



north lake tahoe

Incline Village • Crystal Bay Visitors Bureau

AGENDA

Board of Directors Meeting Incline Village Crystal Bay Visitors Bureau Tuesday May 17th , 2022 @ 3:00 pm

The Board of Directors of the Lake Tahoe Incline Village Crystal Bay Visitors Bureau will hold their next board meeting on Tuesday May 17th, 2022 beginning at 3:00 pm. The meeting will be held at 969 Tahoe Blvd., Incline Village NV 89451.

Public Notice

This notice has been properly posted at the following locations: Incline Village Post Office, IVGID Office, Crystal Bay Post Office, Incline Justice Court, Incline Village Crystal Bay Visitor Bureau, at <https://www.gotahoenorth.com/lake-tahoe/business-community/incline-village-crystal-bay-visitors-bureau/> and NRS 232.2175 at <https://notice.nv.gov>.

Public Comment

Public Comment will be at the beginning and ending of this meeting and is limited to three minutes. The public is encouraged to comment on all agenda items as well as issues not on the agenda during the Public Comment period. Agenda items may be taken out of order, may be combined for consideration by the Board, and may be removed from the Agenda at any time. Members of the public desiring to speak must complete a "Request to Speak" form and return it to the IVCBVB clerk at the beginning of the meeting. Comments based upon viewpoint may not be restricted by the Board.

Supporting Materials

Supporting materials for the meeting are available on the IVCBVB's website at <https://www.gotahoenorth.com/lake-tahoe/business-community/incline-village-crystal-bay-visitors-bureau/>. Pursuant to NRS 241.020(6), supporting material is made available to the general public at the same time it is provided to the Board. The designated contact to obtain support materials is Greg Long, 969 Tahoe Blvd, Incline Village NV 89451 775-832-1606.

Items on the agenda are for possible action by the Board of Directors unless stated otherwise. Items will not necessarily be considered in the order listed. The Board of Directors may combine two or more agenda items for consideration, may remove an item from the agenda or may delay discussion relating to an item on the agenda at any time.

AGENDA

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| I. Call to Order/Roll Call | Bill Watson |
| II. PUBLIC COMMENT – Pursuant to NRS 241.020
This is the time for public to comment on any matter whether or not it is included on the Agenda of this meeting. | Bill Watson |
| III. Approval of Agenda (For Possible Action) | Bill Watson |

Board Agenda

- | | |
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| IV. Approval of March 2022 Board Retreat Minutes
(For Possible Action) | Bill Watson |
| V. Washoe Tahoe Housing Project – Tahoe Prosperity Center (15 min) | Chase Janvrin |
| VI. Lake Tahoe Destination Stewardship Plan Update (15 min) | Andy Chapman |
| VII. Discussion and Possible Action on April 2022 Financials (10 min)
(For Possible Action) | Greg Long |
| VIII. Discussion and Possible Action on FY 2022/23 Budget (20 min)
(For Possible Action) | Andy Chapman/Greg Long |
| IX. Discussion and Direction on IVCBVB Brand Reimaging Project (20 min)
(For Possible Action) | Andy Chapman |
| X. Old Business <ul style="list-style-type: none">• IVCB July 4th SkyShow Update | Bill Watson |
| XI. New Business <ul style="list-style-type: none">• Bart Peterson, Director of Sales• Destination Stewardship Tahoe Public Workshops | Bill Watson |
| XII. Director Comments | Bill Watson |
| XIII. PUBLIC COMMENT – Pursuant to NRS 241.020
This is the time for public to comment on any matter whether or not it is included on the Agenda of this meeting. | Bill Watson |
| XIV. Adjournment – (For Possible Action) | |



north lake tahoe

Incline Village | Crystal Bay Visitors Bureau

**March 2022 Board Retreat Meeting Minutes
Lake Tahoe Incline Village Crystal Bay Visitors Bureau
Wednesday, March 16, 2022, 12:00pm**

I. Call to Order/Roll Call

Bill Watson

The Incline Village Crystal Bay Visitors Bureau (IVCBVB) Board Meeting was called to order at 12:05pm by substitute Chair Michael Murphy. Roll call was taken, and the following members were present: Michael Murphy, Bill Watson, Claudia Andersen, Tyler Gaffaney and Blane Johnson. The following IVCBVB employees were present: Greg Long, Director of Operations, Andy Chapman, President/CEO. Legal representation from Hutchison and Steffen.

