2013 Final & Approved	2013
	Approved
INCOME	
County	\$170,000
IDA	\$200,000
Private Investors	\$195,000
ABG Investors (Membership)	\$15,000
Total Private Investors (Lines 3-4)	\$210,000
Events	\$173,000
Broker Tour	\$50,000
Interest	\$2,800
Advertising (newsletter & website, national print)	\$15,000
Alliance for Balanced Growth (Events/Marketing)	\$6,500
Misc (income to be determined)	\$0
TOTAL INCOME	\$827,300
EXPENSES	
Benefits (medical & pension)	\$40,000
Gross Payroll	\$364,570
Bonus Pool	\$69,000
Insurance (Worker's Comp & Disability)	\$3,000
Taxes (FICA, FUTA, SUTA)	\$38,000
Personnel (Lines 14-18)	\$514,570
Depreciation	\$23,355
Auto	\$12,000
Trade Shows & Memberships	\$22,500
Int Mktg & Comm. Func - Special Projects	\$4,000
External Mktg (Website, Design, Printing, Newsletter)	\$13,270
Special External Marketing (New Marketing Campaign)	\$0
Training	\$2,000
Travel & Entertainment	\$2,500
Mileage & Tolls	\$3,900
Office Supplies (General)	\$8,000
Postage	\$3,000
Telephone (cell & office)	\$15,000
Subscriptions	\$700
Public Relations	\$3,500
Business Development (Att & BR&E) (Lines 21-33)	\$90,370
Events	\$90,000
Broker Tour	\$30,000
Alliance for Balanced Growth (Events/Marketing)	\$6,000
Miscellaneous (recognition awards)	\$2,200
Investor Campaign Expenses & 1099 Consultant	\$18,000
Attorney Fees & HR Consultant	\$4,000
Audit	\$10,000
Bank Charges	\$750
1099 Office Help	\$750
Computers (Maintenance/Upgrades&Purchases)	\$9,000
Payroll Fees	\$5,500
Insurance (D&O, Office)	\$2,500
Office Equipment: Leases & Purchases (Non-computers)	\$8,500
Office Cleaning	\$2,400
Rent	\$32,760
General Administration (Lines 40-49)	\$76,160
TOTAL EXPENSES	\$850,655
Non Cash Expenses	\$23,355
NET INCOME OVER EXPENSES	\$(
Special External Marketing Initiative	\$21,730

	2014	2014
	IOONE	
Cake a	ICOME	0170 000
210	ounty	\$170,000
	rivate Investors	\$200,000
		\$195,000
	BG Investors (Membership)	\$19,000
	otal Private Investors (Lines 3-4) vents	\$214,000
		\$173,000
	roker Tour terest	\$0
		\$2,200
	dvertising (newsletter & website, national print) liance for Balanced Growth (Events/Marketing)	\$15,000
	(3)	\$6,500
000000000	Decial External Marketing Initiative	\$0
To Provide the		\$780,700
10000000	XPENSES	*
	Benefits (medical & pension)	\$28,500
	Gross Payroll	\$369,000
	Bonus Pool	\$65,000
	nsurance (Worker's Comp & Disability)	\$3,000
5.5.5.500	Faxes (FICA, FUTA, SUTA)	\$35,500
1000300	ersonnel (Lines 14-18)	\$501,000
1993	epreciation	\$7,000
	Auto	\$12,000
	rade Shows & Memberships	\$9,000
	nt Mktg & Comm. Func - Special Projects	\$4,000
	External Mktg (Website, Design,Printing,Newsletter)	\$15,000
	Special External Marketing (New Marketing Campaign)	\$0
	ersonal Search	\$0
	raining	\$1,000
27 T	ravel & Entertainment	\$2,000
28 N	/lileage & Tolls	\$6,000
29 C	Office Supplies (General)	\$7,000
30 F	Postage	\$1,200
31 T	elephone (cell & office)	\$15,000
32 S	Subscriptions	\$2,500
	Public Relations	\$3,500
	usiness Development (Att & BR&E) (Lines 21-33)	\$78,200
35 Ev		\$90,000
1 Lours and	oker Tour	\$00,000 \$0
	liance for Balanced Growth (Events/Marketing)	\$6,000
Contraction of the Contraction o	scellaneous	\$2,000
0129404132	vestor Campaign Expenses & 1099 Consultant	\$5,000
	ttorney Fees & HR Consultant	\$15,000
	Audit	\$10,000
	Bank Charges	\$1,600
	099 Office Help	\$1,000
	Computers (Maintenance/Upgrades&Purchases)	\$7,000
	ayroll Fees	\$7,000
	nsurance (D&O, Office)	\$4,500
	Office Equipment: Leases & Purchases (Non-computers)	\$3,000
	Office Cleaning	\$8,000
	Rent	
	eneral Administration (Lines 40-49)	\$33,075
	DTAL EXPENSES	\$90,575
		\$779,775
