

acct	sub acct	REVENUES	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	2019 Actuals	2020 Budget	
315	1315	Lodging Tax	\$ 80,000	\$ 70,000	\$ 70,000	\$ 80,000	\$ 95,000	\$ 98,000	\$ 108,000	\$ 108,000	\$ 121,000	\$ 107,000	\$ 100,000	\$ 100,000	\$ 1,137,114	\$ 1,137,000	Home2 Full yr/No USAC
320	1320	Grants							\$ 60,397						\$ 87,847	\$ 60,397	Decrease
322	1322	USA Cycling Revenue													\$ 113,001	\$ -	No event in 2020
325	1325	Membership Dues	\$ 950	\$ -	\$ 4,400	\$ 35,000	\$ 5,500	\$ 5,000	\$ 1,200	\$ 500	\$ 376	\$ 600	\$ 600	\$ 376	\$ 55,602	\$ 54,502	Annual Memberships Due in April
327	1327	Member Activities					\$ 400	\$ 700							\$ 1,154	\$ 1,100	
330	1330	Visitor Guide	30,000	\$ 7,000	\$ 8,000	\$ 8,500	\$ 500	\$ 800	\$ 2,000						\$ 6,811	\$ 56,800	Covers cost of VG - rate increase
342	2342	Visitor Welcome Center Advertising															
335	1335	Publication Advertising							\$ 500	\$ 1,300	\$ 300					\$ 2,100	Shopping & Dining Guide Ad sales
336	1336	Coop Advertising															
340	1340	Vacation Value Pass													\$ 580	\$ -	
1345	2345	Gift Shop Sales	\$ 900	\$ 1,300	\$ 1,500	\$ 1,200	\$ 1,500	\$ 1,300	\$ 1,300	\$ 1,200	\$ 800	\$ 1,100	\$ 800	\$ 1,200	\$ 13,838	\$ 14,100	
348	1348	Sponsorships															
351	1351	Ticket Sales															
350	1350	Miscellaneous	0						0	0					\$ 9	\$ -	
355	1355	Interest Income	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 128	\$ 180	
		Total Revenues	\$ 111,865	\$ 78,315	\$ 83,915	\$ 124,715	\$ 102,915	\$ 105,815	\$ 172,912	\$ 110,215	\$ 123,491	\$ 109,015	\$ 101,415	\$ 101,591	\$ 1,477,384	\$ 1,326,179	Less OTD Grant/No USAC Sponsorships
		ADMINISTRATION	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec			
404	1404	Salaries and wages - Staff	\$ 21,095	\$ 27,595	\$ 27,595	\$ 27,595	\$ 27,595	\$ 27,595	\$ 27,595	\$ 27,595	\$ 27,595	\$ 27,595	\$ 27,595	\$ 27,595	\$ 300,166	\$ 324,640	HCWHA \$6500 net in January/Raise/ Terri FT
406	2406	Salaries and wages--PT Visitor Center	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 39,716	\$ 40,800	Closed Sundays/close at 4:30pm
421	1421	Payroll taxes (SS& Med)	\$ 1,890	\$ 2,387	\$ 2,387	\$ 2,387	\$ 2,387	\$ 2,387	\$ 2,387	\$ 2,387	\$ 2,387	\$ 2,387	\$ 2,387	\$ 2,387	\$ 27,458	\$ 28,147	
423		FUTA/GUTA	\$ 550	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 905	\$ 1,210	
431	1431	Employee Insurance	\$ 2,800	\$ 3,660	\$ 2,800	\$ 2,800	\$ 3,660	\$ 2,800	\$ 2,800	\$ 3,660	\$ 2,800	\$ 2,800	\$ 3,660	\$ 2,800	\$ 37,948	\$ 37,040	5% increase '20 partial empl add'l cover
433	1433	Workmen's Compensation					\$ 1,350								\$ 1,907	\$ 1,350	
435	1435	Retirement	\$ 5,725	\$ 2,692	\$ 2,692	\$ 2,692	\$ 2,692	\$ 2,692	\$ 2,692	\$ 2,692	\$ 2,692	\$ 2,692	\$ 2,692	\$ 2,692	\$ 34,592	\$ 35,337	TPA fees/Added Terri/Raises
		Employee Recruitment															
437	1437-2437	Well Pay	6,800												\$ 6,078	\$ 6,800	4 empl, '21 5 empl
		Payroll taxes															
438	1438-2438	Bonuses	\$ 5,000												\$ 10,000	\$ 5,000	Performance based incentives CEO
	1411	Contracted Services/Intern															Intern
	1412	Payroll Processing	\$ 900	\$ 300	\$ 315	\$ 325	\$ 345	\$ 345	\$ 625	\$ 345	\$ 345	\$ 345	\$ 345	\$ 345	\$ 1,476	\$ 4,880	New/was under 1638
