
| Postage                          | 804.13   | 1,125.00 | -320.87     | 71.48 %     |
| Trifolds                         | 331.28   | 300.00   | 31.28       | 110.43 %    |
| Total Membership Secretary       | 1,384.40 | 1,824.97 | -440.57     | 75.86 %     |
| President                        |          | 200.00   | -200.00     |             |
| Recording Secretary              |          | 60.00    | -60.00      |             |
| Treasurer                        |          |          |             |             |
| Postage                          |          | 68.00    | -68.00      |             |
| Total Treasurer                  |          | 68.00    | -68.00      |             |
| VP Ops                           |          |          |             |             |
| Clerical Supplies                | 74.50    | 95.00    | -20.50      | 78.42 %     |
| Postage                          | 117.92   | 112.50   | 5.42        | 104.82 %    |
| Printing                         |          | 30.00    | -30.00      |             |
| Total VP Ops                     | 192.42   | 237.50   | -45.08      | 81.02 %     |
| Total Administration             | 4,172.93 | 5,167.47 | -994.54     | 80.75 %     |
| An Canach                        |          |          |             |             |
| addressing                       | 315.00   | 300.00   | 15.00       | 105.00 %    |
| Editor                           |          | 75.00    | -75.00      |             |
| Postage                          | 1,142.97 | 975.00   | 167.97      | 117.23 %    |
| Printing                         | 2,372.02 | 2,625.00 | -252.98     | 90.36 %     |
| UPS Delivery                     | 69.35    | 56.25    | 13.10       | 123.29 %    |
| Total An Canach                  | 3,899.34 | 4,031.25 | -131.91     | 96.73 %     |
| Communications/Training          |          |          |             |             |
| Communication Fundraising        |          | 200.00   | -200.00     |             |
| Communications                   |          | 200.00   | -200.00     |             |
| Webmaster                        |          | 200.00   | -200.00     |             |
| Total Communications/Training    |          | 600.00   | -600.00     |             |
| Contributions and Donations      |          |          |             |             |
| Chiefs Fund Youth Scholarships   | 3,200.00 | 4,200.00 | -1,000.00   | 76.19 %     |