	on Cash Expenses	¢005
00 NE	ecial External Marketing Initiative	\$925 \$0

	2014	2015
		FINAL
101000	NCOME	
	county	\$153,000
2 10		\$217,000
3 P	rivate Investors	\$210,000
4 A	BG Investors (Membership)	\$22,550
5 T	otal Private Investors (Lines 3-4)	\$232,550
6 E	vents	\$185,000
7 B	roker Tour	\$30,000
8 In	iterest	\$1,900
9 A	dvertising (newsletter & website, national print)	\$27,000
	lliance for Balanced Growth (Events/Marketing)	\$5,000
	pecial External Marketing Initiative	\$0,000
	OTAL INCOME	\$851,450
	XPENSES	φ001,400
- California		\$24,600
	Benefits (medical & pension)	\$34,600
	Gross Payroll	\$400,000
	Bonus Pool	\$65,000
	nsurance (Worker's Comp & Disability)	\$3,200
1. March 199	Taxes (FICA, FUTA, SUTA)	\$39,000
104544	ersonnel (Lines 14-18)	\$541,800
20 D	epreciation	\$6,000
21	Auto	\$16,000
22 -	Trade Shows & Memberships	\$10,000
	nt Mktg & Comm. Func	\$3,000
	External Mktg (Website, Design, Printing, Newsletter)	\$21,000
	Special External Marketing (New Marketing Campaign)	\$0
	ersonal Search	\$500
	Training	\$5,000
1111	Travel & Entertainment	\$3,000
	Mileage & Tolls	\$6,500
	Office Supplies (General)	\$9,000
30 F	Postage	\$1,200
31 7	Telephone (cell & office)	\$15,000
32 8	Subscriptions	\$1,000
	Public Relations	\$8,500
	usiness Development (Att & BR&E) (Lines 21-33)	\$99,700
100010-0	vents (Marketing)	\$80,000
	roker Tour (Marketing)	CERT IN A DESCRIPTION OF THE OWNER
		\$20,000
	liance for Balanced Growth (Events/Marketing)	\$6,000
CEREMON	iscellaneous	\$1,000
	vestor Campaign Expenses & 1099 Consultant	\$500
	Attorney Fees & HR Consultant	\$15,000
	Audit	\$11,000
	Bank Charges	\$1,600
	1099 Office Help	\$4,500
44 (Computers (Maintenance/Upgrades&Purchases)	\$10,500
45 F	Payroll Fees	\$4,500
	nsurance (D&O, Office)	\$3,000
	Office Equipment: Leases & Purchases (Non-computers)	\$7,000
	Diffice Cleaning	\$2,400
	Rent	\$33,390
	eneral Administration (Lines 40-49)	\$92,890
	DTAL EXPENSES	
and the		\$847,890
		0 F00
3.5 I NI	ET INCOME OVER EXPENSES	\$3,560

	2016	2016
		FINAL
	INCOME	
	County	\$153,000
	IDA	\$217,000
	Private Investors	\$230,000
	ABG Investors (Membership)	\$23,650
	Total Private Investors (Lines 3-4)	\$253,650
-	Events	\$200,000
	Broker Tour	\$(
	Interest	\$1,50
_	Advertising (newsletter & website, national print)	\$8,000
	Alliance for Balanced Growth (Events/Marketing)	\$4,000
	Special External Marketing Initiative	\$50,000
	TOTAL INCOME	\$887,150
	EXPENSES	
14	Benefits (medical & pension)	\$52,000
15	Gross Payroll	\$410,000
16		\$70,000
	Insurance (Worker's Comp & Disability)	\$3,300
	Taxes (FICA, FUTA, SUTA)	\$40,000
19	Personnel (Lines 14-18)	\$575,300
20	Depreciation	- \$(
21	Auto	\$11,000
	Trade Shows & Memberships	\$12,000
23	Int Mktg & Comm. Func	\$3,500
24	External Mktg (Website, Design, Printing, Newsletter)	\$22,000
4A	Special External Marketing (New Marketing Campaign)	\$35,000
25	Personnel Search	\$200
26		\$5,000
27	Travel & Entertainment	\$3,000
28	Mileage & Tolls	and the second second
20 29		\$6,000
30	Office Supplies (General) Postage	\$10,000
		\$1,200
31	Telephone (cell & office)	\$15,000
32	Subscriptions	\$1,000
33	Public Relations	\$8,000
_	Business Development (Att & BR&E) (Lines 21-33)	\$132,900
	Events (Marketing)	\$80,000
	Broker Tour (Marketing)	\$0
	Alliance for Balanced Growth (Events/Marketing)	\$6,000
-	Miscellaneous	\$1,500
_	Investor Campaign Expenses & 1099 Consultant	\$1,000
40	Attorney Fees & HR Consultant	\$8,000
41	Audit	\$11,000
42	Bank Charges	\$1,600
43	1099 Office Help	\$8,000
44	Computers (Maintenance/Upgrades&Purchases)	\$10,500
45	Payroll Fees	\$5,500
46	Insurance (D&O, Office)	\$2,500