II. PUBLIC COMMENT – Pursuant to NRS 241.020

Bill Watson

This is the time for public to comment on any matter whether or not it is included on the Agenda of this meeting.

None.

III. Approval of Agenda (For Possible Action)

Bill Watson

Motion to approve the March 2022 agenda by Michael Murphy. Second by Blane Johnson. Approved.

IV. Approval of Jan. 2022 Board Meeting Minutes (For Possible Action) Bill Watson

Motion to approve the Jan 2022 agenda by Michael Murphy. Second by Blane Johnson. Approved.

V. Discussion on Spring 2022 Micro Transit Funding (For Possible Action) Andy Chapman

CEO Chapman gives update on TART Connect operations from Summer 2021/Fall 2021/Winter 2021/22. 160,000 passengers carried. 41% were in Incline Zone 3 area. 70% are residents. Goal is to continue into Spring 2022. Funding needed is \$120,000. Board agrees to max funding of \$60,000 from IVCBVB. The balance will need to be made up from partners.

Motion to approve 50% (\$60,000) to fund TART Connect for Spring by Claudia Andersen. Second by Michael Murphy. Approved.

VI. Discussion and direction on FY 2022/23 Revenue Projections

Andy Chapman

CEO Chapman discusses the revenue projections for FY2022/2023. He shows 2 different projections. One shows 5% increase to \$2.14MM in revenue. Another shows 12% increase to \$2.20MM in revenue. Murphy thinks we need to increase even more than the 12%.

VII. Board Retreat and Strategic Discussion

Andy Chapman

CEO Chapman discusses the process for the reforecast. Gross revenue looks to be \$112,000 more than budgeted. Overall net income would be overspending budget by \$39,000.

Motion to approve the budget reforecast by Bill Watson. Second by Claudia Andersen. Approved.

- Transit Discussion Direction
 - Placer county TART
Jamie Wright gives update on TART
 - Regional Transportation Commission
Michael Dulude gives update on the RTC and last year's service between Reno and Incline Village.
 - Tahoe Transportation District
Carl Hasty gives update on the TTD and acquisition of Old Elementary School. Other sites are being evaluated.
 - Washoe County
Alexis Hill gives update on Washoe County mobility study that are conducting on SR28 and Area Plan.

- Washoe County Tahoe Update
Alexis Hill included this discussion in her transportation discussion from above. Looking to increase quality of life in Incline Village/Crystal Bay.

- Update from EKN Development Group
Mike Dunn, representing EKN, gave a project update to the board. Biggest takeaway is that they are NOT dramatically changing the TRPA approved project of Boulder Bay. The Biltmore will close for good on April 30th. Cabins will be demolished this year while the main building will wait for next year.

- IVCBVB Reimaging Discussion and Direction
CEO Chapman gives the board an update on the reimaging project. Introduces Abbi Agency to give a presentation. Abbi Agency talks about new mission, vision, names for the organization. Board approves the new name of Travel North Tahoe Nevada. Watson wants to see a shorter version of the mission statement.

- Stewardship and Sustainability Discussion and Direction
CEO Chapman discusses how important stewardship is to our organization and destination. Tells the board we need to have a line item in budget that is for sustainability. Should it be 10% of budget? Board members think it is needed.
- Board Discussion, Direction and Wrap-up
CEO Chapman sums up the day. Blane Johnson wants to be proactive on the review of Andy this year.

VIII. Discussion to Reschedule May Board Meeting **Andy Chapman**

CEO Chapman asks the board if we can change the date of the May board meeting because of a conflict with Tourism Cares. A day will be determined in the near future.

IX. Old Business **Andy Chapman**

None.

X. New Business **Andy Chapman**

None

XI. Director Comments **Bill Watson**

Blane Johnson is appreciative that we are concerned about sustainable tourism. Wants us to be a leader.

XII. PUBLIC COMMENT – Pursuant to NRS 241.020 **Bill Watson**
This is the time for public to comment on any matter whether or not it is included on the Agenda of this meeting.

None

XIII. Adjournment – (For Possible Action)

Adjourned. 4:03pm.

