

CHSAA BUDGET REPORT
July 2022 through March 2023

ACTUAL 7/1/2018- 3/31/2019	ACTUAL 7/1/2019- 3/31/2020	ACTUAL 7/1/2020- 3/31/2021	ACTUAL 7/1/2021- 3/31/2022		ACTUAL 7/1/2022- 3/31/2023	BUDGET 7/1/2022- 3/31/2023	VARIANCE ACTUAL VS. BUDGET	ADOPTED BUDGET 2022-2023	VARIANCE 7/1-3/31/2022
INCOME:									
MEMBERSHIP FEES									
\$ 764,152	\$ 779,296	\$ 882,933	\$ 906,208	PARTICIPATION FEES	\$ 966,417	\$ 925,041	\$ 41,376	\$ 925,041	\$ 60,209
\$ 312,731	\$ 322,707	\$ 342,426	\$ 334,827	MEMBER SERVICE FEES	\$ 365,760	\$ 352,250	\$ 13,510	\$ 352,250	\$ 30,933
\$ 18,860	\$ 16,100	\$ 50	\$ 9,040	MIDDLE SCHOOL / JUNIOR HIGH FEES	\$ 24,000	\$ 7,500	\$ 16,500	\$ 7,500	\$ 14,960
\$ 3,475	\$ 600	\$ -	\$ -	LATE FEES	\$ -	\$ -	\$ -	\$ 500	\$ -
PROGRAMS/OFFICIALS									
\$ 23,709	\$ 26,279	\$ 22,460	\$ 10,761	CHSAANOW	\$ 2,236	\$ 1,050	\$ 1,186	\$ 24,600	\$ (8,525)
\$ -	\$ -	\$ -	\$ -	ALL SCHOOL SUMMIT	\$ 12,680	\$ -	\$ 12,680	\$ -	\$ 12,680
\$ 291,070	\$ 118,930	\$ 9,210	\$ 56,748	1ST YEAR COACHES REGISTRATION	\$ 72,293	\$ 75,000	\$ (2,707)	\$ 75,000	\$ 15,545
\$ 13,211	\$ 26,543	\$ 2,606	\$ 49,935	ELECTRONIC PLATFORMS	\$ 50,905	\$ 50,000	\$ 905	\$ 50,000	\$ 970
\$ 7,213	\$ 9,464	\$ -	\$ 3,345	FOUNDATION GAMES	\$ 9,843	\$ 5,000	\$ 4,843	\$ 5,000	\$ 6,498
\$ 11,410	\$ 4,819	\$ -	\$ 1,050	HALL OF FAME	\$ 18,770	\$ 11,250	\$ 7,520	\$ 11,250	\$ 17,720
\$ 32,750	\$ 16,200	\$ 25,875	\$ 11,238	OFFICIALS REGISTRATIONS / OFFICIATE DAY CO	\$ 91,479	\$ 35,000	\$ 56,479	\$ 47,000	\$ 80,241
\$ 15,170	\$ 7,930	\$ 1,600	\$ 7,150	OFFICIALS PARTNERS FEES	\$ 13,150	\$ 10,000	\$ 3,150	\$ 18,500	\$ 6,000
PUBLICATIONS/SALES									
\$ 4,038	\$ 3,054	\$ -	\$ -	CHSAA PUBLICATIONS	\$ -	\$ 250	\$ (250)	\$ 250	\$ -
\$ 159	\$ 120	\$ 10	\$ -	PROGRAM SALES	\$ -	\$ 5,000	\$ (5,000)	\$ 5,000	\$ -
\$ 31,311	\$ 21,189	\$ 3,652	\$ 14,828	RULE BOOK SALES	\$ 15,939	\$ 20,000	\$ (4,061)	\$ 30,000	\$ 1,111
\$ 42,351	\$ 40,000	\$ 11,340	\$ 58,552	T-SHIRT ROYALTIES	\$ 44,043	\$ 90,000	\$ (45,957)	\$ 115,000	\$ (14,509)
MISCELLANEOUS									
\$ 421,623	\$ 343,151	\$ 376,779	\$ 332,077	CORPORATE AND PROMOTIONS	\$ 418,025	\$ 360,000	\$ 58,025	\$ 420,000	\$ 85,948