#### Budget vs. Actuals: Budget\_FY24\_P&L - FY24 P&L

|                                   | TOTAL       |              |              |             |
|-----------------------------------|-------------|--------------|--------------|-------------|
|                                   | ACTUAL      | BUDGET       | OVER BUDGET  | % OF BUDGET |
| Total Contributions and Donations | 3,200.00    | 4,200.00     | -1,000.00    | 76.19 %     |
| Cost of Convening at Games        |             |              |              |             |
| AGM EXPENSES                      |             |              |              |             |
| Ceilidh Dinner                    |             | 250.00       | -250.00      |             |
| Total AGM EXPENSES                |             | 250.00       | -250.00      |             |
| Athletic Program                  |             | 50.00        | -50.00       |             |
| Materials for Games               | 78.44       | 150.03       | -71.59       | 52.28 %     |
| Total Cost of Convening at Games  | 78.44       | 450.03       | -371.59      | 17.43 %     |
| Promotional                       |             |              |              |             |
| Brochures                         |             | 50.00        | -50.00       |             |
| COSCA                             | 0.00        | 50.00        | -50.00       | 0.00 %      |
| Total Promotional                 | 0.00        | 100.00       | -100.00      | 0.00 %      |
| Reginal Expenses                  |             |              |              |             |
| Australia                         |             | 255.00       | -255.00      |             |
| Canada                            |             | 150.00       | -150.00      |             |
| Far South                         | 313.48      | 400.00       | -86.52       | 78.37 %     |
| Great Lakes                       |             | 200.00       | -200.00      |             |
| Mid Central                       |             | 275.00       | -275.00      |             |
| Mid East                          | 330.00      | 878.00       | -548.00      | 37.59 %     |
| Donation for Christmas Walk Hlp   |             | 0.00         | 0.00         |             |
| Total Mid East                    | 330.00      | 878.00       | -548.00      | 37.59 %     |
| MidSouth                          |             | 200.00       | -200.00      |             |
| North East                        |             | 200.00       | -200.00      |             |
| North Pacific                     |             | 230.00       | -230.00      |             |
| South Pacific                     | 323.58      | 430.00       | -106.42      | 75.25 %     |
| Southeast                         | 1,612.86    | 1,250.00     | 362.86       | 129.03 %    |
| Southwest                         |             | 200.00       | -200.00      |             |
| United Kingdom                    |             | 40.00        | -40.00       |             |
| Total Reginal Expenses            | 2,579.92    | 4,708.00     | -2,128.08    | 54.80 %     |
| otal Expenses                     | \$13,930.63 | \$19,256.75  | \$ -5,326.12 | 72.34 %     |
| IET OPERATING INCOME              | \$1,137.37  | \$ -2,649.25 | \$3,786.62   | -42.93 %    |
| Other Income                      |             |              |              |             |
| Interest Income                   | 47.79       | 52.47        | -4.68        | 91.08 %     |
| otal Other Income                 | \$47.79     | \$52.47      | \$ -4.68     | 91.08 %     |
| Other Expenses                    |             |              |              |             |
| Bank Fees                         |             |              |              |             |
| Returned Check Charge back        | 15.00       |              | 15.00        |             |
| Total Bank Fees                   | 15.00       |              | 15.00        |             |
| Paypal Service Charge             | 207.78      | 375.03       | -167.25      | 55.40 %     |
| Total Other Expenses              | \$222.78    | \$375.03     | \$ -152.25   | 59.40 %     |
|                                   | \$ -174.99  | \$ -322.56   | \$147.57     | 54.25 %     |

#### Budget vs. Actuals: Budget\_FY24\_P&L - FY24 P&L

|            |          | TOTAL        |             |             |  |
|------------|----------|--------------|-------------|-------------|--|
|            | ACTUAL   | BUDGET       | OVER BUDGET | % OF BUDGET |  |
| NET INCOME | \$962.38 | \$ -2,971.81 | \$3,934.19  | -32.38 %    |  |

### Profit and Loss January - September, 2024

|                                      | TOTAL       |
|--------------------------------------|-------------|
| Income                               |             |
| Clan Mem. Yrly Dues& Reg. Sup.       |             |
| Membership dues- Online Payment      | 4,795.00    |
| Membership Dues-by mail              | 4,755.00    |
| Regional Support                     |             |
| Far South Region                     | 10.00       |
| Great Lakes Region                   | 10.00       |
| Mid Central Region                   | 10.00       |
| Mid East Region                      | 20.00       |
| Mid South Region                     | 15.00       |
| North Pacific Region                 | 10.00       |
| South East Region                    | 15.00       |
| South Pacific Region                 | 30.00       |
| Total Regional Support               | 120.00      |
| Total Clan Mem. Yrly Dues& Reg. Sup. | 9,670.00    |
| Contributions Income                 |             |
| Donation                             | 15.00       |
| Genealogy                            | 680.00      |
| General                              | 588.00      |
| Youth Scholarship Fundraisers        | 100.00      |
| Youth Scholarship General            | 3,015.00    |
| Total Donation                       | 4,398.00    |
| Total Contributions Income           | 4,398.00    |
| Services                             | 1,000.00    |
| Total Income                         | \$15,068.00 |
| GROSS PROFIT                         | \$15,068.00 |
| Expenses                             |             |
| Administration                       |             |
| AWARD                                |             |
| Chief's Order Medallions             | 377.70      |
| Member Year Pins                     | 507.50      |
| Total AWARD                          | 885.20      |
| Bodygaurd                            | -40.00      |
| Computer Software/Supplies           | 422.58      |
| Zoom Admin                           | 165.90      |
| Total Computer Software/Supplies     | 588.48      |
| Genealogist                          | 245.03      |
| DNA Project                          | 119.40      |

