

Accrual Basis

**FORT MONROE AUTHORITY - Enterprise Fund  
BALANCE SHEET**

As of January 31, 2015 and 2014

| ASSETS                                 | Enterprise Fund<br>FY2015 | Enterprise Fund<br>FY2014 | Increase/<br>Decrease |
|--|---------------------------|---------------------------|-----------------------|
| <b>Current Assets</b>                  |                           |                           |                       |
| <b>Checking/Savings</b>                |                           |                           |                       |
| Operating                              | \$ 412,686                | \$ 434,275                | -4.97%                |
| Security Deposits (restricted)         | 260,833                   | 225,107                   | 15.87%                |
| Petty Cash                             | 500                       | 500                       | 0.00%                 |
| <b>Total Checking/Savings</b>          | <u>674,019</u>            | <u>659,882</u>            | 2.14%                 |
| <b>Other Current Assets</b>            | 39,960                    | 48,481                    | -17.58%               |
| Accounts Receivable                    | 54,839                    | 43,126                    | 27.16%                |
| <b>Total Other Current Assets</b>      | <u>94,799</u>             | <u>91,607</u>             |                       |
| <b>Total Current Assets</b>            | <u>768,818</u>            | <u>751,489</u>            | 2.31%                 |
| <b>Fixed Assets</b>                    |                           |                           |                       |
| Construction in Process - Building 83  | -                         | -                         | 0.00%                 |
| Construction in Process - Building 80  | 15,468                    | -                         | 100.00%               |
| Office Equip and Vehicles              | 61,129                    | 61,129                    | 0.00%                 |
| Less: Accumulated Depreciation         | <u>(33,882)</u>           | <u>(19,198)</u>           | -76.49%               |
| <b>Total Fixed Assets</b>              | <u>42,715</u>             | <u>41,931</u>             | 1.87%                 |
| <b>TOTAL ASSETS</b>                    | <u>\$ 811,533</u>         | <u>\$ 793,420</u>         | 2.28%                 |
| <b>LIABILITIES</b>                     |                           |                           |                       |
| <b>Current Liabilities</b>             |                           |                           |                       |
| Accounts Payable & Accrued Liabilities | 400,199                   | 215,751                   | 85.49%                |
| Accrued Payroll, Benefits and Leave    | 3,908                     | 2,496                     | 56.57%                |
| Interfund Payables                     | 4,618,418                 | 2,716,251                 | 70.03%                |
| Prepaid Rent Revenue                   | 40,829                    | 13,458                    | 203.38%               |
| Public Programs - Event Deposits       | 6,065                     | 3,875                     | 56.52%                |
| Security Deposits Payable              | 260,792                   | 219,337                   | 18.90%                |
| <b>Total Current Liabilities</b>       | <u>\$ 5,330,211</u>       | <u>\$ 3,171,168</u>       | 68.08%                |
| <b>EQUITY</b>                          |                           |                           |                       |
| Retained Earnings                      | (3,136,301)               | (1,196,448)               | -162.13%              |
| 2015 Net Income                        | <u>(1,382,377)</u>        | <u>(1,181,300)</u>        | -17.02%               |
| <b>Total Equity</b>                    | <u>(4,518,678)</u>        | <u>(2,377,748)</u>        | -90.04%               |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <u>\$ 811,533</u>         | <u>\$ 793,420</u>         | 2.28%                 |