Physically disabled persons desiring to attend should contact Greg Long at (775) 832-1606. Support materials can be found at <https://www.gotahoenorth.com/north-lake-tahoe/business-community/incline-village-crystal-bay-visitors-bureau/>

Public Postings:

Incline Village Post Office

Crystal Bay Post Office

Incline Village Crystal Bay Visitor Bureau

IVGID Office

Incline Justice Court

Nevada notices - <http://www.notice.nv.gov>

April 2022 Financial Summary Report

April Month End Variance Report

REVENUE

- R277 Concierge Sales: Over budget due to higher Thunderbird Lodge ticket sales
- R250 Fund Transfer: Over budget due to higher Feb 2022 TOT collections

EXPENSES

- 0305 Payroll: Over budget due to Bart promotion
- 0460 Contract Services: Over budget due to Abbi Agency contract for reimagining
- 0501 Travel & Lodging: Over budget due to increased travel
- 0751 Concierge Expense: Under budget due to budget issue

April Year to Date Variance Report

REVENUE

- 46000 Merchandise Sales: Under budget due to lower gift shop sales
- R277 Concierge: Under budget due to smoke impacts
- R250 Fund Transfer: Over budget due to higher TOT collections
- R274 Grants: Under budget due to delayed spend
- 5000 COGS: Under budget due to lower gift shop sales

EXPENSES

- 0305 Payroll: Over budget due to employee bonuses and promotion
- 0320 Health Insurance: Under budget due to lower health plan costs
- 0410 Office Supplies: Over budget due to conference room upgrades
- 0411 Maintenance/Janitorial: Under budget due to lower snow removal costs
- 0412 IT Computers: Over budget due to upgraded computer purchases
- 0451 Legal and Accounting: Over budget due to CPA costs
- 0460 Contract Services: Over budget due to Abbi Agency contract for reimagining
- 0501 Travel & Lodging: Over budget due to increased travel
- 0601 Hospitality in Market: Over budget due to holiday party
- 0611 Misc. Advertising Co-op: Under budget due to no opportunities
- 0623 Regional Marketing Programs: Under budget due to lower advertising costs
- 0690 Sponsorship: Under budget due to timing payments
- 0691 Shuttle Subsidy: Over budget due to Fall TART Connect subsidy
- 0751 Concierge Expense: Under budget due to smoke impacts on ticket sales Fall 2021
- 0800 Grants: Under budget due to delayed spend

Profit & Loss Budget vs. Actual

April 2022

	Apr 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
POS Sales				
46000 · Merchandise Sales	2,968.50	2,956.00	12.50	100.4%
R277 · Concierge	5,245.00	2,000.00	3,245.00	262.3%
Total POS Sales	8,213.50	4,956.00	3,257.50	165.7'
R250 · Fund Transfers	173,609.31	156,128.00	17,481.31	111.2'
R252 · Interest Income	17.51			
R270 · Miscellaneous Revenue	5,000.00			
Total Income	186,840.32	161,084.00	25,756.32	116.0'
Cost of Goods Sold				
50000 · Cost of Goods Sold	1,389.25	1,626.00	-236.75	85.4'
Total COGS	1,389.25	1,626.00	-236.75	85.4'
Gross Profit	185,451.07	159,458.00	25,993.07	116.3'
Expense				
0305 · Payroll	28,168.41	26,566.00	1,602.41	106.0'
0314 · State Employer Taxes	326.76	275.00	51.76	118.8'
0315 · Federal Unemployment	4.88	40.00	-35.12	12.2'
0316 · Public Employees Retirement Sys	7,840.88	7,435.00	405.88	105.5'
0319 · Employer Medicare/Soc Sec	458.81	500.00	-41.19	91.8'
0320 · Health Insurance	3,111.23	3,473.00	-361.77	89.6'
0400 · Utilities				
0401 · Utilities- Electric	194.27	200.00	-5.73	97.1%
0402 · Utilities-Gas & Heat	121.14	110.00	11.14	110.1%
0403 · Utilities- Water & Refuse	306.74	330.00	-23.26	93.0%
Total 0400 · Utilities	622.15	640.00	-17.85	97.2'
0405 · Bank & Cr Card Charges	415.38	380.00	35.38	109.3'
0410 · Office Supplies & Expenses	949.06	400.00	549.06	237.3'
0411 · Maintenance/Janitorial	416.00	300.00	116.00	138.7'
0412 · IT - Computers	695.00	0.00	695.00	100.0'
0420 · Postage & Freight	0.00	100.00	-100.00	0.0'
0421 · Communications	553.04	550.00	3.04	100.6'
0422 · Printing Expenses	0.00	250.00	-250.00	0.0'
0430 · Building Repairs & Insurance	315.52	261.00	54.52	120.9'
0451 · Legal & Accounting Services	2,750.00	1,925.00	825.00	142.9'
0460 · Contract Services	11,200.00	6,800.00	4,400.00	164.7'
0461 · Remote Offices	2,500.00	2,500.00	0.00	100.0'
0462 · Equipment Lease & Maint.	289.49	300.00	-10.51	96.5'
0473 · Dues & Subscriptions	11.48	375.00	-363.52	3.1'
0501 · Travel & Lodging	2,969.16	750.00	2,219.16	395.9'
0505 · Local Transportation/Car	0.00	50.00	-50.00	0.0'
0507 · Meeting Expenses	105.84	300.00	-194.16	35.3'

