

Peninsula Executives Association

PO Box 36255, San Jose, CA 95158

Phone: 408-266-9658 | Fax: 877-826-8501 | peaworks@executives.org



Board Meeting Agenda

September 8, 2022

Call to Order 8:35 a.m. ~ Zoom Conference Call

Welcome ~ Judy Johnson, President

Roll call and welcome of any guests present today.

GUEST AGENDA ITEMS (if applicable)

Guest agenda items will be heard before reviewing other Board matters.

CONSENT AGENDA ITEMS ~ 8:40 a.m. – a single motion is necessary for all items, unless an item is moved to the regular agenda by approved motion

1. CONSENT AGENDA: Minutes and Attendance

Current month's documents:

- August 2022 Board Meeting Notes
- Participation and Attendance through August 2022
- Financial Statements
 - **Financials through August 2022 attached**
 - As of August 31, 2022, in the checking \$2,270.00 are restricted funds and may only be used to pay membership dues, breakfast invoices, or special event tickets or sponsorships for the members who have credits and are shown as a liability on the Balance Sheet.
 - **Accounts Receivable outstanding**
 - The second quarter dues invoice amount was set by the Board to \$190, and invoices were sent out on June 1, 2022, again with members having the option to pay less if they are unable to pay the full amount or break up the payment into payments monthly. To date this fiscal year, a total of \$470.00 have been waived in Association membership dues.
 - Total A/R outstanding for dues as of August 11, 2022 is \$380.00, not counting any of the prepayments of dues by members. The 2 members with outstanding balances have been contacted. See the attached A/R and open invoices reports.

2. CONSENT AGENDA: Membership update

We currently have 48 active members as of August 31, 2022.

3. **CONSENT AGENDA:** *Review of Weekly Business Meetings & Planning Future Meetings*

The calendar is online at: <http://bit.ly/pea-master-calendar>

Please make note of the upcoming holidays or special activities:

September 25, 2022	PEA Annual Picnic
September 29, 2022	Program Committee hosts the meeting
October 13, 2022	PEA Board Meeting, 8:35 a.m.
October 20, 2022	Committee Meetings during regular business meeting
November 10, 2022	PEA Board Meeting, 8:35 a.m.
November 24, 2022	PEA Holiday
December 8, 2022	PEA Board Meeting, 8:35 a.m.
December 15, 2022	Holiday Auction
December 16, 2022	Annual Dinner Party Event
December 22-29, 2022	No PEA Meetings

DISCUSSION ITEMS ~ 8:45 a.m. – 9:45 a.m.

Priority Items for September 8, 2022

- **Bylaws:** Vote to take place at the September 8, 2022 regular business meeting
- **Robin Azevedo, McRoskey Mattress:** The vote of the membership has passed.

Monthly Check-in Items & Ongoing Discussions – Or items to consider

- **Updates from Committees:** as needed if there are any who require Board assistance with anything
 - **BOOSTER: 2022 Holiday Party:** updates as necessary, are there any requests for the Board
 - **MEMBERSHIP: Application & Interview Process of Bringing in a New Member:** a small group has been working on this updating and streamlining the process (J. Johnson, M. Clark, JB Bell, Membership Committee)
- **Critique of online meetings:** what works, what doesn't, what might we try
- **Projects to consider or suggested previously by Board or Regular Members**
 - **Policy Manual Creation:** Table of Contents draft has been provided by A.Roberts separately
 - **Fill-in forms for Membership:** A.Roberts has created a fillable interview document of the current interview form (this will be updated as the Membership Committee edits it) and it is now posted online on the membership website page
 - **Website Upgrades:** suggestions have been completed by Michael Aronson, Lost Boys Design, at no charge and are live on the website now:
 - additional sort options for Type of Service or Category;
 - enlarging and changing font color throughout the site;
 - adding a blog option: Michael & Angi are working on the format and have one test article from Debbie Clark, Pacific Hearing Service.
 - **Other new ideas or projects for the Board?**

Still pending:

- making Facebook a public page rather than private for current or former Members;
- creating a LinkedIn page/group, perhaps involving the PR Committee or Membership Committee in postings (social media tasks are not currently the responsibility of the executive director role and are not assigned to anyone)

Adjourn 9:45 a.m.

Next Board Meeting: October 13, 2022, 8:35 a.m.