**FORT MONROE AUTHORITY - Enterprise Fund**

**INCOME STATEMENT**

Accrual  
Basis

**Comparison for the 7 Months Ended January 31, 2015 and 2014**

|                                   | Enterprise<br>Fund<br>FY2015 | % of<br>Revenue | Enterprise<br>Fund<br>FY2014 | % of<br>Revenue | Increase/<br>Decrease |
|-----------------------------------|------------------------------|-----------------|------------------------------|-----------------|-----------------------|
| <b>REVENUE</b>                    |                              |                 |                              |                 |                       |
| Fees (Resi) and CAM (Comm)        | \$ 14,371                    |                 | \$ 26,039                    |                 | -44.81%               |
| Rents - Commercial                | 412,750                      |                 | 209,393                      |                 | 97.12%                |
| Rents - Homes                     | 1,639,835                    |                 | 1,585,770                    |                 | 3.41%                 |
| Rental Concessions/Abatements     | (191,881)                    |                 | (236,534)                    |                 | 18.88%                |
| Rents - Garages                   | 3,345                        |                 | 5,120                        |                 | -34.67%               |
| Rents - Facility Rentals          | 27,016                       |                 | 4,325                        |                 | 524.65%               |
| Revenue - Gas/Water/Sanitation    | 266,229                      |                 | 71,149                       |                 | 274.19%               |
| Interest Earned                   | 41                           |                 | 62                           |                 | -33.87%               |
|                                   | <u>\$ 2,171,706</u>          | 100.00%         | <u>\$ 1,665,324</u>          | 100.00%         | 30.41%                |
| <b>COST OF SALES</b>              |                              |                 |                              |                 |                       |
| Natural Gas                       | 177,354                      |                 | 147,409                      |                 | 20.31%                |
| Sanitary Sewer                    | 239,746                      |                 | 55,159                       |                 | 334.65%               |
| Water                             | 85,255                       |                 | 103,201                      |                 | -17.39%               |
| Total Cost of Sales               | <u>\$ 502,355</u>            | 23.13%          | <u>\$ 305,769</u>            | 18.36%          | 64.29%                |
| <b>EXPENSES</b>                   |                              |                 |                              |                 |                       |
| <b>Office and Administrative</b>  |                              |                 |                              |                 |                       |
| Bank Fees & Fin Charges           | 1,144                        | 0.05%           | 229                          | 0.01%           | 399.56%               |
| Equipment Maintenance             | 5,523                        | 0.25%           | 5,913                        | 0.36%           | -6.60%                |
| Furniture & Equipment             | 1,340                        | 0.06%           | 3,400                        | 0.20%           | -60.59%               |
| Payroll and Fringes (office)      | 145,000                      | 6.68%           | 160,736                      | 9.65%           | -9.79%                |
| Postage and Shipping              | 349                          | 0.02%           | 378                          | 0.02%           | -7.67%                |
| Supplies & Other Expenses         | 9,390                        | 0.43%           | 8,178                        | 0.49%           | 14.82%                |
| Training                          | 3,901                        | 0.18%           | 2,727                        | 0.16%           | 43.05%                |
| Telephone & Internet              | 11,331                       | 0.52%           | 11,188                       | 0.67%           | 1.28%                 |
|                                   | <u>\$ 177,978</u>            | 8.20%           | <u>\$ 192,749</u>            | 11.57%          | -7.66%                |
| <b>Property &amp; Maintenance</b> |                              |                 |                              |                 |                       |
| Advertising & Marketing           | 49                           | 0.00%           | 99                           | 0.01%           | -50.51%               |
| Bad Debt & Collection Fees        | 211                          | 0.01%           | (317)                        | -0.02%          | 166.56%               |
| Commissions & Fees (Divaris)      | 113,802                      | 5.24%           | 35,000                       | 2.10%           | 225.15%               |
| Depreciation                      | 8,566                        | 0.39%           | 8,566                        | 0.51%           | 0.00%                 |
| Furn & Eqpt - Appli, HW Htr, Othr | 19,356                       | 0.89%           | 10,608                       | 0.64%           | 82.47%                |
| Furn & Eqpt - Tools               | 4,207                        | 0.19%           | 3,577                        | 0.21%           | 17.61%                |
| Insurance - Property & Vehicle    | 47,923                       | 2.21%           | 42,517                       | 2.55%           | 12.72%                |
| Lead Abatement Project            | 36,963                       | 1.70%           | 176,143                      | 10.58%          | -79.02%               |
| Management Fees                   | 87,500                       | 4.03%           | 87,500                       | 5.25%           | 0.00%                 |
| Payroll & Fringes (maintenance)   | 283,765                      | 13.07%          | 258,269                      | 15.51%          | 9.87%                 |
| Permits & Licenses                | 98                           | 0.00%           | -                            | 0.00%           | 100.00%               |
| PILOT fees                        | 719,097                      | 33.11%          | 654,014                      | 39.27%          | 9.95%                 |
| Professional Svcs (Arch/Engr)     | 6,200                        | 0.29%           | 11,701                       | 0.70%           | -47.01%               |
| R&M - Common Grounds              | 17,596                       | 0.81%           | 34,663                       | 2.08%           | -49.24%               |
| R&M - Contracts                   | 1,034,256                    | 47.62%          | 643,054                      | 38.61%          | 60.84%                |
| R&M - Supplies                    | 46,054                       | 2.12%           | 48,073                       | 2.89%           | -4.20%                |
| Uniforms                          | 581                          | 0.03%           | 1,687                        | 0.10%           | -65.56%               |
| Utilities (with Contra's)         | 441,473                      | 20.33%          | 327,844                      | 19.69%          | 34.66%                |
| Vehicles- Fuel & Maint.           | 6,053                        | 0.28%           | 5,108                        | 0.31%           | 18.50%                |
|                                   | <u>\$ 2,873,750</u>          | 132.33%         | <u>\$ 2,348,106</u>          | 141.00%         | 22.39%                |
| Total Operating Expenses          | <u>\$ 3,554,083</u>          | 163.65%         | <u>\$ 2,846,624</u>          | 170.94%         | 24.85%                |
| NET INCOME from Operations        | <u>\$ (1,382,377)</u>        | -63.65%         | <u>\$ (1,181,300)</u>        | -70.94%         | -17.02%               |

