

FEDERAL MANAGERS ASSOCIATION  
Budget vs Actual  
October 1, 2022 through September 30, 2023

													TOTAL		
	Oct 22	Budget	% of Budget	Nov 22	Budget	% of Budget	Dec 22	Budget	% of Budget	Jan 23	Budget	% of Budget	Oct '22 - Jan 23	Budget	% of Budget
Ordinary Income/Expense															
Income															
300 · Dues															
301 · Chapter Dues															
302 · Retirees															
305 · Lifetime Dues	250.00	2,000.00	12.5%	250.00	0.00	100.0%	500.00	0.00	100.0%	250.00	0.00	100.0%	1,250.00	2,000.00	62.5%
302 · Retirees - Other	1,082.75	10,508.00	10.3%	479.25	0.00	100.0%	35.50	0.00	100.0%	2,804.50	0.00	100.0%	4,402.00	10,508.00	41.89%
Total 302 · Retirees	1,332.75	12,508.00	10.66%	729.25	0.00	100.0%	535.50	0.00	100.0%	3,054.50	0.00	100.0%	5,652.00	12,508.00	45.19%
301 · Chapter Dues - Other	71,789.74	480,951.00	14.93%	43,042.25	0.00	100.0%	28,549.00	0.00	100.0%	44,124.34	0.00	100.0%	187,505.33	480,951.00	38.99%
Total 301 · Chapter Dues	73,122.49	493,459.00	14.82%	43,771.50	0.00	100.0%	29,084.50	0.00	100.0%	47,178.84	0.00	100.0%	193,157.33	493,459.00	39.14%
311 · Members-at-Large	2,100.00	11,025.00	19.05%	300.00	0.00	100.0%	0.00	0.00	0.0%	225.00	0.00	100.0%	2,625.00	11,025.00	23.81%
312 · Corporate	0.00	59,000.00	0.0%	7,500.00	0.00	100.0%	1,625.00	0.00	100.0%	0.00	0.00	0.0%	9,125.00	59,000.00	15.47%
Total 300 · Dues	75,222.49	563,484.00	13.35%	51,571.50	0.00	100.0%	30,709.50	0.00	100.0%	47,403.84	0.00	100.0%	204,907.33	563,484.00	36.36%
331 · Advertising Sales	0.00	2,000.00	0.0%	278.23	0.00	100.0%	69.73	0.00	100.0%	1,105.61	0.00	100.0%	1,453.57	2,000.00	72.68%
351 · Convention Fees															
35101 · Seminar Only	0.00	550.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	550.00	0.0%
35102 · Exhibitors	0.00	2,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,000.00	0.0%
35103 · Special Events	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	250.00	0.00	100.0%	250.00	0.00	100.0%
35104 · Luncheon/Dinner Guest Tickets	0.00	500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	500.00	0.0%
351 · Convention Fees - Other	0.00	30,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	1,950.00	0.00	100.0%	1,950.00	30,000.00	6.5%
Total 351 · Convention Fees	0.00	33,050.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	2,200.00	0.00	100.0%	2,200.00	33,050.00	6.66%
370 · Mailing List Sales	0.00	250.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	250.00	0.0%
381 · Magazine Subscriptions	0.00	30.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	30.00	0.0%
382 · Membership Products	0.00	600.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	600.00	0.0%
391 · Miscellaneous Income															
39101 · Refunds	0.00	3,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	3,500.00	0.0%
393 · Rental Income	2,000.00	24,000.00	8.33%	2,000.00	0.00	100.0%	2,000.00	0.00	100.0%	2,000.00	0.00	100.0%	8,000.00	24,000.00	33.33%
391 · Miscellaneous Income - Other	1,346.84	4,000.00	33.67%	1.00	0.00	100.0%	0.00	0.00	0.0%	347.50	0.00	100.0%	1,695.34	4,000.00	42.38%