Attendance and Participation ~ AUGUST 2022

Date	# Members	Ongoing	Direct	Referral	Internet	Attended	Guests
8/4/2022	48	2	21	23	40	39	0
8/11/2022	48	3	86	22	42	40	0
8/18/2022	48	17	47	19	56	41	0
8/25/2022	48	0	0	0	0	0	0
TOTALS	48	22	154	64	138	120	0

Month	# Members	Ongoing	Direct	Avg per week	Referrals	Avg per week	Internet	Avg per week	Attendance avg per week
Aug 2022	48	22	154	51	64	21	138	46	40
July 2022	48	54	57	14	88	22	252	63	42
June 2022	46	48	74	19	76	19	274	69	44
May 2022	46	50	46	14	30	10	120	39	39
Apr 2022	46	58	54	18	70	23	115	38	44
Mar 2022	46	132	124	25	98	20	199	40	43
Feb 2022	47	53	64	13	45	9	134	27	44
Jan 2022	46	57	113	28	68	17	174	44	41
Dec 2021	46	64	40	13	53	18	95	32	41
Nov 2021	46	47	57	19	54	18	125	42	42
Oct 2021	45	53	63	16	36	9	177	44	38
Sep 2021	47	16	23	6	18	5	21	5	39
Aug 2021	47	20	62	16	33	8	115	29	38
Jul 2021	48	35	90	18	76	15	117	23	37
Jun 2021	49	36	101	25	85	21	79	20	41
May 2021	53	13	56	14	23	6	54	14	43
Apr 2021	53	37	95	24	55	14	96	24	43
Mar 2021	53	8	43	11	39	10	42	11	45
Feb 2021	52	23	24	6	16	4	33	8	48
Jan 2021	52	45	76	19	41	10	96	24	42
Dec 2020	52	9	156	31	32	6	18	4	43
Nov 2020	52	16	68	17	26	7	46	12	43
Oct 2020	52	28	120	24	61	12	15	3	43
Sep 2020	52	1	12	4	29	10	3	1	39
Aug 2020	54	4	49	12	5	1	60	15	41
Jul 2020	54	7	39	10	7	2	25	6	43
Jun 2020	54	4	13	3	14	4	18	5	45
May 2020	54	9	2	1	14	4	5	1	45
Apr 2020	56	4	1	1	3	2	0	0	41
Mar 2020	55	32	46	23	68	34	74	37	40
Feb 2020	56	68	128	32	103	26	90	23	47
Jan 2020	56	85	170	43	118	30	152	38	45
Dec 2019	56	46	128	43	66	22	90	30	47
Nov 2019	57	67	129	43	83	28	96	32	45
Oct 2019	57	74	183	37	110	22	150	30	47
Sep 2019	57	69	156	39	101	25	159	40	44
Aug 2019	57	80	153	38	106	27	141	35	46
Jul 2019	57	65	143	48	72	24	101	34	43

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Board Meeting Notes

August 11 2022

Present

Judy Johnson, President, presiding
Maureen Clark, Past President
Bobbie Fakkema, Vice President
Adam Pyle, Secretary/Treasurer
Fella Benyammi
Konrad Thaler

Absent

John King, Vice President

Also present

Angi Roberts, PEA Executive Director

Call to Order 8:35 a.m. ~ Zoom Conference Call

Welcome ~ Judy Johnson, President, presiding

Judy Johnson, President, presiding, called the meeting to order at 8:40 a.m. A quorum is present for today's meeting.

GUEST AGENDA ITEMS (if applicable)

Guest agenda items will be heard before reviewing other Board matters. No guests were present at the meeting today.

CONSENT AGENDA ITEMS

1. CONSENT AGENDA: Minutes and Attendance

Current month's documents:

- July 14, 2022 Board Meeting Notes
- Participation and Attendance through July 2022
- Financial Statements
 - **Financials through July 2022 attached**
 - Restricted funds (prepaid dues mostly) are \$1,620.00; these funds may only be used for invoices rendered to designated member accounts and are shown as a liability on the Balance Sheet.
 - **Accounts Receivable outstanding**
 - The second quarter dues invoice amount was set by the Board to \$190, and invoices were sent out on June 1, 2022, again with members having the option to pay less if they are unable to pay the full amount or break up the payment into payments monthly. One member requests a revised invoice for the \$355 full dues amount to pay instead of \$190. To date, no requests have been received for invoice amount reduction.
 - Total A/R outstanding for dues as of August 11, 2022 is \$380.00, not counting any of the prepayments of dues by members. The 2 members with outstanding balances have been sent reminders. See the attached A/R and open invoices reports.

2. CONSENT AGENDA: Membership update

We currently have 48 active members as of July 31, 2022.