**FORT MONROE AUTHORITY - Enterprise Fund**

**BALANCE SHEET**

As of January 31, 2015

Accrual Basis

|  | Total               | FMA<br>Residential<br>FY2015 | FMA<br>Commercial<br>FY2015 | Special<br>Events<br>FY2015 | Utility<br>Fund<br>FY2015 |
|--|---------------------|------------------------------|-----------------------------|-----------------------------|---------------------------|
| <b>ASSETS</b>                          |                     |                              |                             |                             |                           |
| <b>Current Assets</b>                  |                     |                              |                             |                             |                           |
| Checking/Savings                       |                     |                              |                             |                             |                           |
| Operating                              | \$ 412,686          | \$ 290,991                   | \$ 4,310                    | \$ 29,373                   | \$ 88,012                 |
| Security Deposits (restricted)         | 260,833             | 223,016                      | 37,817                      | -                           | -                         |
| Petty Cash                             | 500                 | 300                          | 200                         | -                           | -                         |
| <b>Total Checking/Savings</b>          | <b>674,019</b>      | <b>514,307</b>               | <b>42,327</b>               | <b>29,373</b>               | <b>88,012</b>             |
| Other Current Assets                   | 39,960              | 32,899                       | 7,061                       | -                           | -                         |
| Accounts Receivable                    | 54,839              | 7                            | 16,443                      | -                           | 38,389                    |
| <b>Total Other Current Assets</b>      | <b>94,799</b>       | <b>32,906</b>                | <b>23,504</b>               | <b>-</b>                    | <b>38,389</b>             |
| <b>Total Current Assets</b>            | <b>768,818</b>      | <b>547,213</b>               | <b>65,831</b>               | <b>29,373</b>               | <b>126,401</b>            |
| <b>Fixed Assets</b>                    |                     |                              |                             |                             |                           |
| Office Equip and Vehicles              | 61,129              | 42,684                       | 18,445                      | -                           | -                         |
| Construction In Process - Building 80  | 15,468              | -                            | 15,468                      | -                           | -                         |
| Construction In Process - Building 83  | -                   | -                            | -                           | -                           | -                         |
| Less: Accumulated Depreciation         | (33,882)            | (22,611)                     | (11,271)                    | -                           | -                         |
| <b>Total Fixed Assets</b>              | <b>42,715</b>       | <b>20,073</b>                | <b>22,642</b>               | <b>-</b>                    | <b>-</b>                  |
| <b>TOTAL ASSETS</b>                    | <b>\$ 811,533</b>   | <b>\$ 567,286</b>            | <b>\$ 88,473</b>            | <b>\$ 29,373</b>            | <b>\$ 126,401</b>         |
| <b>LIABILITIES</b>                     |                     |                              |                             |                             |                           |
| <b>Current Liabilities</b>             |                     |                              |                             |                             |                           |
| Accounts Payable & Accrued Liabilities | 400,199             | 132,161                      | 184,338                     | -                           | 83,700                    |
| Accrued Payroll, Benefits and Leave    | 3,908               | (25)                         | 3,933                       | -                           | -                         |
| Interfund Payables                     | 4,618,418           | (874,381)                    | 4,781,919                   | -                           | 710,880                   |
| Prepaid Rent Revenue                   | 40,829              | 27,376                       | 13,453                      | -                           | -                         |
| Public Programs - Event Deposits       | 6,065               | -                            | -                           | 6,065                       | -                         |
| Security Deposits Payable              | 260,792             | 222,975                      | 37,817                      | -                           | -                         |
| <b>Total Current Liabilities</b>       | <b>\$ 5,330,211</b> | <b>\$ (491,894)</b>          | <b>\$ 5,021,460</b>         | <b>\$ 6,065</b>             | <b>\$ 794,580</b>         |
| <b>EQUITY</b>                          |                     |                              |                             |                             |                           |
| Retained Earnings                      | (3,136,301)         | 668,456                      | (3,374,752)                 | 1,884                       | (431,889)                 |
| 2015 Net Income                        | (1,382,377)         | 390,724                      | (1,558,235)                 | 21,424                      | (236,290)                 |
| <b>Total Equity</b>                    | <b>(4,518,678)</b>  | <b>1,059,180</b>             | <b>(4,932,987)</b>          | <b>23,308</b>               | <b>(668,179)</b>          |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <b>\$ 811,533</b>   | <b>\$ 567,286</b>            | <b>\$ 88,473</b>            | <b>\$ 29,373</b>            | <b>\$ 126,401</b>         |