Total 391 · Miscellaneous Income	3,346.84	31,500.00	10.63%	2,001.00	0.00	100.0%	2,000.00	0.00	100.0%	2,347.50	0.00	100.0%	9,695.34	31,500.00	30.78%
Total Income	78,569.33	630,914.00	12.45%	53,850.73	0.00	100.0%	32,779.23	0.00	100.0%	53,056.95	0.00	100.0%	218,256.24	630,914.00	34.59%
Gross Profit	78,569.33	630,914.00	12.45%	53,850.73	0.00	100.0%	32,779.23	0.00	100.0%	53,056.95	0.00	100.0%	218,256.24	630,914.00	34.59%
Expense															
500 · Payroll Expenses															
501 · Salary Admin															
50101 · Staff--N.O.	20,858.76	295,350.00	7.06%	20,858.76	0.00	100.0%	23,858.76	0.00	100.0%	19,546.03	0.00	100.0%	85,122.31	295,350.00	28.82%
50102 · Executive Board															
501R1 · Fees RegDir1	0.00	900.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	900.00	0.0%
501R2 · Fees RegDir2	0.00	900.00	0.0%	150.00	0.00	100.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	150.00	900.00	16.67%
501R3 · Fees RegDir3	0.00	900.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	900.00	0.0%
501R4 · Fees RegDir4	0.00	900.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	900.00	0.0%
52101 · Fees President	0.00	2,250.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,250.00	0.0%
52102 · Fees Vice President	0.00	750.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	750.00	0.0%
52103 · Fees Secretary	0.00	750.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	750.00	0.0%
52104 · Fees - Treasurer	0.00	750.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	750.00	0.0%
50102 · Executive Board - Other	0.00	20,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	20,500.00	0.0%
Total 50102 · Executive Board	0.00	28,600.00	0.0%	150.00	0.00	100.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	150.00	28,600.00	0.52%
Total 501 · Salary Admin	20,858.76	323,950.00	6.44%	21,008.76	0.00	100.0%	23,858.76	0.00	100.0%	19,546.03	0.00	100.0%	85,272.31	323,950.00	26.32%
50901 · Employer's FICA/Medicare	1,565.10	22,000.00	7.11%	1,565.10	0.00	100.0%	1,794.60	0.00	100.0%	1,740.44	0.00	100.0%	6,665.24	22,000.00	30.3%
Total 500 · Payroll Expenses	22,423.86	345,950.00	6.48%	22,573.86	0.00	100.0%	25,653.36	0.00	100.0%	21,286.47	0.00	100.0%	91,937.55	345,950.00	26.58%
503 · Employee Benefits															
50301 · Employee Insurance Benefits	2,556.19	44,000.00	5.81%	3,015.78	0.00	100.0%	3,015.78	0.00	100.0%	3,015.78	0.00	100.0%	11,603.53	44,000.00	26.37%
50302 · Employee Retirement Benefits	1,202.94	15,000.00	8.02%	1,202.94	0.00	100.0%	1,352.94	0.00	100.0%	1,202.94	0.00	100.0%	4,961.76	15,000.00	33.08%
Total 503 · Employee Benefits	3,759.13	59,000.00	6.37%	4,218.72	0.00	100.0%	4,368.72	0.00	100.0%	4,218.72	0.00	100.0%	16,565.29	59,000.00	28.08%
601 · Building Expenses															
60120 · Real Estate Taxes	5,363.28	12,500.00	42.91%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	5,363.28	12,500.00	42.91%
60130 · Janitorial	500.00	6,000.00	8.33%	500.00	0.00	100.0%	500.00	0.00	100.0%	0.00	0.00	0.0%	1,500.00	6,000.00	25.0%

FEDERAL MANAGERS ASSOCIATION  
Budget vs Actual  
October 1, 2022 through September 30, 2023

													TOTAL		