		Total Administration	\$ 48,160	\$ 40,094	\$ 39,249	\$ 39,259	\$ 41,489	\$ 39,279	\$ 39,559	\$ 40,139	\$ 39,279	\$ 39,279	\$ 40,139	\$ 39,279	\$ 460,246	\$ 485,204	Salaries are functionally allocated adjusting this % below 30% upon audit
															31.15%	36.59%	
		OPERATIONS	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec			
501	1501-2501	Administrative Telephone	\$ 1,080	\$ 1,080	\$ 1,080	\$ 1,080	\$ 1,080	\$ 1,080	\$ 1,080	\$ 1,080	\$ 1,080	\$ 1,080	\$ 1,080	\$ 1,080	\$ 12,594	\$ 12,960	Add Terri
505	1505	Administrative Postage	\$ 400	\$ 650	\$ 400	\$ 1,300	\$ 400	\$ 650	\$ 400	\$ 550	\$ 600	\$ 400	\$ 500	\$ 400	\$ 6,955	\$ 6,650	
507	1507	Administrative Travel	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 33	\$ 357	\$ 396	
	1510	Alarm Monitoring			\$ 200				\$ 200							\$ 400	
	1513	Auto Expense	\$ 1,018	\$ 580	\$ 580	\$ 551	\$ 580	\$ 551	\$ 551	\$ 551	\$ 625	\$ 551	\$ 551	\$ 551	\$ 7,800	\$ 7,240	Vehicle lease/Auto Insurance
615	1515	Bank Charges	\$ 180	\$ 300	\$ 350	\$ 225	\$ 300	\$ 275	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 275	\$ 2,947	\$ 3,155	
616	1516	Board Expense	\$ 75		\$ 75		\$ 75			\$ 75		\$ 75			\$ 125	\$ 375	
617	1517	Board Insurance				\$ 2,755	2200								\$ 4,954	\$ 4,955	
621	1521-2521	Building Maintenance	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 3,925	\$ 325	\$ 500	\$ 500	\$ 325	\$ 325	\$ 8,474	\$ 7,850	Admin Office Security/Finish Renov
623	1523	Building Rent	\$ 1,572	\$ 1,572	\$ 1,572	\$ 1,611	\$ 1,611	\$ 1,611	\$ 1,611	\$ 1,611	\$ 1,611	\$ 1,611	\$ 1,611	\$ 1,611	\$ 44,950	\$ 19,214	Rent, taxes, water, parking passes
623	2523	Visitor Center Rent	\$ 1,938	\$ 1,938	\$ 1,938	\$ 1,938	\$ 1,938	\$ 1,938	\$ 1,938	\$ 1,938	\$ 1,938	\$ 1,938	\$ 1,938	\$ 1,938		\$ 23,256	\$1608 rent 'til 12/20, plus staff parking \$330
559	2559	Window Display/Visitors Center Display													\$ 26	\$ -	Adler displays (5 yrs)
526	1527	Computer Purchase/Supplies/Software	\$ 60	\$ 60	\$ 150	\$ 60	\$ 60	\$ 60	\$ -	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 1,597	\$ 750	Photoshop \$50mth/ACTI/Server (5yrs)
531	1531	Copier Purchase	\$ 350	\$ 350	\$ 700	\$ 350	\$ 350	\$ 400	\$ 350	\$ 350	\$ 700	\$ 350	\$ 350	\$ 600	\$ 4,855	\$ 5,200	
532	1532	Depreciation	\$ 510	\$ 510	\$ 510	\$ 510	\$ 510	\$ 510	\$ 510	\$ 510	\$ 510	\$ 510	\$ 510	\$ 510	\$ 7,162	\$ 6,120	
533	1533	Equipment Maintenance	\$ 915	\$ 915	\$ 915	\$ 915	\$ 915	\$ 915	\$ 915	\$ 915	\$ 915	\$ 915	\$ 915	\$ 915	\$ 11,089	\$ 10,980	
534	1534	Equipment Rent			\$ 220			\$ 220		\$ 180	\$ 220			\$ 220	\$ 1,829	\$ 1,060	
535	1535	Interest Expense						\$ 50	\$ 50						\$ 79	\$ 100	
537	1537	Office Printing	\$ 500	\$ 150	\$ 150	\$ 150	\$ 150	\$ 500	\$ 150	\$ 150	\$ 500	\$ 500	\$ 150	\$ 150	\$ 1,376	\$ 3,200	
538	1538-2538	Office Supplies	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 1,050	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 5,181	\$ 6,000	
539	1539	Professional Fees/Memberships	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 9,100	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 25,600	\$ 25,600	
540		Penalties															