**FORT MONROE AUTHORITY - Enterprise Fund**

**INCOME STATEMENT**

**For the 7 Months Ended January 31, 2015**

Accrual  
Basis

|                                   | Total                 | FMA<br>Residential<br>FY2015 | % of<br>Revenue | FMA<br>Commercial<br>FY2015 | % of<br>Revenue | Special<br>Events<br>FY2015 | % of<br>Revenue | Utility<br>Fund<br>FY2015 | % of<br>Revenue |
|-----------------------------------|-----------------------|------------------------------|-----------------|-----------------------------|-----------------|-----------------------------|-----------------|---------------------------|-----------------|
| <b>REVENUE</b>                    |                       |                              |                 |                             |                 |                             |                 |                           |                 |
| Fees (Resi) and CAM (Comm)        | \$ 14,371             | \$ 7,872                     |                 | \$ 6,499                    |                 | \$ -                        |                 | \$ -                      |                 |
| Rents - Commercial                | 412,750               | -                            |                 | 412,750                     |                 | -                           |                 | -                         |                 |
| Rents - Homes                     | 1,639,835             | 1,639,835                    |                 | -                           |                 | -                           |                 | -                         |                 |
| Rental Concessions/Abatements     | (191,881)             | (128,922)                    |                 | (62,959)                    |                 | -                           |                 | -                         |                 |
| Rents - Garages                   | 3,345                 | 3,345                        |                 | -                           |                 | -                           |                 | -                         |                 |
| Rents - Facility Rentals          | 27,016                | -                            |                 | -                           |                 | 27,016                      |                 | -                         |                 |
| Revenue - Gas/Water/Sanitation    | 266,229               | -                            |                 | -                           |                 | -                           |                 | 266,229                   |                 |
| Interest Earned                   | 41                    | 41                           |                 | -                           |                 | -                           |                 | -                         |                 |
|                                   | <u>\$ 2,171,706</u>   | <u>\$ 1,522,171</u>          | 100.00%         | <u>\$ 356,290</u>           | 100.00%         | <u>\$ 27,016</u>            | 100.00%         | <u>\$ 266,229</u>         | 100.00%         |
| <b>COST OF SALES</b>              |                       |                              |                 |                             |                 |                             |                 |                           |                 |
| Natural Gas                       | 177,354               | -                            |                 | -                           |                 | -                           |                 | 177,354                   | 66.62%          |
| Sanitary Sewer                    | 239,746               | -                            |                 | -                           |                 | -                           |                 | 239,746                   | 90.05%          |
| Water                             | 85,255                | -                            |                 | -                           |                 | -                           |                 | 85,255                    | 32.02%          |
| Total Cost of Sales               | <u>\$ 502,355</u>     | <u>\$ -</u>                  |                 | <u>\$ -</u>                 |                 | <u>\$ -</u>                 |                 | <u>\$ 502,355</u>         | 188.69%         |
| <b>EXPENSES</b>                   |                       |                              |                 |                             |                 |                             |                 |                           |                 |
| <b>Office and Administrative</b>  |                       |                              |                 |                             |                 |                             |                 |                           |                 |
| Bank Fees & Fin Charges           | 1,144                 | 760                          | 0.05%           | -                           | 0.00%           | 384                         | 1.42%           | -                         | 0.00%           |
| Equipment Maintenance             | 5,523                 | 5,523                        | 0.36%           | -                           | 0.00%           | -                           | 0.00%           | -                         | 0.00%           |
| Furniture & Equipment             | 1,340                 | 1,340                        | 0.09%           | -                           | 0.00%           | -                           | 0.00%           | -                         | 0.00%           |
| Payroll and Fringes (office)      | 145,000               | 116,249                      | 7.64%           | 28,751                      | 8.07%           | -                           | 0.00%           | -                         | 0.00%           |
| Postage and Shipping              | 349                   | 251                          | 0.02%           | 98                          | 0.03%           | -                           | 0.00%           | -                         | 0.00%           |
| Supplies & Other Expenses         | 9,390                 | 6,275                        | 0.41%           | 2,346                       | 0.66%           | 640                         | 2.37%           | 129                       | 0.05%           |