\$ 20,000	\$ 20,600	\$ 29,932	\$ 49,948	NETWORK PARTNERSHIPS	\$ 121,484	\$ 87,000	\$ 34,484	\$ 153,000	\$ 71,536
\$ 209,817	\$ 215,245	\$ -	\$ 151,841	COURTESY CARDS	\$ 190,850	\$ 215,000	\$ (24,150)	\$ 215,000	\$ 39,009
\$ 21,394	\$ 24,553	\$ 33,450	\$ 8,347	INTEREST INCOME	\$ 7,600	\$ 7,500	\$ 100	\$ 10,000	\$ (747)
\$ -	\$ 6,393	\$ 23,899	\$ 8,960	MISCELLANEOUS (EMPLOYEE RETENTION CREDITS)	\$ 259,117	\$ 1,500	\$ 257,617	\$ 2,000	\$ 250,157
ACTIVITIES									
\$ 84,192	\$ 63,105	\$ 3,215	\$ 49,364	MUSIC	\$ 61,765	\$ 90,000	\$ (28,235)	\$ 121,410	\$ 12,401
\$ 31,332	\$ 8,558	\$ 18,004	\$ 11,239	SPEECH	\$ 28,073	\$ 16,000	\$ 12,073	\$ 16,000	\$ 16,834
\$ 157,880	\$ 158,420	\$ 8,120	\$ 8,880	STUDENT LEADERSHIP	\$ 51,266	\$ 103,750	\$ (52,484)	\$ 111,250	\$ 42,386
\$ -	\$ 10,409	\$ 5,113	\$ 5,523	ESPORTS	\$ 798	\$ 35,500	\$ (34,702)	\$ 36,000	\$ (4,725)
SPORTS									
\$ -	\$ -	\$ -	\$ -	BASEBALL	\$ 103	\$ -	\$ 103	\$ 114,814	\$ 103
\$ 651,949	\$ 88,131	\$ 32,255	\$ 167,117	BASKETBALL	\$ 845,225	\$ 675,000	\$ 170,225	\$ 675,000	\$ 678,108
\$ 5,000	\$ 17,800	\$ 13,900	\$ 15,583	CROSS COUNTRY	\$ 25,500	\$ 13,500	\$ 12,000	\$ 13,500	\$ 9,917
\$ 8,697	\$ 11,163	\$ -	\$ 13,210	FIELD HOCKEY	\$ 16,676	\$ 14,200	\$ 2,476	\$ 14,200	\$ 3,466
\$ 308,235	\$ 301,135	\$ 29,415	\$ 406,398	FOOTBALL	\$ 286,504	\$ 365,000	\$ (78,496)	\$ 365,000	\$ (119,894)
\$ 9,779	\$ 9,747	\$ -	\$ 8,222	GYMNASTICS	\$ 10,988	\$ 10,000	\$ 988	\$ 10,000	\$ 2,766
\$ -	\$ -	\$ 20,500	\$ 46,632	ICE HOCKEY	\$ 74,886	\$ 75,000	\$ (114)	\$ 75,000	\$ 28,254
\$ -	\$ -	\$ -	\$ -	LACROSSE - BOYS	\$ -	\$ -	\$ -	\$ 52,500	\$ -
\$ -	\$ -	\$ -	\$ -	LACROSSE - GIRLS	\$ 275	\$ -	\$ 275	\$ 24,500	\$ 275
\$ -	\$ -	\$ -	\$ -	SKIING	\$ 500	\$ -	\$ 500	\$ -	\$ 500
\$ 68,970	\$ 63,377	\$ 20	\$ 56,395	SOCCER - BOYS	\$ 90,788	\$ 75,000	\$ 15,788	\$ 75,000	\$ 34,393
\$ -	\$ 3,782	\$ -	\$ -	SOCCER - GIRLS	\$ 750	\$ -	\$ 750	\$ 80,000	\$ 750
\$ 46,628	\$ 49,389	\$ 15,718	\$ 57,062	SOFTBALL	\$ 64,952	\$ 52,000	\$ 12,952	\$ 52,000	\$ 7,890
\$ 143,059	\$ 159,983	\$ 27,750	\$ 175,575	SPIRIT	\$ 203,527	\$ 159,500	\$ 44,027	\$ 159,500	\$ 27,952
\$ 200	\$ -	\$ -	\$ -	SWIMMING - BOYS	\$ -	\$ -	\$ -	\$ 38,000	\$ -