541	2541	Resale Merchandise	\$ 300	\$ 300	\$ 500	\$ 800	\$ 800	\$ 1,200	\$ 1,200	\$ 500	\$ 600	\$ 600	\$ 600	\$ 600	\$ 6,312	\$ 8,000	
543	2543	Merchandise Spoilage															
551	1551	Subscriptions and Publications	\$ 250												\$ 225	\$ 250	
553	1553	Uniforms		\$ 200			\$ 120		\$ 400	\$ -			\$ 120		\$ 52	\$ 840	
557	1557-2557	Utilities	\$ 960	\$ 850	\$ 850	\$ 630	\$ 400	\$ 500	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 900	\$ 7,955	\$ 8,090	
561	2560	Newcomer House Expenses	\$ 125	\$ 90	\$ 700	\$ 200	\$ 350	\$ 425	\$ 450	\$ 700	\$ 450	\$ 300	\$ 350	\$ 500	\$ 7,428	\$ 4,640	
	1561	Misc													\$ 405	\$ -	
		Total Operations	\$ 12,541	\$ 11,853	\$ 13,198	\$ 15,383	\$ 14,147	\$ 21,393	\$ 16,563	\$ 12,328	\$ 13,142	\$ 12,223	\$ 11,893	\$ 12,618	\$ 170,328	\$ 167,281	
															11.53%	12.61%	

		PROMOTIONAL PROGRAMS												2019 Actual	2020 Budget													
		Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec															
		Advertising																										
601	1601	Advertising Placements	\$ 20,000	\$ 18,000	\$ 18,000	\$ 18,000	\$ 30,000	\$ 12,000	\$ 20,000	\$ 15,000	\$ 21,000	\$ 16,000	\$ 13,000	\$ 12,000	\$ 223,107	\$ 213,000												
601.1	1601.1	SEO	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000	\$ 12,000												
602	1602	Production	\$ 600	\$ 600	\$ 1,200	\$ 600	\$ 800	\$ 750	\$ 850	\$ 600	\$ 800	\$ 600	\$ 600	\$ 600	\$ 9,285	\$ 8,600	Ad Design/C.Hipp PR Assistance											
603	1603	Web Page Design/Maintenance	\$ 500	\$ 300	\$ 300	\$ 880	\$ 800	\$ 300	\$ 3,000	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 7,458	\$ 7,580	App \$2200 annual (June)											
604	1604	Fulfillment Services and Postage	\$ 500	\$ 900	\$ 14,000	\$ 6,000	\$ 5,000	\$ 6,500	\$ 5,000	\$ 4,100	\$ 2,300	\$ 3,550	\$ 1,900	\$ 1,900	\$ 55,995	\$ 54,750	Toth Dist/PA Display VG and COE mailing											
		Sales																										
610	1610	Travel Expenses	\$ 2,275	\$ 1,440	\$ 430	\$ 600	\$ 1,530	\$ 2,925	\$ 2,500	\$ 4,230	\$ 500	\$ 1,655	\$ 2,005	\$ 250	\$ 27,168	\$ 20,340												
611	1611	Show Registration/Booth Costs	\$ 5,100		\$ 1,200	\$ 600	\$ 1,600	\$ 1,200	\$ 1,600	\$ 35	\$ 350	\$ 825		\$ 450	\$ 8,811	\$ 12,960												
612	1612	Convention Services/Incentives	\$ 75			\$ 2,625		\$ 1,100	\$ 100	\$ 100	\$ 500			\$ 5,556	\$ 4,500													
614	1614	Sales Equipment/Supplies	\$ 825			\$ 2,050		\$ 150	\$ 75		\$ 2,000	\$ 50	\$ 75	\$ 4,246	\$ 5,225													
613	1613	Sales Blitz (2)												\$ -	\$ -													
615	1615	Sales Activities/Sponsorships	\$ 750	\$ 1,850	\$ 1,000	\$ 4,500	\$ 1,000			\$ 1,000			\$ 450	\$ 17,868	\$ 10,550													
		Sponsorships																										
1693		Maryland International Film Fest		\$ 2,500										\$ 2,500	\$ 2,500													
1690		Civil War Trail/National Road Markers			2400				3800					\$ 5,800	\$ 6,200													
1700		Miss Maryland/Miss Wash. Cty.						5000	\$ 5,000					\$ 10,000	\$ 10,000													
1700.1		Heart of the CW Heritage Area	\$ 250		\$ 250	2500		\$ 250	\$ 12,000	\$ 12,000	\$ 12,000	\$ 250	\$ 500	\$ 40,000	\$ 40,000	Four \$250 Scholarships												
1700.2		Hagerstown BMX				\$ 2,500								\$ 2,500	\$ 2,500													