INCLINE VILLAGE CRYSTAL BAY VISITORS BUREAU

5/11/22

Profit & Loss Budget vs. Actual

:crual Basis

April 2022

	<u>Apr 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
0601 · Hospitality in Market				
0601.5 · In House	14.78	500.00	-485.22	3.0%
Total 0601 · Hospitality in Market	14.78	500.00	-485.22	3.0%
0622 · Advertising Co-op	58,333.00	58,333.00	0.00	100.0%
0623 · Regional Marketing Programs	0.00	1,000.00	-1,000.00	0.0%
0650 · Payroll Expense	95.00	100.00	-5.00	95.0%
0751 · Concierge Expense	5,237.50	7,200.00	-1,962.50	72.7%
51100 · Freight and Shipping Costs	17.00			
59900 · POS Inventory Adj -Merchandise	-104.00			
Total Expense	127,296.37	121,303.00	5,993.37	104.9%
Net Ordinary Income	58,154.70	38,155.00	19,999.70	152.4%
Net Income	58,154.70	38,155.00	19,999.70	152.4%

	Jul '21 - Apr 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
POS Sales				
46000 · Merchandise Sales	39,628.10	41,183.00	-1,554.90	96.2%
R277 · Concierge	26,041.25	29,000.00	-2,958.75	89.8%
Total POS Sales	65,669.35	70,183.00	-4,513.65	93.6
R250 · Fund Transfers	1,899,156.95	1,682,437.00	216,719.95	112.9
R252 · Interest Income	96.51			
R270 · Miscellaneous Revenue	25,020.00			
R274 · Grants	0.00	10,000.00	-10,000.00	0.0
Total Income	1,989,942.81	1,762,620.00	227,322.81	112.9
Cost of Goods Sold				
50000 · Cost of Goods Sold	19,123.16	22,651.00	-3,527.84	84.4
Total COGS	19,123.16	22,651.00	-3,527.84	84.4
Gross Profit	1,970,819.65	1,739,969.00	230,850.65	113.3
Expense				
0305 · Payroll	316,163.81	303,437.00	12,726.81	104.2
0313 · Employers Insurance of Nevada	849.00	900.00	-51.00	94.3
0314 · State Employer Taxes	2,284.48	2,340.00	-55.52	97.6
0315 · Federal Unemployment	221.27	540.00	-318.73	41.0
0316 · Public Employees Retirement Sys	76,816.69	76,460.00	356.69	100.5
0319 · Employer Medicare/Soc Sec	5,186.74	5,400.00	-213.26	96.1
0320 · Health Insurance	30,470.61	34,100.00	-3,629.39	89.4
0321 · Employee Training	2,498.00	3,000.00	-502.00	83.3
0400 · Utilities				
0401 · Utilities- Electric	1,940.89	1,991.00	-50.11	97.5%
0402 · Utilities-Gas & Heat	1,002.81	862.00	140.81	116.3%
0403 · Utilities- Water & Refuse	3,228.67	3,300.00	-71.33	97.8%
Total 0400 · Utilities	6,172.37	6,153.00	19.37	100.3
0405 · Bank & Cr Card Charges	5,477.97	3,180.00	2,297.97	172.3
0410 · Office Supplies & Expenses	7,391.69	4,000.00	3,391.69	184.8
0411 · Maintenance/Janitorial				
0411.5 · Snow Removal	900.00	3,300.00	-2,400.00	27.3%
0411 · Maintenance/Janitorial - Other	5,650.20	7,400.00	-1,749.80	76.4%
Total 0411 · Maintenance/Janitorial	6,550.20	10,700.00	-4,149.80	61.2
0412 · IT - Computers	9,830.86	1,250.00	8,580.86	786.5
0415 · Misc. Sales Tax (Sales Tax Paid on Purchases)	0.00	25.00	-25.00	0.0
0420 · Postage & Freight	246.00	1,000.00	-754.00	24.6
0421 · Communications	5,655.58	5,500.00	155.58	102.8
0422 · Printing Expenses	175.09	500.00	-324.91	35.0
0430 · Building Repairs & Insurance	6,377.47	6,527.00	-149.53	97.7
0451 · Legal & Accounting Services	32,250.00	26,251.00	5,999.00	122.9
0460 · Contract Services	118,315.00	68,000.00	50,315.00	174.0
0461 · Remote Offices	25,000.00	25,000.00	0.00	100.0
0462 · Equipment Lease & Maint.	2,719.22	3,000.00	-280.78	90.6
0473 · Dues & Subscriptions	5,929.32	3,750.00	2,179.32	158.1
0474 · License & Fees	41.94	75.00	-33.06	55.9
0501 · Travel & Lodging	10,357.03	6,750.00	3,607.03	153.4
0504 · Registrations	3,667.00	3,500.00	167.00	104.8
0505 · Local Transportation/Car	477.80	500.00	-22.20	95.6
0507 · Meeting Expenses	1,160.26	3,000.00	-1,839.74	38.7
0601 · Hospitality in Market				
0601.5 · In House	3,846.50	3,000.00	846.50	128.2%
0601 · Hospitality in Market - Other	4,251.73	1,500.00	2,751.73	283.4%
Total 0601 · Hospitality in Market	8,098.23	4,500.00	3,598.23	180.0