	Oct 22	Budget	% of Budget	Nov 22	Budget	% of Budget	Dec 22	Budget	% of Budget	Jan 23	Budget	% of Budget	Oct '22 - Jan 23	Budget	% of Budget
60140 · Electric	271.87	4,500.00	6.04%	0.00	0.00	0.0%	224.70	0.00	100.0%	398.80	0.00	100.0%	895.37	4,500.00	19.9%
60150 · Alarm	120.00	700.00	17.14%	0.00	0.00	0.0%	0.00	0.00	0.0%	222.50	0.00	100.0%	342.50	700.00	48.93%
60160 · Condo Fees	1,184.00	15,600.00	7.59%	1,184.00	0.00	100.0%	1,184.00	0.00	100.0%	954.00	0.00	100.0%	4,506.00	15,600.00	28.89%
60170 · Building Expenses-Recycle Costs	40.36	400.00	10.09%	81.86	0.00	100.0%	0.00	0.00	0.0%	41.18	0.00	100.0%	163.40	400.00	40.85%
60180 · Building Exp- 60180 Exterminate	0.00	375.00	0.0%	85.00	0.00	100.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	85.00	375.00	22.67%
60190 · Bldg. - Maintenance	0.00	800.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	800.00	0.0%
<b>Total 601 · Building Expenses</b>	<b>7,479.51</b>	<b>40,875.00</b>	<b>18.3%</b>	<b>1,850.86</b>	<b>0.00</b>	<b>100.0%</b>	<b>1,908.70</b>	<b>0.00</b>	<b>100.0%</b>	<b>1,616.48</b>	<b>0.00</b>	<b>100.0%</b>	<b>12,855.55</b>	<b>40,875.00</b>	<b>31.45%</b>
602 · Office Supplies	34.97	1,700.00	2.06%	368.12	0.00	100.0%	203.99	0.00	100.0%	126.00	0.00	100.0%	733.08	1,700.00	43.12%
603 · Furniture & Equip < \$500	0.00	1,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,000.00	0.0%
604 · Depreciation & Amortization	779.79	9,400.00	8.3%	779.79	0.00	100.0%	779.79	0.00	100.0%	779.79	0.00	100.0%	3,119.16	9,400.00	33.18%
605 · Equipment Rental															
60501 · Copier & Maintenance-Oce'	291.51	5,000.00	5.83%	1,959.86	0.00	100.0%	1,226.65	0.00	100.0%	297.86	0.00	100.0%	3,775.88	5,000.00	75.52%
60502 · Postage Meter-Hasler	0.00	4,500.00	0.0%	1,151.16	0.00	100.0%	226.09	0.00	100.0%	0.00	0.00	0.0%	1,377.25	4,500.00	30.61%
60503 · Mail Equipment - MailFinance	0.00	3,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	3,000.00	0.0%
<b>Total 605 · Equipment Rental</b>	<b>291.51</b>	<b>12,500.00</b>	<b>2.33%</b>	<b>3,111.02</b>	<b>0.00</b>	<b>100.0%</b>	<b>1,452.74</b>	<b>0.00</b>	<b>100.0%</b>	<b>297.86</b>	<b>0.00</b>	<b>100.0%</b>	<b>5,153.13</b>	<b>12,500.00</b>	<b>41.23%</b>
607 · Service Fees - Client Analysis															
60702 · Service Fees-AMEX Fees	0.00	345.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	345.00	0.0%
60703 · Service Fees-Merchants Fees	109.36	1,900.00	5.76%	97.80	0.00	100.0%	113.46	0.00	100.0%	61.96	0.00	100.0%	382.58	1,900.00	20.14%
607 · Service Fees - Client Analysis - Other	10.44	600.00	1.74%	10.82	0.00	100.0%	162.72	0.00	100.0%	4.72	0.00	100.0%	188.70	600.00	31.45%
<b>Total 607 · Service Fees - Client Analysis</b>	<b>119.80</b>	<b>2,845.00</b>	<b>4.21%</b>	<b>108.62</b>	<b>0.00</b>	<b>100.0%</b>	<b>276.18</b>	<b>0.00</b>	<b>100.0%</b>	<b>66.68</b>	<b>0.00</b>	<b>100.0%</b>	<b>571.28</b>	<b>2,845.00</b>	<b>20.08%</b>
608 · Professional Services															
60804 · Financial Services (CPA)	0.00	2,500.00	0.0%	0.00	0.00	0.0%	575.00	0.00	100.0%	1,715.60	0.00	100.0%	2,290.60	2,500.00	91.62%