### Profit and Loss

|                                   | TOTAL       |
|-----------------------------------|-------------|
| Insurance                         | 798.00      |
| Membership Secretary              |             |
| Clerical Supplies                 | 179.01      |
| Membership Dues Renewal Cards     | 69.98       |
| Postage                           | 804.13      |
| Trifolds                          | 331.28      |
| Total Membership Secretary        | 1,384.40    |
| VP Ops                            |             |
| Clerical Supplies                 | 74.50       |
| Postage                           | 117.92      |
| Total VP Ops                      | 192.42      |
| Total Administration              | 4,172.93    |
| An Canach                         |             |
| addressing                        | 315.00      |
| Postage                           | 1,142.97    |
| Printing                          | 2,372.02    |
| UPS Delivery                      | 69.35       |
| Total An Canach                   | 3,899.34    |
| Contributions and Donations       |             |
| Chiefs Fund Youth Scholarships    | 3,200.00    |
| Total Contributions and Donations | 3,200.00    |
| Cost of Convening at Games        |             |
| Materials for Games               | 78.44       |
| Total Cost of Convening at Games  | 78.44       |
| Promotional                       |             |
| COSCA                             | 0.00        |
| Total Promotional                 | 0.00        |
| Reginal Expenses                  |             |
| Far South                         | 313.48      |
| Mid East                          | 330.00      |
| South Pacific                     | 323.58      |
| Southeast                         | 1,612.86    |
| Total Reginal Expenses            | 2,579.92    |
| Total Expenses                    | \$13,930.63 |
| NET OPERATING INCOME              | \$1,137.37  |
| Other Income                      |             |
| Interest Income                   | 47.79       |
| Total Other Income                | \$47.79     |

### Profit and Loss January - September, 2024

|                            | TOTAL      |
|----------------------------|------------|
| Other Expenses             |            |
| Bank Fees                  |            |
| Returned Check Charge back | 15.00      |
| Total Bank Fees            | 15.00      |
| Paypal Service Charge      | 207.78     |
| Total Other Expenses       | \$222.78   |
| NET OTHER INCOME           | \$ -174.99 |
| NET INCOME                 | \$962.38   |

### Profit and Loss Comparison

|                                      | TOTAL           |                      |          |
|--------------------------------------|-----------------|----------------------|----------|
|                                      | JAN - SEP, 2024 | JAN - SEP, 2023 (PP) | CHANG    |
| ncome                                |                 |                      |          |
| Clan Mem. Yrly Dues& Reg. Sup.       |                 |                      |          |
| Membership dues- Online Payment      | 4,795.00        | 4,125.00             | 670.0    |
| Membership Dues-by mail              | 4,755.00        | 3,815.00             | 940.0    |
| Regional Support                     |                 | 35.00                | -35.0    |
| Canadian Region                      |                 | 20.00                | -20.0    |
| Far South Region                     | 10.00           | 245.00               | -235.0   |
| Great Lakes Region                   | 10.00           | 205.00               | -195.0   |
| Mid Central Region                   | 10.00           | 90.00                | -80.0    |
| Mid East Region                      | 20.00           | 375.00               | -355.0   |
| Mid South Region                     | 15.00           | 170.00               | -155.0   |
| North Central Region                 |                 | 30.00                | -30.0    |
| North East Region                    |                 | 185.00               | -185.0   |
| North Pacific Region                 | 10.00           | 140.00               | -130.0   |
| South East Region                    | 15.00           | 780.00               | -765.0   |
| South Pacific Region                 | 30.00           | 265.00               | -235.0   |
| South West Region                    |                 | 160.00               | -160.0   |
| United Kingdom                       |                 | 15.00                | -15.0    |
| Total Regional Support               | 120.00          | 2,715.00             | -2,595.0 |
| Total Clan Mem. Yrly Dues& Reg. Sup. | 9,670.00        | 10,655.00            | -985.0   |
| Contributions Income                 |                 |                      |          |
| Chief Fund - Restricted              |                 |                      |          |
| Amazon Smile                         |                 | 304.75               | -304.7   |
| Total Chief Fund - Restricted        |                 | 304.75               | -304.7   |
| Donation                             | 15.00           |                      | 15.0     |
| Genealogy                            | 680.00          | 710.00               | -30.0    |
| General                              | 588.00          | 1,670.00             | -1,082.0 |
| Membership                           |                 | 2,000.00             | -2,000.0 |
| Postage                              |                 | 10.00                | -10.0    |
| Youth Scholarship Fundraisers        | 100.00          | 2,536.39             | -2,436.3 |
| Youth Scholarship General            | 3,015.00        | 285.00               | 2,730.0  |
| Total Donation                       | 4,398.00        | 7,211.39             | -2,813.3 |
| Total Contributions Income           | 4,398.00        | 7,516.14             | -3,118.  |
| Donation Expenses                    |                 |                      |          |
| Insurance                            |                 | 800.00               | -800.0   |
| Total Donation Expenses              |                 | 800.00               | -800.0   |
| Henderson Goods                      |                 |                      |          |
| Tee Shirts                           |                 | 6.00                 | -6.0     |
| Total Henderson Goods                |                 | 6.00                 | -6.0     |