| Training                          | 3,901                 | 3,901                        | 0.26%           | -                           | 0.00%           | -                           | 0.00%           | -                         | 0.00%           |
| Telephone & Internet              | 11,331                | 2,513                        | 0.17%           | 8,569                       | 2.41%           | 249                         | 0.92%           | -                         | 0.00%           |
|                                   | <u>\$ 177,978</u>     | <u>\$ 136,812</u>            | 8.99%           | <u>\$ 39,764</u>            | 11.16%          | <u>\$ 1,273</u>             | 4.71%           | <u>\$ 129</u>             | 0.05%           |
| <b>Property &amp; Maintenance</b> |                       |                              |                 |                             |                 |                             |                 |                           |                 |
| Advertising & Marketing           | 49                    | 49                           | 0.00%           | -                           | 0.00%           | -                           | 0.00%           | -                         | 0.00%           |
| Bad Debt & Collection Fees        | 211                   | 211                          | 0.01%           | -                           | 0.00%           | -                           | 0.00%           | -                         | 0.00%           |
| Commissions & Fees (Divaris)      | 113,802               | -                            | 0.00%           | 113,802                     | 31.94%          | -                           | 0.00%           | -                         | 0.00%           |
| Depreciation                      | 8,566                 | 4,980                        | 0.33%           | 3,586                       | 1.01%           | -                           | 0.00%           | -                         | 0.00%           |
| Furn & Eqpt - Appli, HW Htr, Othr | 19,356                | 17,803                       | 1.17%           | -                           | 0.00%           | 1,553                       | 5.75%           | -                         | 0.00%           |
| Furn & Eqpt - Tools & Other       | 4,207                 | 2,920                        | 0.19%           | 1,287                       | 0.36%           | -                           | 0.00%           | -                         | 0.00%           |
| Insurance - Property & Vehicle    | 47,923                | 41,899                       | 2.75%           | 5,633                       | 1.58%           | 391                         | 1.45%           | -                         | 0.00%           |
| Lead Abatement Project            | 36,963                | 36,963                       | 2.43%           | -                           | 0.00%           | -                           | 0.00%           | -                         | 0.00%           |
| Management Fees                   | 87,500                | -                            | 0.00%           | 87,500                      | 24.56%          | -                           | 0.00%           | -                         | 0.00%           |
| Payroll & Fringes (maintenance)   | 283,765               | 149,043                      | 9.79%           | 134,722                     | 37.81%          | -                           | 0.00%           | -                         | 0.00%           |
| Permits & Licenses                | 98                    | -                            | 0.00%           | -                           | 0.00%           | 63                          | 0.23%           | 35                        | 0.01%           |
| PILOT fees                        | 719,097               | 285,209                      | 18.74%          | 433,888                     | 121.78%         | -                           | 0.00%           | -                         | 0.00%           |
| Professional Svcs (Arch/Engr)     | 6,200                 | -                            | 0.00%           | 6,200                       | 1.74%           | -                           | 0.00%           | -                         | 0.00%           |
| R&M - Common Grounds              | 17,596                | 16,284                       | 1.07%           | 1,312                       | 0.37%           | -                           | 0.00%           | -                         | 0.00%           |
| R&M - Contracts                   | 1,034,256             | 298,819                      | 19.63%          | 734,387                     | 206.12%         | 1,050                       | 3.89%           | -                         | 0.00%           |
| R&M - Supplies                    | 46,054                | 30,060                       | 1.97%           | 15,595                      | 4.38%           | 399                         | 1.48%           | -                         | 0.00%           |
| Uniforms                          | 581                   | 56                           | 0.00%           | 525                         | 0.15%           | -                           | 0.00%           | -                         | 0.00%           |
| Utilities (with Contra's)         | 441,473               | 106,291                      | 6.98%           | 334,319                     | 93.83%          | 863                         | 3.19%           | -                         | 0.00%           |
| Vehicles- Fuel & Maint.           | 6,053                 | 4,048                        | 0.27%           | 2,005                       | 0.56%           | -                           | 0.00%           | -                         | 0.00%           |
|                                   | <u>\$ 2,873,750</u>   | <u>\$ 994,635</u>            | 65.34%          | <u>\$ 1,874,761</u>         | 526.19%         | <u>\$ 4,319</u>             | 15.99%          | <u>\$ 35</u>              | 0.01%           |
| Total Operating Expenses          | <u>\$ 3,554,083</u>   | <u>\$ 1,131,447</u>          | 74.33%          | <u>\$ 1,914,525</u>         | 537.35%         | <u>\$ 5,592</u>             | 20.70%          | <u>\$ 502,519</u>         | 188.75%         |
| NET INCOME from Operations        | <u>\$ (1,382,377)</u> | <u>\$ 390,724</u>            | 25.67%          | <u>\$ (1,558,235)</u>       | -437.35%        | <u>\$ 21,424</u>            | 79.30%          | <u>\$ (236,290)</u>       | -88.75%         |

