

acct	sub acct	REVENUES	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	2017 Actuals??	2018 Budget	
315	1315	Lodging Tax	\$ 70,000	\$ 57,500	\$ 63,500	\$ 77,500	\$ 75,500	\$ 89,500	\$ 105,500	\$ 105,500	\$ 113,000	\$ 97,500	\$ 86,000	\$ 90,000	\$ 1,010,513	\$ 1,031,000	
320	1320	Grants					\$ 47,135								\$ 97,018	\$ 47,135	
322	1322	USA Cycling Revenue	\$ 25,000	\$ 25,000		\$ 13,300		\$ 11,400							\$ -	\$ 74,700	
325	1325	Membership Dues		\$ 600	\$ 5,000	\$ 25,000	\$ 20,000	\$ 3,000	\$ 1,500			\$ 370		\$ 370	\$ 68,497	\$ 56,210	
327	1327	Member Activities													\$ -	\$ -	
330	1330	Visitor Guide	25,000	\$ 8,800	\$ 1,200	\$ 1,500	\$ 4,500	\$ 5,000				\$ 5,000	5000	\$ 2,000	\$ 58,497	\$ 58,000	
342	2342	Visitor Welcome Center Advertising													\$ -	\$ -	
335	1335	Publication Advertising										\$ 2,600			\$ 3,130	\$ 2,600	
336	1336	Coop Advertising				\$ 1,600									\$ -	\$ 1,600	
340	1340	Vacation Value Pass													\$ -	\$ -	
14289	2345	Gift Shop Sales	\$ 770	\$ 800	\$ 1,000	\$ 1,000	\$ 1,800	\$ 2,400	\$ 2,500	\$ 2,000	\$ 1,500	\$ 1,500	\$ 1,200	\$ 2,000	\$ 17,569	\$ 18,470	
348	1348	Sponsorships													\$ -	\$ -	
351	1351	Ticket Sales						\$ 1,000							\$ 965	\$ 1,000	
350	1350	Miscellaneous				6500									\$ 6,508	\$ 6,500	
355	1355	Interest Income	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 396	\$ 396	
		Total Revenues	\$ 120,803	\$ 92,733	\$ 70,733	\$ 126,433	\$ 148,968	\$ 112,333	\$ 109,533	\$ 107,533	\$ 114,903	\$ 106,633	\$ 92,603	\$ 94,403	\$ 1,263,115	\$ 1,297,611	
		ADMINISTRATION	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec			
401	1401	Salaries and wages - Director	\$ 7,100	\$ 7,100	\$ 10,564	\$ 7,100	\$ 7,100	\$ 7,100	\$ 7,100	\$ 10,564	\$ 7,100	\$ 7,100	\$ 7,100	\$ 7,100	\$ 7,100	\$ 90,894	\$ 92,128
404	1404	Salaries and wages - Staff	\$ 14,923	\$ 14,923	\$ 22,258	\$ 14,923	\$ 14,923	\$ 14,923	\$ 14,923	\$ 22,258	\$ 14,923	\$ 14,923	\$ 14,923	\$ 14,923	\$ 14,923	\$ 190,704	\$ 193,746
406	2406	Salaries and wages--PT Visitor Center	\$ 2,800	\$ 3,120	\$ 4,500	\$ 3,250	\$ 3,400	\$ 3,400	\$ 3,200	\$ 4,500	\$ 3,248	\$ 3,000	\$ 2,800	\$ 2,800	\$ 3,401	\$ 40,018	
421		Payroll taxes (SS& Med)	\$ 2,567	\$ 1,869	\$ 2,708	\$ 1,876	\$ 1,897	\$ 1,940	\$ 1,848	\$ 2,708	\$ 1,876	\$ 1,897	\$ 1,940	\$ 1,848	\$ 2,597	\$ 24,974	
423		FUTA/SUTA	\$ 421	\$ 185	\$ 89	\$ 70	\$ 74	\$ 76	\$ 60	\$ 89	\$ 70	\$ 74	\$ 76	\$ 60	\$ 1,284	\$ 1,345	
431	1431	Employee Insurance	\$ 2,215	\$ 3,076	\$ 2,215	\$ 2,215	\$ 3,076	\$ 2,215	\$ 2,215	\$ 3,076	\$ 2,215	\$ 2,215	\$ 3,076	\$ 2,215	\$ 31,595	\$ 30,023	
433	1433	Workmen's Compensation						\$ 1,218							\$ 1,218	\$ 1,218	
435	1435	Retirement	\$ 2,026	\$ 2,026	\$ 3,435	\$ 2,026	\$ 2,026	\$ 2,421	\$ 2,026	\$ 3,040	\$ 2,421	\$ 2,026	\$ 2,026	\$ 2,421	\$ 7,402	\$ 27,920	
		Employee Recruitment													\$ -	\$ -	
437	1437-2437	Well Pay	4,820												\$ 4,676	\$ 4,820	
		Payroll taxes													\$ -	\$ -	
438	1438-2438	Bonuses	\$ 5,000												\$ 5,707	\$ 5,000	
	1411	Contracted Services/Intern					\$ 1,000								\$ 1,000	\$ 1,000	