1700.3														\$ -	\$ -													
1700.4		Racine MultiSports	2500											\$ 2,500	\$ 2,500													
1700.5		Potomac Velo Club Events												\$ -	\$ -													
1700.6		Antietam Illuminations										\$ 1,500		\$ 1,500	\$ 1,500													
1700.7		GreenFest		1500										\$ 1,500	\$ 1,500													
1701		City of Hagerstown - Main Street				\$ 2,500								\$ -	\$ 2,500													
1701.1		BluesFest						\$ 1,500						\$ 1,500	\$ 1,500													
1701.2		Augustoberfest								\$ 1,500				\$ 2,000	\$ 1,500													
1701.3		Mummers Parade								\$ 1,500				\$ -	\$ -													
1701.4														\$ -	\$ -													
1701.5		Maryland Theatre	\$ 3,750			3750		\$ 3,750				\$ 3,750		\$ 10,000	\$ 15,000	Annual pledge ending April 30, 2024												
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														\$ -	\$ -													
1704		James Shaul Nat'l Pike Wagontrain		\$ 750										\$ 750	\$ 750													
1705		Doleman Black Heritage			\$ 500						\$ 1,500			\$ 3,326	\$ 2,000													
1706		Discovery Station			\$ -	\$ -								\$ 6,000	\$ -													
1707		Maryland Symphony Orchestra					2500							\$ 2,500	\$ 2,500													
1708		Geo Caching					\$ 100							\$ 55	\$ 100													
617	1617	Misc Sales Travel Costs	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 430	\$ 480													
618	1618	Familiarization Tours					\$ 1,000	\$ 2,500						\$ 3,091	\$ 3,500													
619	1619	International Pow Wow												\$ -	\$ -													
622	1622	USA Cycling												\$ 159,577	\$ -													
		Public Relations																										
630	1630	Media Kits/Presentation folders/CD's								\$ 600				\$ 600	\$ 600													
631	1631	Photography	\$ 250			\$ 250				\$ 250			\$ 250	\$ 1,850	\$ 1,000													
632	1632	Video												\$ 350	\$ -	Member Campaign Awareness Video												
633	1633	Travel Writer Fam Tours/Wash Cty			\$ 400						\$ 400			\$ 80	\$ 800													
1634		Lobbying							\$ 3,000					\$ 6,000	\$ 3,000													
1635		Miscellaneous and Local PR	\$ 2,200	\$ 2,500	\$ -	\$ 500	\$ -	\$ 1,000	\$ 2,000	\$ 3,500	\$ 1,200	\$ 500	\$ 3,000	\$ 45,496	\$ 18,400	Writers Blog Bash/CW Seminars/John Brown												
636	1636	Meals and Entertainment	\$ 200	\$ 200	\$ 200	\$ 200	\$ 1,450	\$ (200)	\$ 350	\$ 350	\$ 350	\$ 300	\$ 100	\$ 525	\$ 3,694	\$ 4,025												
637	1638	PR Contract Services	\$ 900	\$ 300	\$ 325	\$ 325	\$ 340	\$ 340	\$ 650	\$ 480	\$ 325	\$ 325	\$ 325	\$ 3,309	\$ 4,960													
641	1641	Restaurant Week												\$ -	\$ -													
		Publications																										
1640		Museum Ramble				\$ 2,500	\$ -							\$ 2,508	\$ 2,500													
1644		Bike Map					\$ 1,800							\$ 1,636	\$ 1,800													
1645		Walking Tour Brochure				\$ 1,700	\$ 3,500			\$ -				\$ 5,177	\$ 5,200													
1646		Bridges Map				\$ 2,000								\$ 1,842	\$ 2,000													
1647		Movie Incentive												\$ -	\$ -													
1650		Visitor Guide			\$ 57,000									\$ 52,484	\$ 57,000	Design/Cover/Print												
651	1651	Potomac River Atlas												\$ -	\$ -													