60805 · Payroll Services	177.24	2,200.00	8.06%	152.24	0.00	100.0%	152.24	0.00	100.0%	314.74	0.00	100.0%	796.46	2,200.00	36.2%
<b>Total 608 · Professional Services</b>	<b>177.24</b>	<b>4,700.00</b>	<b>3.77%</b>	<b>152.24</b>	<b>0.00</b>	<b>100.0%</b>	<b>727.24</b>	<b>0.00</b>	<b>100.0%</b>	<b>2,030.34</b>	<b>0.00</b>	<b>100.0%</b>	<b>3,087.06</b>	<b>4,700.00</b>	<b>65.68%</b>
609 · IT Support Services	150.00	4,000.00	3.75%	1,132.00	0.00	100.0%	190.00	0.00	100.0%	170.00	0.00	100.0%	1,642.00	4,000.00	41.05%
610 · Service Subscriptions	4,064.50	21,000.00	19.36%	366.00	0.00	100.0%	956.00	0.00	100.0%	366.00	0.00	100.0%	5,752.50	21,000.00	27.39%
612 · Insurance-Corporate	0.00	6,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	6,500.00	0.0%
613 · Training - N.O. Staff	0.00	500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	500.00	0.0%
614 · Organization or Membership Dues	0.00	645.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	645.00	0.0%
616 · Online Registration Service	0.00	230.00	0.0%	0.00	0.00	0.0%	175.10	0.00	100.0%	0.00	0.00	0.0%	175.10	230.00	76.13%
629 · Phone Services															
630 · Local Phone	247.14	3,100.00	7.97%	247.11	0.00	100.0%	247.11	0.00	100.0%	247.84	0.00	100.0%	989.20	3,100.00	31.91%
63002 · Wireless Cell Phones	0.00	1,500.00	0.0%	92.70	0.00	100.0%	104.67	0.00	100.0%	104.67	0.00	100.0%	302.04	1,500.00	20.14%
632 · EB Conference Calls	0.00	300.00	0.0%	1.75	0.00	100.0%	1.83	0.00	100.0%	0.00	0.00	0.0%	3.58	300.00	1.19%
<b>Total 629 · Phone Services</b>	<b>247.14</b>	<b>4,900.00</b>	<b>5.04%</b>	<b>341.56</b>	<b>0.00</b>	<b>100.0%</b>	<b>353.61</b>	<b>0.00</b>	<b>100.0%</b>	<b>352.51</b>	<b>0.00</b>	<b>100.0%</b>	<b>1,294.82</b>	<b>4,900.00</b>	<b>26.43%</b>
633 · Deliveries	0.00	1,000.00	0.0%	8.72	0.00	100.0%	55.56	0.00	100.0%	5.00	0.00	100.0%	69.28	1,000.00	6.93%
641 · Local Property Tax	0.00	700.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	700.00	0.0%
650 · Corporate & Coalition Relations	0.00	300.00	0.0%	83.94	0.00	100.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	83.94	300.00	27.98%
660 · Advocacy	0.00	200.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	200.00	0.0%
661 · EB/N.O. Business/Mtgs															
66101 · Exp President	0.00	4,714.00	0.0%	726.42	0.00	100.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	726.42	4,714.00	15.41%
66102 · Exp Vice President	0.00	1,714.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,714.00	0.0%
66103 · Exp Secretary	0.00	1,714.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,714.00	0.0%
66104 · Exp Treasurer	0.00	1,714.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,714.00	0.0%
66105 · Exp NOS NC	0.00	1,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,000.00	0.0%
661R1 · Exp RegDir1	0.00	2,594.00	0.0%	1,285.38	0.00	100.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	1,285.38	2,594.00	49.55%
661R2 · Exp RegDir2	0.00	2,594.00	0.0%	759.50	0.00	100.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	759.50	2,594.00	29.28%
661R3 · Exp RegDir3	0.00	2,594.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,594.00	0.0%