\$ 37,799	\$ 39,023	\$ 13,545	\$ 55,470	SWIMMING - GIRLS	\$ 55,986	\$ 53,000	\$ 2,986	\$ 53,000	\$ 516
\$ -	\$ -	\$ -	\$ 1,500	TENNIS - GIRLS	\$ 1,500	\$ -	\$ 1,500	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -	TENNIS - BOYS	\$ 2,400	\$ -	\$ 2,400	\$ -	\$ 2,400
\$ 2,225	\$ -	\$ -	\$ 400	TRACK & FIELD	\$ 1,140	\$ -	\$ 1,140	\$ 190,000	\$ 740
\$ -	\$ -	\$ -	\$ 6,270	UNIFIED BOWLING	\$ 1,690	\$ 5,000	\$ (3,310)	\$ 5,000	\$ (4,580)
\$ -	\$ -	\$ -	\$ -	VOLLEYBALL - BOYS	\$ -	\$ -	\$ -	\$ 15,000	\$ -
\$ 187,567	\$ 189,919	\$ 191	\$ 182,954	VOLLEYBALL - GIRLS	\$ 203,652	\$ 190,000	\$ 13,652	\$ 190,000	\$ 20,698
\$ 430,724	\$ 17,451	\$ 42,725	\$ 17,008	WRESTLING	\$ 569,636	\$ 415,000	\$ 154,636	\$ 415,000	\$ 552,628
\$ 4,418,680	\$ 3,194,565	\$ 1,996,694	\$ 3,299,657	TOTAL INCOME	\$ 5,283,171	\$ 4,605,791	\$ 677,380	\$ 5,368,565	\$ 1,983,514

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ACTUAL 7/1/2018- 3/31/2019	ACTUAL 7/1/2019- 3/31/2020	ACTUAL 7/1/2020- 3/31/2021	ACTUAL 7/1/2021- 3/31/2022		ACTUAL 7/1/2022- 3/31/2023	BUDGET 7/1/2022- 3/31/2023	VARIANCE ACTUAL VS. BUDGET	ADOPTED BUDGET 2022-2023	VARIANCE 7/1-3/31/2022 7/1-3/31/2023
EXPENSES:									
PROGRAMS/OFFICIALS									
\$ 46,233	\$ 43,549	\$ 35,444	\$ 40,323	CHSAANOW EXPENSES / MEDIA	\$ 36,129	\$ 29,374	\$ 6,755	\$ 36,648	\$ (4,194)
\$ 65,165	\$ 69,704	\$ 104,336	\$ 44,295	ELECTRONIC PLATFORM	\$ 32,905	\$ 45,295	\$ (12,390)	\$ 45,295	\$ (11,390)
\$ 4,253	\$ 3,957	\$ 25	\$ 192	HALL OF FAME	\$ 67,526	\$ 35,000	\$ 32,526	\$ 35,000	\$ 67,334
\$ 29,715	\$ 31,795	\$ 36,137	\$ 43,046	OFFICIALS EXPENSE	\$ 109,767	\$ 61,997	\$ 47,770	\$ 70,376	\$ 66,721
\$ 66,940	\$ 62,463	\$ 40,746	\$ 44,936	RULE BOOK EXPENSE	\$ 72,330	\$ 44,500	\$ 27,830	\$ 44,500	\$ 27,394
\$ 66,958	\$ 59,430	\$ 17,702	\$ 23,770	PRINTING/MEMBER PUBLICATIONS	\$ 18,872	\$ 30,000	\$ (11,128)	\$ 30,000	\$ (4,898)
\$ 45,119	\$ 26,295	\$ -	\$ 10,203	ALL SCHOOL SUMMIT EXPENSES	\$ 43,530	\$ 30,000	\$ 13,530	\$ 30,000	\$ 33,327
\$ -	\$ -	\$ -	\$ -	FOUNDATION GAMES	\$ 9,843	\$ -	\$ 9,843	\$ -	\$ 9,843
\$ -	\$ -	\$ -	\$ -	MIDDLE SCHOOL / JUNIOR HIGH EXPENSES	\$ 650	\$ 2,000	\$ (1,350)	\$ 2,000	\$ 650
\$ -	\$ -	\$ -	\$ -	SPORTSMANSHIP	\$ -	\$ 2,000	\$ (2,000)	\$ 3,000	\$ -