### Profit and Loss Comparison

|                                  | TOTAL           |                      |              |  |
|----------------------------------|-----------------|----------------------|--------------|--|
|                                  | JAN - SEP, 2024 | JAN - SEP, 2023 (PP) | CHANGE       |  |
| Services                         | 1,000.00        |                      | 1,000.00     |  |
| Total Income                     | \$15,068.00     | \$18,977.14          | \$ -3,909.14 |  |
| Cost of Goods Sold               |                 |                      |              |  |
| Cost of Goods Sold               |                 |                      |              |  |
| Tee shirts                       |                 | 4.50                 | -4.50        |  |
| Total Cost of Goods Sold         |                 | 4.50                 | -4.50        |  |
| Total Cost of Goods Sold         | \$0.00          | \$4.50               | \$ -4.50     |  |
| GROSS PROFIT                     | \$15,068.00     | \$18,972.64          | \$ -3,904.64 |  |
| Expenses                         |                 |                      |              |  |
| Administration                   |                 |                      |              |  |
| AWARD                            |                 |                      |              |  |
| Chief's Order Medallions         | 377.70          | 36.28                | 341.42       |  |
| Member Year Pins                 | 507.50          |                      | 507.50       |  |
| Total AWARD                      | 885.20          | 36.28                | 848.92       |  |
| Bodygaurd                        | -40.00          | -40.00               | 0.00         |  |
| Computer Software/Supplies       | 422.58          |                      | 422.58       |  |
| QR Code Generator                |                 | 0.00                 | 0.00         |  |
| Zoom Admin                       | 165.90          |                      | 165.90       |  |
| Total Computer Software/Supplies | 588.48          | 0.00                 | 588.48       |  |
| Genealogist                      | 245.03          | 795.01               | -549.98      |  |
| DNA Project                      | 119.40          |                      | 119.40       |  |
| Total Genealogist                | 364.43          | 795.01               | -430.58      |  |
| Insurance                        | 798.00          | 798.00               | 0.00         |  |
| Membership Secretary             |                 |                      |              |  |
| Clerical Supplies                | 179.01          | 27.34                | 151.67       |  |
| Membership Dues Renewal Cards    | 69.98           |                      | 69.98        |  |
| Postage                          | 804.13          | 547.18               | 256.9        |  |
| Trifolds                         | 331.28          |                      | 331.28       |  |
| Total Membership Secretary       | 1,384.40        | 574.52               | 809.88       |  |
| VP Ops                           |                 |                      |              |  |
| Clerical Supplies                | 74.50           |                      | 74.50        |  |
| Postage                          | 117.92          |                      | 117.92       |  |
| Total VP Ops                     | 192.42          |                      | 192.42       |  |
| Total Administration             | 4,172.93        | 2,163.81             | 2,009.12     |  |
| An Canach                        |                 |                      |              |  |
| addressing                       | 315.00          | 315.00               | 0.00         |  |
| Postage                          | 1,142.97        | 1,129.79             | 13.18        |  |
| Printing                         | 2,372.02        | 2,553.50             | -181.48      |  |