INCLINE VILLAGE CRYSTAL BAY VISITORS BUREAU
 Profit & Loss Budget vs. Actual
 July 2021 through April 2022

	Jul '21 - Apr 22	Budget	\$ Over Budget	% of Budget
0611 · Advertising Dallas Co-op (Advertising Dallas Co-op)	-1,296.74	150,000.00	-151,296.74	-0.9
0622 · Advertising Co-op	583,330.00	583,330.00	0.00	100.0
0623 · Regional Marketing Programs	3,359.46	10,000.00	-6,640.54	33.6
0650 · Payroll Expense	1,022.50	1,000.00	22.50	102.3
0690 · Sponsorship	71,340.00	163,400.00	-92,060.00	43.7
0691 · Shuttle Subsiday/Sponsorship	295,030.46	220,560.00	74,470.46	133.8
0725 · Uniforms	0.00	500.00	-500.00	0.0
0730 · Special Promotional Items	0.00	3,000.00	-3,000.00	0.0
0751 · Concierge Expense	22,337.00	33,300.00	-10,963.00	67.1
0800 · Grant Expenses	0.00	20,000.00	-20,000.00	0.0
0990 · Depreciation Expense	0.00	10,000.00	-10,000.00	0.0
51100 · Freight and Shipping Costs	576.64			
59900 · POS Inventory Adj -Merchandise	104.60			
Total Expense	1,666,187.55	1,804,428.00	-138,240.45	92.3
Net Ordinary Income	304,632.10	-64,459.00	369,091.10	-472.6
Other Income/Expense				
Other Income				
52500 · Purchase Discounts	86.51			
Total Other Income	86.51			
Other Expense				
July 4th	56,850.00			
Total Other Expense	56,850.00			
Net Other Income	-56,763.49			
Net Income	247,868.61	-64,459.00	312,327.61	-384.5

