

		2019
		FINAL
	INCOME	
1	County	\$0
2	IDA	\$0
3	Private Investors	\$375,000
4	ABG Investors (Membership)	\$33,000
5	Total Private Investors (Lines 3-4)	\$408,000
6	Events	\$441,775
7	Broker Tour	\$80,000
8	Interest	\$1,000
9	Advertising (newsletter & website, national print)	\$4,000
10	Alliance for Balanced Growth (Events/Marketing)	\$4,000
11	Special External Marketing Initiative (Misc)	\$0
12	TOTAL INCOME	\$938,775
13	EXPENSES	
14	Benefits (medical & pension)	\$60,000
15	Gross Payroll	\$480,000
16	Bonus Pool	\$55,900
17	Insurance (Worker's Comp & Disability)	\$2,600
18	Taxes (FICA, FUTA, SUTA)	\$38,000
19	Personnel (Lines 14-18)	\$636,500
20	Depreciation	\$0
21	Auto	\$14,500
22	Trade Shows & Memberships	\$13,000
23	Int Mktg & Comm. Func	\$2,000
24	External Mktg (Website, Design, Printing, Newsletter)	\$20,000
25	Personnel Search	\$200
26	Training	\$0
27	Travel & Entertainment	\$3,000
28	Mileage & Tolls	\$3,500
29	Office Supplies (General)	\$8,000
30	Postage	\$1,500
31	Telephone (cell & office)	\$12,000
32	Subscriptions	\$1,000
33	Public Relations	\$4,000
34	Business Development (Att & BR&E) (Lines 21-33)	\$82,700
35	Events (Marketing)	\$95,000
36	Broker Tour (Marketing)	\$30,000
37	Alliance for Balanced Growth (Events/Marketing)	\$6,000
38	Miscellaneous	\$2,000
39	Investor Campaign Expenses & 1099 Consultant	\$0
40	Attorney Fees & HR Consultant	\$12,500
41	Audit	\$11,500
42	Bank Charges	\$3,200
43	1099 Office Help	\$7,500
44	Computers (Maintenance/Upgrades&Purchases)	\$12,500
45	Payroll Fees	\$5,500
46	Insurance (D&O, Office)	\$3,200
47	Office Equipment: Leases & Purchases (Non-computers)	\$6,000
48	Office Cleaning	\$500
49	Rent	\$34,965
50	General Administration (Lines 40-49)	\$97,365
51	TOTAL EXPENSES	\$949,565
52	Non Cash Expenses	
53	NET INCOME OVER EXPENSES	-\$10,790
54	Special External Marketing Initiative	