661R4 · Exp RegDir4	0.00	2,594.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	1,687.72	0.00	100.0%	1,687.72	2,594.00	65.06%
661 · EB/N.O. Business/Mtgs - Other	0.00	1,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,000.00	0.0%
<b>Total 661 · EB/N.O. Business/Mtgs</b>	<b>0.00</b>	<b>22,232.00</b>	<b>0.0%</b>	<b>2,771.30</b>	<b>0.00</b>	<b>100.0%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>1,687.72</b>	<b>0.00</b>	<b>100.0%</b>	<b>4,459.02</b>	<b>22,232.00</b>	<b>20.06%</b>
663 · Recruitment															
666 · Recruitment Material/Supplies	0.00	2,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,000.00	0.0%
663 · Recruitment - Other	0.00	5,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	5,000.00	0.0%
<b>Total 663 · Recruitment</b>	<b>0.00</b>	<b>7,000.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>7,000.00</b>	<b>0.0%</b>
667 · Member Products	0.00	500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	500.00	0.0%

FEDERAL MANAGERS ASSOCIATION  
Budget vs Actual  
October 1, 2022 through September 30, 2023

	Oct 22			Nov 22			Dec 22			Jan 23			TOTAL		
	Oct 22	Budget	% of Budget	Nov 22	Budget	% of Budget	Dec 22	Budget	% of Budget	Jan 23	Budget	% of Budget	Oct '22 - Jan 23	Budget	% of Budget
699 · Miscellaneous Expense	387.50	3,000.00	12.92%	3,334.10	0.00	100.0%	753.80	0.00	100.0%	0.00	0.00	0.0%	4,475.40	3,000.00	149.18%
701 · Magazine - Layout/Printing	0.00	29,000.00	0.0%	0.00	0.00	0.0%	7,095.00	0.00	100.0%	0.00	0.00	0.0%	7,095.00	29,000.00	24.47%
703 · Printing-General Office Supply	0.00	800.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	800.00	0.0%
801 · National Convention															
80102 · NC Hotel / Food & Beverage	0.00	40,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	40,000.00	0.0%
802 · NC Rebates	0.00	2,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,500.00	0.0%
803 · NC Printing-Binders/Tabs/Copies															
80301 · NC Legis Printing	0.00	2,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00			0.00	2,000.00	0.0%
803 · NC Printing-Binders/Tabs/Copies - Other	0.00	2,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,000.00	0.0%
Total 803 · NC Printing-Binders/Tabs/Copies	0.00	4,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	4,000.00	0.0%
805 · NC Training	0.00	250.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	250.00	0.0%
Total 801 · National Convention	0.00	46,750.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	46,750.00	0.0%
812 · Natl Conv-Other	0.00	2,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,000.00	0.0%
Total Expense	39,914.95	629,227.00	6.34%	41,200.85	0.00	100.0%	44,949.79	0.00	100.0%	33,003.57	0.00	100.0%	159,069.16	629,227.00	25.28%
Net Ordinary Income	38,654.38	1,687.00	2,291.31%	12,649.88	0.00	100.0%	-12,170.56	0.00	100.0%	20,053.38	0.00	100.0%	59,187.08	1,687.00	3,508.42%
Net Income	<u>38,654.38</u>	<u>1,687.00</u>	<u>2,291.31%</u>	<u>12,649.88</u>	<u>0.00</u>	<u>100.0%</u>	<u>-12,170.56</u>	<u>0.00</u>	<u>100.0%</u>	<u>20,053.38</u>	<u>0.00</u>	<u>100.0%</u>	<u>59,187.08</u>	<u>1,687.00</u>	<u>3,508.42%</u>