3. **CONSENT AGENDA: Review of Weekly Business Meetings & Planning Future Meetings**

The calendar is online at: <http://bit.ly/pea-master-calendar>

Please make note of the upcoming holidays or special activities:

August 25, 2022 **PEA Board Classification Talk, Adam Pyle** re: third quarter dues amounts and PEA's financial status

Maureen Clark moved to accept the Consent Agenda items as is, and Bobbie Fakkema provided a second. Motion passes unanimously.

DISCUSSION ITEMS

Priority Items for August 11, 2022

- **Bylaws Update:** process for getting Member voting accomplished

The Board reviewed the process of approving the edited Bylaws by the Members:

ARTICLE XIX. BYLAWS; AMENDMENT; INTERPRETATION; MEMBERS BOUND BY

Sec. 1. These Bylaws may be changed or amended, or new Bylaws adopted, by a two-thirds (2/3) vote of the members present at the annual meeting, or at any special meeting called for that purpose by the Board of Directors. They may also be changed by at least seventy-five percent (75%) vote of the entire Board of Directors at a regular meeting, or a special meeting called for that purpose.

Sec. 2. Every amendment to these Bylaws shall, within fifteen (15) days of its being passed be published to the membership at large. Any amendment passed by the Board of Directors may be presented to the membership for veto or alteration upon application of any five (5) members to the Executive Director who shall, upon receipt of such application, inform the President whose duty it shall be to call a meeting of the Association notifying all members of the purpose thereof. A vote of two-thirds (2/3) of the members present at such meeting shall be necessary to veto or alter any section of the Bylaws.

Sec. 3. The Directors shall have the right to construe these Bylaws and to reconcile any inconsistency or ambiguity therein, and such construction or reconciliations shall be placed upon the Minute Book of the Association.

Sec. 4. Upon becoming a member of this Association and having been introduced at a regular meeting as such, it shall be the duty of the member to sign a written acknowledgement of having read a copy of these Bylaws, and any amendments thereto, and that member's agreement to be subject to the burdens and responsibilities of these Bylaws, as well as being entitled to the benefits hereunder.

After discussion, the Board decided to follow this process:

1. Send the original 2014 Bylaws and the final Bylaws as approved by the Board on August 1, 2022 to the Members as soon as possible. This will allow for the 15-day requirement mentioned above, in addition to giving Members ample opportunity to review the recommended changes from the Board.
2. Members vote at the regular morning meeting on September 8, 2022.
3. We will encourage questions from the members the coming weeks before that date, and will also send reminder emails to the Members regarding the date of the meeting.

- **Financial Update from Adam Pyle, Treasurer:** Recommendation from Finance Committee for September 1, 2022 Association Membership Dues invoice amounts, financial forecast through next quarter: Adam Pyle reviewed the

finance committee recommendation of continuing with the \$190 for the September 1, 2022 quarter. The Board discussed the difference in association dues being charged to the Sheraton Hotel. Adam Pyle moved to set the dues pricing for all Members, including the Sheraton at \$190 for the next Association membership invoices for the PEA third quarter 2022. Judy Johnson will send a letter to the Sheraton with a notification of the change in pricing. Motion carries with a unanimous vote.

- **Robin Azevedo, McRoskey Mattress:** Membership status, Board discussion re: Honorary/Emeritus Member
The Board discussed the status of Member Robin Azevedo of McRoskey Mattress Company, 20-years of membership with PEA. Robin has sold McRoskey Mattress Company to an employee and has left the firm. Maureen Clark moved to give Robin Azevedo Honorary Membership status, with a second by Adam Pyle. The motion passed unanimously. Angi Roberts will set up a zoom poll for the Members to vote on this at the next meeting (except if Robin Azevedo is present, then an email will be sent to members for them to vote).