47	Office Equipment: Leases & Purchases (Non-computers)	\$6,000
48	Office Cleaning	\$2,400
49	Rent	\$34,000
	General Administration (Lines 40-49)	\$89,500
	TOTAL EXPENSES	\$886,200
	Non Cash Expenses	
	NET INCOME OVER EXPENSES	\$950

NCOME county DA rivate Investors BG Investors (Membership) otal Private Investors (Lines 3-4) vents roker Tour interest dvertising (newsletter & website, national print) Illiance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	FINAL \$153,000 \$217,000 \$250,000 \$31,000 \$281,000 \$250,000 \$47,000 \$47,000 \$13,000 \$4,000 \$4,000 \$0 \$966,900 \$966,900 \$455,000 \$450,000 \$450,000 \$450,000 \$450,000 \$255,000 \$450,000 \$400,000 \$40
County DA rivate Investors BG Investors (Membership) otal Private Investors (Lines 3-4) vents roker Tour interest dvertising (newsletter & website, national print) Illiance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$217,000 \$250,000 \$31,000 \$281,000 \$250,000 \$47,000 \$1,900 \$13,000 \$44,000 \$966,900 \$966,900 \$966,900 \$955,000 \$450,000 \$93,700 \$3,400
DA rivate Investors BG Investors (Membership) otal Private Investors (Lines 3-4) vents roker Tour nterest dvertising (newsletter & website, national print) Iliance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$217,000 \$250,000 \$31,000 \$281,000 \$250,000 \$47,000 \$1,900 \$13,000 \$44,000 \$966,900 \$966,900 \$966,900 \$955,000 \$450,000 \$93,700 \$3,400
rivate Investors BG Investors (Membership) otal Private Investors (Lines 3-4) vents roker Tour nterest dvertising (newsletter & website, national print) Iliance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$250,000 \$31,000 \$281,000 \$250,000 \$47,000 \$13,000 \$13,000 \$44,000 \$966,900 \$966,900 \$966,900 \$955,000 \$450,000 \$450,000 \$3,700
BG Investors (Membership) otal Private Investors (Lines 3-4) vents roker Tour interest dvertising (newsletter & website, national print) Illiance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$31,000 \$281,000 \$250,000 \$47,000 \$13,000 \$44,000 \$0 \$966,900 \$966,900 \$55,000 \$450,000 \$93,700 \$3,400
otal Private Investors (Lines 3-4) vents roker Tour interest dvertising (newsletter & website, national print) Iliance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$281,000 \$250,000 \$47,000 \$13,000 \$4,000 \$966,900 \$966,900 \$55,000 \$450,000 \$93,700 \$3,400
vents roker Tour nterest dvertising (newsletter & website, national print) Iliance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$250,000 \$47,000 \$1,900 \$13,000 \$4,000 \$0 \$966,900 \$966,900 \$955,000 \$450,000 \$450,000 \$93,700 \$3,400
roker Tour hterest dvertising (newsletter & website, national print) Iliance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$47,000 \$1,900 \$13,000 \$4,000 \$0 \$966,900 \$966,900 \$55,000 \$450,000 \$93,700 \$3,400
nterest dvertising (newsletter & website, national print) Iliance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$1,900 \$13,000 \$4,000 \$0 \$966,900 \$55,000 \$450,000 \$93,700 \$3,400
dvertising (newsletter & website, national print) Iliance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$13,000 \$4,000 \$0 \$966,900 \$55,000 \$450,000 \$93,700 \$3,400
Iliance for Balanced Growth (Events/Marketing) pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$4,000 \$0 \$966,900 \$55,000 \$450,000 \$93,700 \$3,400
pecial External Marketing Initiative OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$0 \$966,900 \$55,000 \$450,000 \$93,700 \$3,400
OTAL INCOME XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$966,900 \$55,000 \$450,000 \$93,700 \$3,400