		Payroll taxes													\$ -	\$ -	
		Total Administration	\$ 41,871	\$ 32,299	\$ 45,770	\$ 31,460	\$ 33,496	\$ 33,293	\$ 31,372	\$ 46,236	\$ 31,853	\$ 31,234	\$ 31,941	\$ 31,367	\$ 398,828	\$ 422,192	
																32.54%	
		OPERATIONS	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec			
501	1501-2501	Administrative Telephone	\$ 900	\$ 900	\$ 900	\$ 1,100	\$ 900	\$ 900	\$ 900	\$ 900	\$ 1,900	\$ 900	\$ 865	\$ 865	\$ 10,471	\$ 11,930	
505	1505	Administrative Postage	\$ 1,300	\$ 500	\$ 600	\$ 1,400	\$ 1,500	\$ 1,700	\$ 1,000	\$ 1,200	\$ 1,100	\$ 600	\$ 1,850	\$ 850	\$ 11,464	\$ 13,600	
507	1507	Administrative Travel	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 212	\$ 360	
	1510	Alarm Monitoring										\$ 120			\$ 120	\$ 120	
	1513	Auto Expense	\$ 545	\$ 545	\$ 498	\$ 1,450	\$ 545	\$ 498	\$ 498	\$ 545	\$ 545	\$ 545	\$ 498	\$ 498	\$ 7,429	\$ 7,210	
515	1515	Bank Charges	\$ 300	\$ 360	\$ 300	\$ 200	\$ 300	\$ 450	\$ 500	\$ 300	\$ 150	\$ 150	\$ 150	\$ 150	\$ 3,324	\$ 3,310	
516	1516	Board Expense				\$ 100				\$ 100					\$ 265	\$ 200	
517	1517	Board Insurance			\$ 2,150		888	2053							\$ 4,148	\$ 5,091	
521	1521-2521	Building Maintenance	\$ 318	\$ 318	\$ 318	\$ 318	\$ 318	\$ 318	\$ 318	\$ 318	\$ 318	\$ 6,000	\$ 7,500	\$ 318	\$ 19,951	\$ 16,680	
523	1523	Building Rent	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 15,898	\$ 14,688	
523	2523	Visitor Center Rent	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 20,329	\$ 20,400	
559	2559	Window Display/Visitors Center Display				500									\$ 23,934	\$ 500	
526	1527	Computer Purchase/Supplies/Software	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,000	\$ 100	\$ 100	\$ 100	\$ 2,614	\$ 2,100	
531	1531	Copier Purchase	\$ 349	\$ 349	\$ 349	\$ 349	\$ 349	\$ 349	\$ 349	\$ 349	\$ 349	\$ 349	\$ 349	\$ 349	\$ 4,962	\$ 4,188	
532	1532	Depreciation	\$ 520	\$ 520	\$ 520	\$ 520	\$ 520	\$ 520	\$ 520	\$ 520	\$ 520	\$ 520	\$ 520	\$ 520	\$ 6,164	\$ 6,240	
533	1533	Equipment Maintenance	\$ 1,100	\$ 1,100	\$ 1,000	\$ 1,000	\$ 1,100	\$ 1,000	\$ 1,100	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,528	\$ 12,400	
534	1534	Equipment Rent	\$ 225			\$ 388			\$ 225			\$ 225			\$ 1,063	\$ 1,063	
535	1535	Interest Expense	\$ 50					\$ 50				\$ 50			\$ 374	\$ 150	
537	1537	Office Printing	\$ 310	\$ 250	\$ 650	\$ 300	\$ 200	\$ 800	\$ 600	\$ 150	\$ 300	\$ 150	\$ 400	\$ 150	\$ 2,895	\$ 4,260	
538	1538-2538	Office Supplies	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 4,488	\$ 4,800	
539	1539	Professional Fees/Memberships	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 8,750	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 24,050	\$ 25,250	
540		Penalties													\$ -	\$ -	
541	2541	Resale Merchandise	\$ 1,000	\$ 700	\$ 700	\$ 1,000	\$ 800	\$ 1,000	\$ 1,000	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 7,982	\$ 9,700	
543	2543	Merchandise Spoilage				\$ 20			\$ 20			\$ 20			\$ 20	\$ 60	
551	1551	Subscriptions and Publications	\$ 250												\$ 253	\$ 250	