COMMITTEES									
\$ 54,917	\$ 54,762	\$ 12,198	\$ 41,012	BOARD OF DIRECTORS	\$ 50,021	\$ 45,000	\$ 5,021	\$ 75,000	\$ 9,009
\$ -	\$ 20,579	\$ -	\$ 2,869	LEGISLATIVE COUNCIL	\$ 44,466	\$ 35,000	\$ 9,466	\$ 70,000	\$ 41,597
\$ 18,269	\$ 30,662	\$ -	\$ 4,125	NATIONAL MEETINGS	\$ 18,577	\$ 16,000	\$ 2,577	\$ 55,000	\$ 14,452
\$ 39,422	\$ 25,120	\$ 644	\$ 2,741	OTHER COMMITTEES	\$ 3,860	\$ 20,000	\$ (16,140)	\$ 25,000	\$ 1,119
OPERATING EXPENSES									
\$ 94,237	\$ 98,180	\$ 101,700	\$ 127,952	CORPORATE INSURANCE	\$ 139,547	\$ 140,000	\$ (453)	\$ 140,000	\$ 11,595
\$ 14,735	\$ 16,951	\$ 20,755	\$ 24,829	AUTO INSURANCE	\$ 11,671	\$ 25,000	\$ (13,329)	\$ 25,000	\$ (13,158)
\$ 33,118	\$ 37,754	\$ 41,556	\$ 42,159	AUTOMOBILE	\$ 44,480	\$ 43,500	\$ 980	\$ 58,000	\$ 2,321
\$ 81,108	\$ 99,020	\$ 76,532	\$ 67,561	BUSINESS MACHINE LEASE & COMPUTER SUPPORT	\$ 68,025	\$ 79,907	\$ (11,882)	\$ 106,544	\$ 464
\$ 54,926	\$ 51,417	\$ 42,655	\$ 53,207	BUILDING MAINTENANCE / UTILITIES	\$ 60,632	\$ 50,822	\$ 9,810	\$ 67,763	\$ 7,426
\$ 1,620	\$ 7,026	\$ 5,995	\$ 9,199	PROF. ORGANIZATION MEMBERSHIP DUES & FEES	\$ 8,420	\$ 5,755	\$ 2,665	\$ 5,755	\$ (779)
\$ 22,638	\$ 24,925	\$ 29,560	\$ 25,898	AUDIT & TAX RETURN EXPENSES	\$ 32,041	\$ 29,000	\$ 3,041	\$ 29,000	\$ 6,143
\$ 15,123	\$ 47,850	\$ 31,396	\$ 26,728	LEGAL	\$ 21,019	\$ 31,500	\$ (10,481)	\$ 42,000	\$ (5,709)
\$ 19,500	\$ 24,000	\$ 21,600	\$ 21,600	LEGISLATIVE SERVICES	\$ 21,600	\$ 21,600	\$ -	\$ 28,800	\$ -
\$ 32,877	\$ 40,283	\$ 29,706	\$ 40,084	OFFICE SUPPLIES / BIZ EQUIP / SOFTWARE / MISC	\$ 103,332	\$ 35,137	\$ 68,195	\$ 46,852	\$ 63,248
\$ 46,739	\$ 70,294	\$ 54,834	\$ 64,435	POSTAGE / TELEPHONE	\$ 46,694	\$ 49,382	\$ (2,688)	\$ 65,840	\$ (17,741)
\$ -	\$ -	\$ -	\$ -	STAFF IN-SERVICE	\$ 4,672	\$ 5,000	\$ (328)	\$ 5,000	\$ 4,672
\$ 31,858	\$ 41,664	\$ 5,669	\$ 17,798	TRAVEL & MEALS	\$ 17,259	\$ 38,548	\$ (21,289)	\$ 51,400	\$ (539)
\$ 110	\$ 20	\$ 2,314	\$ 2,742	CREDIT CARD & BANK FEES	\$ 1,505	\$ 3,068	\$ (1,563)	\$ 4,090	\$ (1,237)
\$ -	\$ -	\$ -	\$ -	DEPRECIATION	\$ -	\$ -	\$ -	\$ 45,145	\$ -
PERSONNEL EXPENSES									
\$ 994,227	\$ 984,232	\$ 1,008,168	\$ 973,138	SALARIES	\$ 1,055,345	\$ 1,090,867	\$ (35,522)	\$ 1,462,267	\$ 82,207