**FORT MONROE AUTHORITY - Enterprise Fund  
INCOME STATEMENT**

Accrual Basis

**Comparison for the 7 Months Ended January 31, 2015 and 2014**

|                                   | Total<br>FY2015       | FMA<br>Residential<br>FY2015 | FMA<br>Commercial<br>FY2015 | Total<br>FY2014     | FMA<br>Residential<br>FY2014 | FMA<br>Commercial<br>FY2014 | % TOTALS<br>FY15<br>vs<br>FY14 |
|-----------------------------------|-----------------------|------------------------------|-----------------------------|---------------------|------------------------------|-----------------------------|--------------------------------|
| <b>REVENUE</b>                    |                       |                              |                             |                     |                              |                             |                                |
| Fees (Resi) and CAM (Comm)        | \$ 14,371             | \$ 7,872                     | \$ 6,499                    | \$ 26,039           | \$ 9,696                     | \$ 16,343                   | -44.81%                        |
| Rents - Commercial                | 412,750               | -                            | 412,750                     | 209,393             | -                            | 209,393                     | 97.12%                         |
| Rents - Homes                     | 1,639,835             | 1,639,835                    | -                           | 1,585,770           | 1,585,770                    | -                           | 3.41%                          |
| Rental Concessions/Abatements     | (191,881)             | (128,922)                    | (62,959)                    | (236,534)           | (227,548)                    | (8,986)                     | 18.88%                         |
| Rents - Garages                   | 3,345                 | 3,345                        | -                           | 5,120               | 5,120                        | -                           | -34.67%                        |
| Interest Earned                   | 41                    | 41                           | -                           | 62                  | 62                           | -                           | -33.87%                        |
|                                   | <u>\$ 1,878,461</u>   | <u>\$ 1,522,171</u>          | <u>\$ 356,290</u>           | <u>\$ 1,589,850</u> | <u>\$ 1,373,100</u>          | <u>\$ 216,750</u>           | 18.15%                         |
| <b>EXPENSES</b>                   |                       |                              |                             |                     |                              |                             |                                |
| <b>Office and Administrative</b>  |                       |                              |                             |                     |                              |                             |                                |
| Bank Fees & Fin Charges           | 760                   | 760                          | -                           | 229                 | 229                          | -                           | 231.88%                        |
| Equipment Maintenance             | 5,523                 | 5,523                        | -                           | 5,913               | 5,913                        | -                           | -6.60%                         |
| Furniture & Equipment             | 1,340                 | 1,340                        | -                           | 3,400               | 1,735                        | 1,665                       | -60.59%                        |
| Payroll and Fringes (office)      | 145,000               | 116,249                      | 28,751                      | 160,736             | 132,599                      | 28,137                      | -9.79%                         |
| Postage and Shipping              | 349                   | 251                          | 98                          | 378                 | 202                          | 176                         | -7.67%                         |
| Supplies & Other Expenses         | 8,621                 | 6,275                        | 2,346                       | 8,178               | 5,852                        | 2,326                       | 5.42%                          |
| Training                          | 3,901                 | 3,901                        | -                           | 2,727               | 2,727                        | -                           | 43.05%                         |
| Telephone & Internet              | 11,082                | 2,513                        | 8,569                       | 11,188              | 4,909                        | 6,279                       | -0.95%                         |
|                                   | <u>\$ 176,576</u>     | <u>\$ 136,812</u>            | <u>\$ 39,764</u>            | <u>\$ 192,749</u>   | <u>\$ 154,166</u>            | <u>\$ 38,583</u>            | -8.39%                         |