553	1553	Uniforms	\$ 500				\$ 500				\$ 500				\$ 500	\$ 1,500	
557	1557-2557	Utilities	\$ 900	\$ 850	\$ 700	\$ 600	\$ 450	\$ 500	\$ 650	\$ 600	\$ -600	\$ 600	\$ 600	\$ 600	\$ 7,897	\$ 7,650	
561	1560	Newcomer House Expenses	\$ 200	\$ 200	\$ 200	\$ 200	\$ 300	\$ 650	\$ 200	\$ 650	\$ 200	\$ 200	\$ 200	\$ 300	\$ 4,308	\$ 3,500	
		Total Operations	\$ 13,721	\$ 11,546	\$ 13,839	\$ 14,399	\$ 20,874	\$ 15,742	\$ 12,834	\$ 12,286	\$ 14,036	\$ 17,083	\$ 19,586	\$ 11,254	\$ 195,412	\$ 177,200	
															13.36%	13.66%	

		PROMOTIONAL PROGRAMS												Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec			
		Advertising																										
601	1601	Advertising Placements	\$ 13,000	\$ 15,000	\$ 15,000	\$ 25,000	\$ 25,000	\$ 29,000	\$ 14,000	\$ 12,000	\$ 20,000	\$ 15,000	\$ 12,000	\$ 10,000	\$ 215,903	\$ 205,000												
601.1	1601.1	SEO	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 12,890	\$ 13,200												
602	1602	Production	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 15,255	\$ 12,000													
603	1603	Web Page Design/Maintenance	\$ 400	\$ 400	\$ 400	\$ 290	\$ 290	\$ 2,490	\$ 290	\$ 290	\$ 3,290	\$ 290	\$ 290	\$ 9,563	\$ 9,010													
604	1604	Fulfillment Services and Postage	\$ 850	\$ 700	\$ 800	\$ 3,500	\$ 14,000	\$ 9,000	\$ 3,000	\$ 2,500	\$ 1,290	\$ 5,600	\$ 800	\$ 850	\$ 43,312	\$ 43,100												
		Sales																										
610	1610	Travel Expenses	\$ 1,730	\$ 475	\$ 500	\$ 325	\$ 500	\$ 2,100	\$ 365	\$ 500	\$ 6,000	\$ 500	\$ 515	\$ 400	\$ 22,875	\$ 13,910												
611	1611	Show Registration/Booth Costs	\$ -	\$ 700	\$ 2,870	\$ -	\$ -	\$ -	\$ 1,960	\$ 30	\$ 375	\$ 745	\$ -	\$ 3,000	\$ 11,424	\$ 9,680												
612	1612	Convention Services/Incentives	\$ -	\$ 725	\$ 520	\$ 1,950	\$ 1,700	\$ 330	\$ -	\$ 50	\$ 150	\$ 2,000	\$ -	\$ 100	\$ 6,120	\$ 7,525												
614	1614	Sales Equipment/Supplies	\$ 75	\$ -	\$ -	\$ 1,700	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,051	\$ 1,775												
613	1613	Sales Blitz (2)																										
615	1615	Sales Activities/Sponsorships	\$ 500	\$ 500	\$ 1,000	\$ 500	\$ 500	\$ 500	\$ 500	\$ 450	\$ 500	\$ 500	\$ 500	\$ 500	\$ 5,835	\$ 6,450												
		Sponsorships																										
	1693	Maryland International Film Fest		\$ 2,500											\$ 2,500	\$ 2,500												
	1690	Civil War Trail/National Road Markers						\$ 2,400	3800						\$ 3,800	\$ 6,200												
	1700	Miss Maryland/Miss Wash. Cty.						5000	\$ 5,000	\$ -					\$ 10,000	\$ 10,000												
	1700.1	Heart of the CW Heritage Area								\$ 12,000	\$ 12,000	\$ 12,000			\$ 41,000	\$ 36,000												
	1700.2	Antietam Velo Club	4000												\$ 4,778	\$ 4,000												
	1700.3	Brierman Triathlon/Piranha Sports													\$ -	\$ -												
	1700.4	Racine MultiSports		2500											\$ 2,500	\$ 2,500												
	1700.5	Potomac Velo Club Events					\$ 1,000								\$ -	\$ 1,000												
	1700.6	Antietam Illuminations											\$ 1,500		\$ -	\$ 1,500												
	1700.7	GreenFest		\$ 1,500											\$ 1,500	\$ 1,500												