\$ 14,340	\$ 14,461	\$ 15,741	\$ 17,297	PAYROLL TAXES AND EXPENSE	\$ 32,462	\$ 19,419	\$ 13,043	\$ 25,890	\$ 15,165
\$ -	\$ -	\$ -	\$ 597	PART-TIME SUPPLEMENTAL / OVERTIME	\$ 17,707	\$ 5,550	\$ 12,157	\$ 7,400	\$ 17,110
\$ 3,630	\$ 3,771	\$ 2,558	\$ -	SICK/VACATION BUY BACK EXPENSE	\$ 11,522	\$ -	\$ 11,522	\$ 5,000	\$ 11,522
\$ 138,884	\$ 132,661	\$ 126,573	\$ 141,547	EMPLOYEE INSURANCE	\$ 117,819	\$ 136,507	\$ (18,688)	\$ 182,009	\$ (23,728)
\$ 193,337	\$ 203,613	\$ 212,418	\$ 208,208	EMPLOYEE RETIREMENT (PERA)	\$ 232,794	\$ 230,431	\$ 2,363	\$ 308,871	\$ 24,586
\$ 1,760	\$ 1,673	\$ 1,699	\$ 1,692	WORKER'S COMPENSATION / UNEMPLOYMT	\$ 1,927	\$ 3,000	\$ (1,073)	\$ 4,000	\$ 235
MISCELLANEOUS									
\$ 15,202	\$ 10,542	\$ 2,666	\$ -	CORPORATE PROMOTIONS	\$ 24,917	\$ 16,500	\$ 8,417	\$ 16,500	\$ 24,917
\$ 930	\$ 2,762	\$ 553	\$ 1,580	COURTESY CARDS EXPENSE	\$ -	\$ 3,500	\$ (3,500)	\$ 3,500	\$ (1,580)

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ACTUAL 7/1/2018- 3/31/2019	ACTUAL 7/1/2019- 3/31/2020	ACTUAL 7/1/2020- 3/31/2021	ACTUAL 7/1/2021- 3/31/2022		ACTUAL 7/1/2022- 3/31/2023	BUDGET 7/1/2022- 3/31/2023	VARIANCE ACTUAL VS. BUDGET	ADOPTED BUDGET 2022-2023	VARIANCE 7/1-3/31/2022
ACTIVITIES									
\$ 21,883	\$ 21,571	\$ 5,275	\$ 12,900	MUSIC	\$ 19,216	\$ 90,000	\$ (70,784)	\$ 131,241	\$ 6,316
\$ 35,124	\$ 32,160	\$ 8,386	\$ 26,942	SPEECH	\$ 19,239	\$ 23,570	\$ (4,331)	\$ 23,570	\$ (7,703)
\$ 135,350	\$ 149,638	\$ -	\$ 8,481	STUDENT LEADERSHIP	\$ 114,588	\$ 131,250	\$ (16,662)	\$ 138,750	\$ 106,107
\$ -	\$ 5,000	\$ -	\$ 8,198	ESPORTS	\$ 14,424	\$ 5,750	\$ 8,674	\$ 11,500	\$ 6,226
SPORTS									
\$ 804	\$ 3,146	\$ -	\$ 1,972	BASEBALL	\$ 527	\$ -	\$ 527	\$ 76,736	\$ (1,445)
\$ 235,523	\$ 91,430	\$ 7,286	\$ 168,607	BASKETBALL	\$ 391,517	\$ 349,440	\$ 42,077	\$ 349,440	\$ 222,910
\$ 31,076	\$ 32,807	\$ 29,305	\$ 30,819	CROSS COUNTRY	\$ 41,638	\$ 34,500	\$ 7,138	\$ 34,500	\$ 10,820
\$ 4,244	\$ 4,436	\$ 416	\$ 4,570	FIELD HOCKEY	\$ 5,768	\$ 5,296	\$ 472	\$ 5,296	\$ 1,198
\$ 18,877	\$ 25,718	\$ 10,220	\$ 16,003	FOOTBALL	\$ 17,354	\$ 30,861	\$ (13,507)	\$ 30,861	\$ 1,351