### Profit and Loss Comparison

|                                       | TOTAL           |                      |              |  |
|---------------------------------------|-----------------|----------------------|--------------|--|
|                                       | JAN - SEP, 2024 | JAN - SEP, 2023 (PP) | CHANGE       |  |
| UPS Delivery                          | 69.35           | 72.02                | -2.67        |  |
| Total An Canach                       | 3,899.34        | 4,070.31             | -170.97      |  |
| Contributions and Donations           |                 |                      |              |  |
| Chiefs Fund Youth Scholarships        | 3,200.00        | 3,000.00             | 200.00       |  |
| Nat. Scottish Immigrant's Mem.        |                 | 400.00               | -400.00      |  |
| Various Other Not-For-Profit          |                 | 1,600.00             | -1,600.00    |  |
| Total Contributions and Donations     | 3,200.00        | 5,000.00             | -1,800.00    |  |
| Cost of Convening at Games            |                 |                      |              |  |
| Materials for Games                   | 78.44           | 60.39                | 18.05        |  |
| Total Cost of Convening at Games      | 78.44           | 60.39                | 18.05        |  |
| Henderson Goods EXP-non invntry       |                 |                      |              |  |
| Medal of Office                       |                 | 5.17                 | -5.17        |  |
| Total Henderson Goods EXP-non invntry |                 | 5.17                 | -5.17        |  |
| Promotional                           |                 |                      |              |  |
| COSCA                                 | 0.00            | 50.00                | -50.00       |  |
| Total Promotional                     | 0.00            | 50.00                | -50.00       |  |
| Reginal Expenses                      |                 |                      |              |  |
| Far South                             | 313.48          | 410.62               | -97.14       |  |
| Mid Central                           |                 | 276.31               | -276.31      |  |
| Mid East                              | 330.00          | 951.68               | -621.68      |  |
| POSTAGE                               |                 | 85.00                | -85.00       |  |
| South Pacific                         | 323.58          | 192.77               | 130.81       |  |
| Southeast                             | 1,612.86        | 1,126.00             | 486.86       |  |
| Total Reginal Expenses                | 2,579.92        | 3,042.38             | -462.46      |  |
| Total Expenses                        | \$13,930.63     | \$14,392.06          | \$ -461.43   |  |
| NET OPERATING INCOME                  | \$1,137.37      | \$4,580.58           | \$ -3,443.21 |  |
| Other Income                          |                 |                      |              |  |
| Interest Income                       | 47.79           | 60.00                | -12.21       |  |
| Total Other Income                    | \$47.79         | \$60.00              | \$ -12.21    |  |
| Other Expenses                        |                 |                      |              |  |
| Bank Fees                             |                 |                      |              |  |
| Returned Check Charge back            | 15.00           | 30.00                | -15.00       |  |
| Total Bank Fees                       | 15.00           | 30.00                | -15.00       |  |
| Membership                            |                 | 35.00                | -35.00       |  |
| Paypal Service Charge                 | 207.78          | 261.76               | -53.98       |  |
| Total Other Expenses                  | \$222.78        | \$326.76             | \$ -103.98   |  |
| NET OTHER INCOME                      | \$ -174.99      | \$ -266.76           | \$91.77      |  |
| NET INCOME                            | \$962.38        | \$4,313.82           | \$ -3,351.44 |  |