	1701	City of Hagerstown - Main Street						\$ -	\$ 2,500						\$ 3,200	\$ 2,500												
	1701.1	BluesFest					\$ 5,000	\$ 2,500							\$ 1,000	\$ 7,500												
	1701.2	Augustoberfest								\$ 1,500					\$ 1,500	\$ 1,500												
	1701.3	Mummers Parade										\$ 1,500			\$ 1,500	\$ 1,500												
	1701.4														\$ -	\$ -												
	1701.5	Maryland Theatre					\$ 1,500								\$ -	\$ 1,500												
	1701.6	Fort Frederick Market Fair				\$ 1,500									\$ 1,500	\$ 1,500												
	1701.7	JFK 50 Mile (Cumberland Valley Ath)								\$ 2,000					\$ 2,000	\$ 2,000												
	1701.8	Hagerstown Suns			\$ 3,750		\$ -	\$ 3,750							\$ 7,500	\$ 7,500												
	1701.9	Agricultural Center Digital Sign													\$ -	\$ -												
	1704	James Shaull Nat'l Pike Wagontrain		\$ 500											\$ 319	\$ 500												
	1705	Doleman Black Heritage			\$ 20		\$ 500								\$ 520	\$ 520												
	1706	Discovery Station	\$ 500	\$ 500											\$ -	\$ 1,000												
	1707	Maryland Symphony Orchestra							\$ 3,000						\$ 3,000	\$ 3,000												
	1708	Geo Caching	\$ (20)	\$ (20)	\$ (20)	\$ (20)	\$ (20)	\$ (20)	\$ (20)	\$ (20)	\$ (20)	\$ (20)	\$ (20)	\$ (20)	\$ (174)	\$ (240)												
617	1617	Misc Sales Costs		\$ 85		\$ 35	\$ 45			\$ 35			\$ 45	\$ 50	\$ 296	\$ 295												
618	1618	Familiarization Tours			\$ 500				\$ 4,000						\$ 570	\$ 4,500												
619	1619	International Pow Wow													\$ 22,307	\$ -												
622	1622	USA Cycling	\$ 1,200	\$ 1,200	\$ 1,200	\$ 3,200	\$ 8,200	\$ 15,900	\$ 14,200	\$ 47,200					\$ 2,745	\$ 92,300												
		Public Relations																										
630	1630	Media Kits/Presentation folders/CD's									\$ 600				\$ -	\$ 600												
631	1631	Photography	\$ 200	\$ 50	\$ 50	\$ 100	\$ 100	\$ 50	\$ 50	\$ 50	\$ 50	\$ 100	\$ 50	\$ 50	\$ 1,196	\$ 900												
632	1632	Video									\$ 1,200				\$ 1,985	\$ 1,200												
633	1633	Travel Writer Fam Tours/Wash Cty				\$ 500				\$ 500					\$ 3,733	\$ 1,000												
	1634	Lobbying									\$ 3,000				\$ 3,000	\$ 3,000												
635	1635	Miscellaneous and Local PR	\$ 1,500	\$ 1,200	\$ 1,200	\$ 800	\$ 2,000	\$ 800	\$ 2,000	\$ 800	\$ 1,000	\$ 800	\$ 1,500	\$ 2,000	\$ 19,028	\$ 15,600												
636	1636	Meals and Entertainment	\$ 700	\$ 300	\$ 200	\$ 400	\$ 500	\$ 200	\$ 300	\$ 200	\$ 200	\$ 400	\$ 300	\$ 300	\$ 4,217	\$ 4,000												
637	1638	PR Contract Services	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,667	\$ 3,600												
641	1641	Restaurant Week													\$ 150	\$ -												
		Publications																										
	1640	Museum Ramble				\$ 2,800									\$ 3,674	\$ 2,800												
	1644	Bike Map											\$ 2,500		\$ -	\$ 2,500												
	1645	Walking Tour Brochure										\$ 1,500			\$ -	\$ 1,500												
	1646	Bridges Map											\$ 2,000		\$ 1,500	\$ 2,000												
	1647	Movie Incentive													\$ -	\$ -												
650	1650	Visitor Guide	\$ 1,410	\$ 1,410		\$ 48,000				\$ 1,700	\$ 1,410	\$ 1,410	\$ 1,410	\$ 65,672	\$ 56,750													