XPENSES Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$55,000 \$450,000 \$93,700 \$3,400
Benefits (medical & pension) Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$450,000 \$93,700 \$3,400
Gross Payroll Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$450,000 \$93,700 \$3,400
Bonus Pool Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$93,700 \$3,400
Insurance (Worker's Comp & Disability) Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	\$3,400
Taxes (FICA, FUTA, SUTA) ersonnel (Lines 14-18)	
ersonnel (Lines 14-18)	
	\$38,000
epreciation	\$640,100
	\$0
Auto	\$12,000
Trade Shows & Memberships	\$13,000
Int Mktg & Comm. Func	\$3,000
External Mktg (Website, Design, Printing, Newsletter)	\$25,000
Special External Marketing (New Marketing Campaign)	\$0
ersonnel Search	\$200
Training	\$5,000
Travel & Entertainment	\$5,500
Mileage & Tolls	\$6,000
	\$11,000
	\$1,200
	\$10,000
	\$1,000
	\$7,000
	\$99,900
	\$95,000
	\$20,000
	\$6,000
	\$1,600
	\$1,000
	\$9,000
	\$11,000
	\$2,000
	\$13,000
	\$12,500
	\$5,500
	\$2,500
	\$6,000
	\$2,400
	\$34,000
	\$97,900
	\$961,500
Ion Cash Expenses	4001,000
IET INCOME OVER EXPENSES	
	Special External Marketing (New Marketing Campaign) ersonnel Search Training Travel & Entertainment Mileage & Tolls Office Supplies (General) Postage Telephone (cell & office) Subscriptions Public Relations usiness Development (Att & BR&E) (Lines 21-33) vents (Marketing) Tiscellaneous vestor Campaign Expenses & 1099 Consultant Attorney Fees & HR Consultant Audit Bank Charges 1099 Office Help Computers (Maintenance/Upgrades&Purchases) Payroll Fees Insurance (D&O, Office) Office Equipment: Leases & Purchases (Non-computers) Office Cleaning Rent eneral Administration (Lines 40-49) OTAL EXPENSES

		2018 FINAL
IN	COME	
	bunty	\$(
2 ID		\$(
	ivate Investors	\$361,77
	3G Investors (Membership)	\$33,00
5 T c	otal Private Investors (Lines 3-4)	\$394,77
6 E	vents	\$441,77
7 Br	oker Tour	\$
8 Int	terest	\$1,90
9 Ac	vertising (newsletter & website, national print)	\$4,00
10 AI	liance for Balanced Growth (Events/Marketing)	\$4,00
11 Sp	pecial External Marketing Initiative	\$
12 T	DTAL INCOME	\$846,45
13 E)	(PENSES	
14 E	Benefits (medical & pension)	\$69,00
15 C	Bross Payroll	\$443,00
16 E	Bonus Pool	\$55,90
17 li	nsurance (Worker's Comp & Disability)	\$2,60
18 T	axes (FICA, FUTA, SUTA)	\$38,00
19 Pe	ersonnel (Lines 14-18)	\$608,50
20 De	epreciation	\$
21 A	Nuto	\$13,50
	rade Shows & Memberships	\$4,00
	nternal Marketing	\$2,00
	External Mktg (Website, Design, Printing, Newsletter)	\$
	Special External Marketing (New Marketing Campaign)	\$
	ersonnel Search	\$20
	raining	\$
	ravel & Entertainment	\$6,50
		\$6,00
	/lileage & Tolls Office Supplies (General)	\$11,00
	Postage	\$1,20
	elephone (cell & office)	\$11,50
		\$1,00
	Subscriptions	\$6,00
	Public Relations usiness Development (Att & BR&E) (Lines 21-33)	\$62,90
108.125		\$95,00
	/ents (Marketing)	\$33,00
	roker Tour (Marketing) liance for Balanced Growth (Events/Marketing)	\$6,50
	iscellaneous	\$2,40
CALORIZATION OF THE OWNER OWNER OF THE OWNER	vestor Campaign Expenses & 1099 Consultant	\$50
COLUMN TO A REAL PROPERTY OF A R		\$9,00
	Attorney Fees & HR Consultant	\$9,00
	Audit	\$11,00
	Bank Charges	\$6,50
	099 Office Help	\$12,50
	Computers (Maintenance/Upgrades & Purchases)	\$12,50
	nsurance (D&O, Office)	\$3,20 \$6,00
	Office Equipment: Leases & Purchases (Non-computers)	
	Office Cleaning	\$34.10
100 Films	Rent	\$34,10
100000	eneral Administration (Lines 40-49)	\$90,30
Dort and	OTAL EXPENSES	\$866,10
	on-Cash Expenses	¢40.05
53 N	ET INCOME OVER EXPENSES	-\$19,6