\$ 12,844	\$ 15,420	\$ 20,112	\$ 17,905	GOLF - BOYS	\$ 17,963	\$ 18,000	\$ (37)	\$ 18,000	\$ 58
\$ 1,664	\$ 2,220	\$ -	\$ 1,781	GOLF - GIRLS	\$ 7,845	\$ -	\$ 7,845	\$ 16,500	\$ 6,064
\$ 17,600	\$ 17,824	\$ 1,775	\$ 19,075	GYMNASTICS	\$ 20,703	\$ 19,606	\$ 1,097	\$ 19,606	\$ 1,628
\$ 3,393	\$ 4,702	\$ 5,202	\$ 11,393	ICE HOCKEY	\$ 38,049	\$ 64,607	\$ (26,558)	\$ 64,607	\$ 26,656
\$ 821	\$ 969	\$ -	\$ 1,599	LACROSSE - BOYS	\$ 90	\$ -	\$ 90	\$ 18,500	\$ (1,509)
\$ 54	\$ 1,849	\$ -	\$ -	LACROSSE - GIRLS	\$ 90	\$ -	\$ 90	\$ 11,500	\$ 90
\$ 1,384	\$ 5,711	\$ 3,021	\$ 6,996	SKIING	\$ 5,915	\$ 4,500	\$ 1,415	\$ 4,500	\$ (1,081)
\$ 29,910	\$ 30,143	\$ 1,577	\$ 24,602	SOCCER - BOYS	\$ 38,361	\$ 30,000	\$ 8,361	\$ 30,000	\$ 13,759
\$ 1,272	\$ 306	\$ -	\$ 1,610	SOCCER - GIRLS	\$ 500	\$ -	\$ 500	\$ 35,000	\$ (1,110)
\$ 34,754	\$ 30,336	\$ 16,957	\$ 25,234	SOFTBALL	\$ 36,334	\$ 33,500	\$ 2,834	\$ 33,500	\$ 11,100
\$ 80,774	\$ 102,153	\$ 12,491	\$ 135,399	SPIRIT	\$ 90,810	\$ 105,500	\$ (14,690)	\$ 105,500	\$ (44,589)
\$ 493	\$ 4,509	\$ -	\$ 11,302	SWIMMING - BOYS	\$ 215	\$ -	\$ 215	\$ 28,500	\$ (11,087)
\$ 30,213	\$ 32,843	\$ 21,871	\$ 32,901	SWIMMING - GIRLS	\$ 46,898	\$ 34,500	\$ 12,398	\$ 34,500	\$ 13,997
\$ 15,053	\$ 14,984	\$ 14,200	\$ 17,870	TENNIS - BOYS	\$ 16,780	\$ 13,200	\$ 3,580	\$ 13,200	\$ (1,090)
\$ 796	\$ 1,380	\$ -	\$ 1,745	TENNIS - GIRLS	\$ 849	\$ -	\$ 849	\$ 21,500	\$ (896)
\$ 2,404	\$ 2,093	\$ -	\$ 19,058	TRACK & FIELD	\$ (1,080)	\$ -	\$ (1,080)	\$ 102,645	\$ (20,138)
\$ -	\$ -	\$ 505	\$ 1,828	UNIFIED BOWLING	\$ 2,545	\$ 2,000	\$ 545	\$ 2,000	\$ 717
\$ -	\$ -	\$ -	\$ 394	VOLLEYBALL - BOYS	\$ 406	\$ -	\$ 406	\$ 12,500	\$ 12
\$ 127,116	\$ 128,321	\$ 1,972	\$ 141,699	VOLLEYBALL - GIRLS	\$ 87,668	\$ 141,153	\$ (53,485)	\$ 141,153	\$ (54,031)
\$ 309,290	\$ 42,829	\$ 57,335	\$ 70,280	WRESTLING	\$ 495,961	\$ 390,999	\$ 104,962	\$ 390,999	\$ 425,681
\$ 3,410,690	\$ 3,155,857	\$ 2,299,789	\$ 2,950,700	TOTAL EXPENSES	\$ 4,115,039	\$ 3,988,390	\$ 126,649	\$ 5,174,549	\$ 1,164,339
\$ 1,007,990	\$ 38,708	\$ (303,095)	\$ 348,957	NET INCOME	\$ 1,168,132	\$ 617,400	\$ 550,732	\$ 194,016	\$ 819,175
23%	1%	-15%	11%	NET PROFIT MARGIN	22%	13%		4%	
				NET INCOME WITHOUT ERC	\$ 940,896				
					18%				