651	1651	Potomac River Atlas													\$ -	\$ -												
652	1652	Calendar of Events		\$ 394	\$ 6,750	\$ 394		\$ 394		\$ 394		\$ 6,750		\$ 394	\$ 15,459	\$ 15,470												
653	1653	Consumer Guides/Misc Pubs					\$ 1,500			\$ 2,000	\$ 1,500			\$ -	\$ 5,171	\$ 5,000												
656	1656	Product Development						\$ 5,000					\$ 5,000		\$ 702	\$ 10,000												
659	1659	Miscellaneous					\$ 2,000								\$ -	\$ 2,000												
657	1657	Dest Planning/Brochure Updates											\$ 2,000		\$ -	\$ 2,000												
		Member Relations																										
	1670	Member Services		\$ 500			\$ 500								\$ 566	\$ 1,000												
671	1671	Member Activities		\$ 400	\$ 300	\$ 700	\$ 600	950			\$ 450			\$ 3,000	\$ 8,943	\$ 6,400												
		Other Promotional Programs																										
	1691	Sports Marketing												\$ -	\$ -	\$ -												
692	1692	Matching Grants, Donations, Co-ops													\$ 10,000	\$ -												
694	1694	Trade Memberships	\$ 2,760							\$ 4,000	\$ 400	\$ 200		\$ 550	\$ 16,205	\$ 7,910												
695	1695	Miscellaneous													\$ -	\$ -												
699	1699	Research						\$ 1,270			\$ 3,600				\$ 4,870	\$ 4,870												
698	1698	Staff Development and Training	\$ 1,680								\$ 3,000	\$ 3,000	\$ 350		\$ 6,785	\$ 8,030												
		Total Promotional Programs												\$ 32,885	\$ 33,919	\$ 37,440	\$ 94,074	\$ 67,815	\$ 77,744	\$ 63,615	\$ 84,879	\$ 65,395	\$ 56,220	\$ 29,645	\$ 28,724	\$ 641,384	\$ 672,355	
																											48.15%	51.81%

		Budget Recap	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec		
		Revenues	\$ 120,803	\$ 92,733	\$ 70,733	\$ 126,433	\$ 148,968	\$ 112,333	\$ 109,533	\$ 107,533	\$ 114,903	\$ 106,633	\$ 92,603	\$ 94,403	\$ 1,263,115	\$ 1,297,611
		Administration	\$ 41,871	\$ 32,299	\$ 45,770	\$ 31,460	\$ 33,496	\$ 33,293	\$ 31,372	\$ 46,236	\$ 31,853	\$ 31,234	\$ 31,941	\$ 31,367	\$ 398,828	\$ 422,192
		Operations	\$ 13,721	\$ 11,546	\$ 13,839	\$ 14,399	\$ 20,874	\$ 15,742	\$ 12,834	\$ 12,286	\$ 14,036	\$ 17,083	\$ 19,586	\$ 11,254	\$ 195,412	\$ 177,200
		Promotional Programs	\$ 32,885	\$ 33,919	\$ 37,440	\$ 94,074	\$ 67,815	\$ 77,744	\$ 63,615	\$ 84,879	\$ 65,395	\$ 56,220	\$ 29,645	\$ 28,724	\$ 641,384	\$ 672,355
																\$ -
		Balance	\$ 32,326	\$ 14,969	\$ (26,316)	\$ (13,500)	\$ 26,783	\$ (14,446)	\$ 1,712	\$ (35,868)	\$ 3,619	\$ 2,096	\$ 11,431	\$ 23,058	\$ 27,491	\$ 25,864
																\$ -
		NON-EXPENSE ITEMS														\$ -
525	1525	Capital Purchases	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
542	1542	Reserve Funding	\$ 2,000	\$ 2,000	\$ -	\$ -	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 75,000	\$ 20,000
545		Loan Payments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Reserve Funding to be used	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
																\$ -
		Total Net Balance	\$ 30,326	\$ 12,969	\$ (26,316)	\$ (13,500)	\$ 24,783	\$ (16,446)	\$ (288)	\$ (37,868)	\$ 1,619	\$ 96	\$ 9,431	\$ 21,058	\$ 22,763	\$ 5,864