Budget 2022-2023

	FY 21-22 Actual	FY 21-22 Budget	FY22-23 Projection	Variance \$ Prior Budget	Variance % Prior Budget
Ordinary Income/Expense					
Income					
POS Sales					
46000 - Merchandise Sales	50,994	52,549	55,000	2,451	5%
R277 - Concierge	59,042	67,000	253,000	186,000	278%
R278 - Lift Tickets	0	0	0	0	
R290 - Consignment Sales	0	0	0	0	
Total POS Sales	110,036	119,549	308,000	188,451	158%
R250 - Fund Transfers	2,061,491	1,844,772	2,500,076	655,304	36%
R252 - Interest Income	97	0	0	0	
R269 - On Hold Messaging	0	0	0	0	
R270 - Miscellaneous Revenue	25,020	0	0	0	
R274 - Grants	10,000	10,000	0	-10,000	
Total Income	2,206,644	1,974,321	2,808,076	833,755	42%
Cost of Goods Sold		0	0		
50000 - Cost of Goods Sold	25,374	28,902	30,250	1,348	5%
50003 - Lift Tickets	0	0	0	0	
Total COGS	25,374	28,902	30,250	1,348	5%
Gross Profit	2,181,270	1,945,419	2,777,826	832,407	43%
Expense		0			
0305 - Payroll	378,843	366,933	407,430	40,497	11%
0313 - Employers Insurance of Nevada	849	900	900	0	0%
0314 - State Employer Taxes	2,930	2,985	3,764	779	26%
0315 - Federal Unemployment	300	620	380	-240	-39%
0316 - Public Employees Retirement Sys	94,717	94,170	99,438	5,268	6%
0319 - Employer Medicare/Soc Sec	6,186	6,400	7,501	1,101	17%
0320 - Health Insurance	35,870	41,046	41,220	174	0%
Total Salaries, Wages & Benefits	519,695	513,054	560,633	47,579	9%
0321 - Employee Training	2,498	4,000	4,000	0	0%
0401 - Utilities- Electric	2,320	2,371	2,405	34	1%
0402 - Utilities-Gas & Heat	1,140	1,000	1,171	171	17%
0403 - Utilities- Water & Refuse	3,888	3,960	3,952	-8	0%
0405 - Bank & Cr Card Charges	6,239	3,940	15,398	11,458	291%
0410 - Office Supplies & Expenses	9,399	4,800	6,000	1,200	25%
0411 - Maintenance/Janitorial	7,251	9,000	8,200	-800	-9%
0411.5 - Maintenance/Snow Removal	900	3,300	4,300	1,000	30%
0412 - IT - Computers	10,082	1,500	2,750	1,250	83%
0415 - Misc Tax	25	25	0	-25	
0420 - Postage & Freight	446	1,200	600	-600	-50%
0421 - Communications	6,756	6,600	7,200	600	9%
0422 - Printing	250	500	1,500	1,000	200%
0430 - Building Repairs & Insurance	10,380	10,527	8,400	-2,127	-20%
0451 - Legal & Accounting Services	37,650	30,101	33,000	2,899	10%
0460 - Contract Services	145,315	79,800	118,800	39,000	49%
0461 - Remote Offices	30,000	30,000	42,000	12,000	40%
0462 - Equipment Lease & Maint.	3,318	3,600	3,600	0	0%
0470 - Misc. Expenses	910	0	0	0	
0473 - Dues & Subscriptions	5,012	4,500	6,000	1,500	33%
0474 - License & Fees	2,324	75	2,300	2,225	2967%
0501 - Travel & Lodging	9,576	9,000	9,000	0	0%
0504 - Registrations	4,667	2,625	3,625	1,000	38%
0505 - Local Transportation/Car	577	600	600	0	0%
0507 - Meeting Expenses	1,760	3,600	3,000	-600	-17%
0601.5 - Hospitality In House	3,947	3,200	1,200	-2,000	-63%
0601 - Hospitality in Market - Other	4,251	2,000	2,400	400	20%
0611 - Misc. Advertising Co-op	57,036	150,000	350,000	200,000	133%
0622 - Advertising Co-op	641,667	700,000	1,100,000	400,000	57%
0623 - Regional Marketing Programs	4,359	12,000	12,000	0	0%
0650 - Payroll Expense	1,223	1,200	1,200	0	0%
0689 - WEB Development	8,000	8,000	10,000	2,000	25%
0690 - Sponsorship	91,340	163,400	200,000	36,600	22%
0691 - Shuttle Subsidy/Sponsorship	295,030	232,890	108,310	-124,580	-53%
0725 - Uniforms	0	500	1,250	750	
0730 - Special Promotional Items	1,000	4,000	4,000	0	0%
0733 - On-Hold Messaging	0	0	0	0	
0751 - Concierge Expense	52,037	60,300	123,210	62,910	104%
800 - Grant Expenditures	24	20,000	45	-19,955	-100%
0990 - Depreciation Expense	10,030	10,000	10,000	0	0%
51100 - Freight and Shipping Costs	552	0	0	0	
59900 - POS Inventory Adj -Merchandise	76	0	500	500	
Total Expense	1,992,950	2,097,168	2,772,549	675,381	32%
Net Ordinary Income	188,320	-151,749	5,277	157,026	-103%
Other Expense					
Balancing Adjustments					
Total Other Expense					
Net Other Income					
Net Income					
		179,365	5,277	157,026	