| <b>Property &amp; Maintenance</b> |                       |                              |                             |                     |                              |                             |                                |
| Advertising & Marketing           | 49                    | 49                           | -                           | 99                  | 99                           | -                           | -50.51%                        |
| Bad Debt & Collection Fees        | 211                   | 211                          | -                           | (317)               | (317)                        | -                           | 166.56%                        |
| Consulting Fees                   | 113,802               | -                            | 113,802                     | 35,000              | -                            | 35,000                      | 225.15%                        |
| Depreciation                      | 8,566                 | 4,980                        | 3,586                       | 8,566               | 4,980                        | 3,586                       | 0.00%                          |
| Furn & Eqpt - Appli, HW Htr, Othr | 17,803                | 17,803                       | -                           | 10,608              | 10,608                       | -                           | 67.83%                         |
| Furn & Eqpt - Tools & Other       | 4,207                 | 2,920                        | 1,287                       | 3,577               | 3,064                        | 513                         | 17.61%                         |
| Insurance - Property & Vehicle    | 47,532                | 41,899                       | 5,633                       | 42,290              | 33,941                       | 8,349                       | 12.40%                         |
| Lead Abatement Project            | 36,963                | 36,963                       | -                           | 176,143             | 176,143                      | -                           | -79.02%                        |
| Management Fees                   | 87,500                | -                            | 87,500                      | 87,500              | -                            | 87,500                      | 0.00%                          |
| Payroll & Fringes (maintenance)   | 283,765               | 149,043                      | 134,722                     | 258,269             | 126,459                      | 131,810                     | 9.87%                          |
| PILOT fees                        | 719,097               | 285,209                      | 433,888                     | 654,014             | 229,941                      | 424,073                     | 9.95%                          |
| Professional Srvcs (Arch/Engr)    | 6,200                 | -                            | 6,200                       | 11,701              | -                            | 11,701                      | -47.01%                        |
| R&M - Common Grounds              | 17,596                | 16,284                       | 1,312                       | 34,663              | 27,200                       | 7,463                       | -49.24%                        |
| R&M - Contracts                   | 1,033,206             | 298,819                      | 734,387                     | 642,004             | 209,881                      | 432,123                     | 60.94%                         |
| R&M - Supplies                    | 45,655                | 30,060                       | 15,595                      | 48,073              | 31,963                       | 16,110                      | -5.03%                         |
| Uniforms                          | 581                   | 56                           | 525                         | 1,687               | 466                          | 1,221                       | -65.56%                        |
| Utilities (with Contra's)         | 440,610               | 106,291                      | 334,319                     | 327,287             | 114,643                      | 212,644                     | 34.63%                         |
| Vehicles- Fuel & Maint.           | 6,053                 | 4,048                        | 2,005                       | 5,108               | 5,108                        | -                           | 18.50%                         |
|                                   | <u>\$ 2,869,396</u>   | <u>\$ 994,635</u>            | <u>\$ 1,874,761</u>         | <u>\$ 2,346,272</u> | <u>\$ 974,179</u>            | <u>\$ 1,372,093</u>         | 22.30%                         |
| Total Operating Expenses          | <u>\$ 3,045,972</u>   | <u>\$ 1,131,447</u>          | <u>\$ 1,914,525</u>         | <u>\$ 2,539,021</u> | <u>\$ 1,128,345</u>          | <u>\$ 1,410,676</u>         | 19.97%                         |
| <b>NET INCOME from Operations</b> | <u>\$ (1,167,511)</u> | <u>\$ 390,724</u>            | <u>\$ (1,558,235)</u>       | <u>\$ (949,171)</u> | <u>\$ 244,755</u>            | <u>\$ (1,193,926)</u>       | -23.00%                        |