652	1652	Calendar of Events	\$ 325	\$ 2,900	\$ 4,488	\$ -	\$ 325		\$ 325	\$ 2,900	\$ 4,488	\$ 325		\$ 16,411	\$ 16,076	twice per year/ship/design/table top COEs 6x												
653	1653	Consumer Guides/Misc Pubs				1500		\$ 1,200		\$ 3,700		\$ -		\$ 7,269	\$ 6,400	Service Guide/Shop&DIn												
1656		Coupon Booklet												\$ 1,347	\$ -													
656	1665	Product Development	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					\$ 12,730	\$ -	UPI												
659	1659	Miscellaneous												\$ -	\$ -													
657	1657	Dest Planning/Brochure Updates												\$ -	\$ -													
		Member Relations																										
1670		Member Services	\$ 250			\$ 250		\$ 250		\$ 250				\$ 3	\$ 1,000	SEO clean-up for 4 members												
671	1671	Member Activities			\$ 850	\$ 850	\$ 500		\$ 3,500				\$ 3,500	\$ 6,324	\$ 9,200	Annual Meeting/Tourism Day/Picnic												
		Other Promotional Programs																										
1691		Sports Marketing						\$ 2,500				\$ 2,500		\$ 13,000	\$ 5,000													
692	1692	Matching Grants, Donations, Co-ops	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000	\$ 6,000													
694	1694	Trade Memberships	\$ 2,360	\$ 1,200					\$ 4,550	\$ 2,000			\$ 550	\$ 16,625	\$ 10,660													
695	1695	Miscellaneous												\$ -	\$ -													
699	1699	Research							\$ 2,200					\$ 6,304	\$ 2,200	STR												
698	1698	Staff Development and Training					\$ 6,400	\$ 1,655		\$ 3,000				\$ 3,206	\$ 11,055	DI/Continued Education												
		Total Promotional Programs												\$ 45,150	\$ 36,480	\$ 107,833	\$ 60,220	\$ 55,035	\$ 43,205	\$ 62,020	\$ 46,860	\$ 59,315	\$ 51,783	\$ 32,795	\$ 25,215	\$ 841,666	\$ 625,911	
														56.97%	47.20%													

Budget Recap			Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	2019 Actuals	2020 Budget
		Revenues	\$ 111,865	\$ 78,315	\$ 83,915	\$ 124,715	\$ 102,915	\$ 105,815	\$ 172,912	\$ 110,215	\$ 123,491	\$ 109,015	\$ 101,415	\$ 101,591	\$ 1,477,384	\$ 1,326,179
		Administration	\$ 48,160	\$ 40,094	\$ 39,249	\$ 39,259	\$ 41,489	\$ 39,279	\$ 39,589	\$ 40,139	\$ 39,279	\$ 39,279	\$ 40,139	\$ 39,279	\$ 460,246	\$ 485,204
		Operations	\$ 12,541	\$ 11,853	\$ 13,198	\$ 15,383	\$ 14,147	\$ 21,393	\$ 16,563	\$ 12,328	\$ 13,142	\$ 12,223	\$ 11,893	\$ 12,618	\$ 170,328	\$ 167,281
		Promotional Programs	\$ 45,150	\$ 36,480	\$ 107,833	\$ 60,220	\$ 55,035	\$ 43,205	\$ 62,020	\$ 46,860	\$ 59,315	\$ 51,783	\$ 32,795	\$ 25,215	\$ 841,666	\$ 625,911
		Balance	\$ 6,014	\$ (10,112)	\$ (76,365)	\$ 9,853	\$ (7,756)	\$ 1,938	\$ 54,770	\$ 10,888	\$ 11,755	\$ 5,730	\$ 16,588	\$ 24,479	\$ 5,144	\$ 47,783
NON-EXPENSE ITEMS																
525	1525	Capital Purchases	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,000	\$ 3,500	\$ 6,000	\$ -	\$ -	\$ -	\$ 8	\$ 23,500
542	1542	Reserve Funding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ 5,000	\$ 2,000	\$ -	\$ 2,000	\$ 2,000	\$ -	\$ 16,000
545		Loan Payments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Reserve Funding to be used	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Total Net Balance	\$ 6,014	\$ (10,112)	\$ (76,365)	\$ 9,853	\$ (7,756)	\$ 1,938	\$ 35,770	\$ 2,388	\$ 3,755	\$ 5,730	\$ 14,588	\$ 22,479	\$ 5,136	\$ 8,283