**FMA-EF Special Events  
Statement of Activities  
July 2014 through January 2015**

Accrual Basis

|   | Facility Rentals |                |                 |                |                  |             |                 |                 |
|---|------------------|----------------|-----------------|----------------|------------------|-------------|-----------------|-----------------|
|   | TOTALS           | Picnic Shelter | Gazebo Weddings | Special Events | Bodacious Bazaar | Ghost Tours | Mistletoe Tours | General & Admin |
| <b>Income</b>                             |                  |                |                 |                |                  |             |                 |                 |
| 4100.35 - Rev - Picnic Shelter            | \$ 3,975         | \$ 3,975       | -               | -              | -                | -           | -               | \$ -            |
| 4100.36 - Rev - Weddings                  | 5,400            | -              | 5,400           | -              | -                | -           | -               | -               |
| 4100.37 - Rev - Other                     | 17,641           | -              | -               | 800            | -                | 7,351       | 9,490           | -               |
| <b>Total Income</b>                       | \$ 27,016        | \$ 3,975       | \$ 5,400        | \$ 800         | \$ -             | \$ 7,351    | \$ 9,490        | \$ -            |
| <b>Expense</b>                            |                  |                |                 |                |                  |             |                 |                 |
| 6100.31 - Admin - Bank Charges            | 384              | -              | -               | -              | -                | -           | -               | 384             |
| 6100.35 - Admin - Travel (weddings)       | -                | -              | -               | -              | -                | -           | -               | -               |
| 6110.32 - Uniforms                        | -                | -              | -               | -              | -                | -           | -               | -               |
| 6120.35 - Postage                         | -                | -              | -               | -              | -                | -           | -               | -               |
| 6120.36 - Ofc - Supplies                  | 640              | -              | -               | -              | -                | -           | -               | 640             |
| 6200.31 - Adv - Employment                | -                | -              | -               | -              | -                | -           | -               | -               |
| 6300.32 - F&E - Computer & Software       | -                | -              | -               | -              | -                | -           | -               | -               |
| 6300.35 - F&E - Events                    | 1,553            | -              | -               | 1,553          | -                | -           | -               | -               |
| 6310.34 - Ins - Property (picnic)         | 198              | 198            | -               | -              | -                | -           | -               | -               |
| 6310.35 - Ins - Property (gazebo)         | 193              | -              | 193             | -              | -                | -           | -               | -               |
| 6400.34 - Grnds - Signage                 | -                | -              | -               | -              | -                | -           | -               | -               |
| 6400.31 - Contr - Cleaning                | -                | -              | -               | -              | -                | -           | -               | -               |
| 6410.34 - Contr - Grounds (picnic)        | 1,050            | 1,050          | -               | -              | -                | -           | -               | -               |
| 6420.31 - Supplies                        | 399              | -              | -               | -              | -                | -           | -               | 399             |
| 6500.34 - Permits & Fees                  | 63               | -              | -               | 63             | -                | -           | -               | -               |
| 6500.35 - PILOT Fee to City Hpt - Shelter | -                | -              | -               | -              | -                | -           | -               | -               |
| 6500.36 - PILOT fee to Hpt - Gazebo       | -                | -              | -               | -              | -                | -           | -               | -               |
| 6610.37 - Util - Refuse Removal (picnic)  | 863              | 863            | -               | -              | -                | -           | -               | -               |
| 6600.34 - Telephone - Wireless            | 249              | -              | -               | -              | -                | -           | -               | 249             |
| 6640.31 - VEH - Mileage & Fuel Costs      | -                | -              | -               | -              | -                | -           | -               | -               |
| <b>Total Expense</b>                      | \$ 5,592         | \$ 2,111       | \$ 193          | \$ 1,616       | \$ -             | \$ -        | \$ -            | \$ 1,672        |
| <b>Net Income (Loss)</b>                  | \$ 21,424        | \$ 1,864       | \$ 5,207        | \$ (816)       | \$ -             | \$ 7,351    | \$ 9,490        | \$ (1,672)      |