Monthly Check-in Items & Ongoing Discussions – Or items to consider

- **Updates from Committees:** as needed if there are any who require Board assistance with anything
 - **2022 Holiday Party:** The contract has been signed by Judy Johnson and received by the venue along with the \$1,000 deposit check. Fella Benyammi will work with the Booster Committee to set the menu and finalize the pricing, sponsor benefits, and meeting activities. Angi Roberts has already sent invoices to those Members who offered to sponsor the event and that money is already coming in for many, as well as registrations from Members for the event itself, too. Angi Roberts and Fella Benyammi will work offline on this at a meeting at the venue. The Board would also prefer a printed invitation to the Members for this event, in addition to the emails promoting the event.
 - **Application & Interview Process of Bringing in a New Member:** a small group has been working on this updating and streamlining the process (J. Johnson, M. Clark, JB Bell, Membership Committee Members), and this is still ongoing.
 - **Committee Chairs Meeting:** Angi Roberts will remind Maureen Clark (weekly) about this meeting and setting a meeting date/time.
- **Critique of online meetings:** what works, what doesn't, what might we try
 - The Board discussed an idea of inviting those people who give Classification Talks to write a short summary of their talk for posting to the PEA website.
 - The Board discussed reaching out to some of our Members individually by all of the individual Board Members: Larry Hassett, Bob Rosenberg
 - The Board suggested adding a Zoom Tip of the Month to change up the agenda and provide additional value to meetings.
- **Projects to consider or suggested previously by Board or Regular Members**
 - **Policy Manual Creation:** The draft of the Table of Contents draft has been provided by A.Roberts and included with these minutes
 - **Fill-in forms for Membership:** Angi Roberts has created a fillable interview document of the current interview form (this will be updated as the Membership Committee edits it)
 - **Website Upgrades:** Angi Roberts will ask Michael Aronson, Lost Boys Design, to give an estimate on what some of the following website changes would cost:
 - Additional sort options for Type of Service or Category
 - Enlarging and changing font color throughout the site
 - Adding a blog option

- **Other new ideas or projects for the Board?**

- The Board discussed that the membership pipeline is dry for new members. The next special program meeting is September 29. We will talk this up and will encourage members to bring other potential members to that meeting to introduce them to PEA.
- Maureen Clark commented that today's meeting went really well. Having success stories at the front of the meeting is always good—we like to hear those success stories about each other's businesses.

Having completed all the business of the Board, Judy Johnson adjourned the meeting at 9:41 a.m. to the next meeting of September 8, 2022, 8:35 a.m.

Attendance and Participation ~ JULY 2022

Date	# Members	Ongoing	Direct	Referral	Internet	Attended	Guests
7/7/2022	47	9	10	27	69	39	0
7/14/2022	47	2	13	8	50	35	0
7/21/2022	48	9	15	32	78	47	0
7/28/2022	48	34	19	21	55	48	1
TOTALS	48	54	57	88	252	169	1

Month	# Members	Ongoing	Direct	Avg per week	Referrals	Avg per week	Internet	Avg per week	Attendance avg per week
July 2022	48	54	57	14	88	22	252	63	42
June 2022	46	48	74	19	76	19	274	69	44
May 2022	46	50	46	14	30	10	120	39	39
Apr 2022	46	58	54	18	70	23	115	38	44
Mar 2022	46	132	124	25	98	20	199	40	43
Feb 2022	47	53	64	13	45	9	134	27	44
Jan 2022	46	57	113	28	68	17	174	44	41
Dec 2021	46	64	40	13	53	18	95	32	41
Nov 2021	46	47	57	19	54	18	125	42	42
Oct 2021	45	53	63	16	36	9	177	44	38
Sep 2021	47	16	23	6	18	5	21	5	39
Aug 2021	47	20	62	16	33	8	115	29	38
Jul 2021	48	35	90	18	76	15	117	23	37
Jun 2021	49	36	101	25	85	21	79	20	41
May 2021	53	13	56	14	23	6	54	14	43
Apr 2021	53	37	95	24	55	14	96	24	43
Mar 2021	53	8	43	11	39	10	42	11	45
Feb 2021	52	23	24	6	16	4	33	8	48
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Sep 2020	52	1	12	4	29	10	3	1	39
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May 2020	54	9	2	1	14	4	5	1	45
Apr 2020	56	4	1	1	3	2	0	0	41
Mar 2020	55	32	46	23	68	34	74	37	40
Feb 2020	56	68	128	32	103	26	90	23	47
Jan 2020	56	85	170	43	118	30	152	38	45
Dec 2019	56	46	128	43	66	22	90	30	47
Nov 2019	57	67	129	43	83	28	96	32	45
Oct 2019	57	74	183	37	110	22	150	30	47
Sep 2019	57	69	156	39	101	25	159	40	44
Aug 2019	57	80	153	38	106	27	141	35	46
Jul 2019	57	65	143	48	72	24	101	34	43
Jun 2019	56	87	186	47	108	27	149	37	44
May 2019	55	65	208	52	98	25	156	39	44

Peninsula Executives Association									
A/R Aging Summary									
As of August 31, 2022									
	Current	1 - 30	31 - 60	61 - 90	91 and over	Total Dues Outstanding	TOTAL SPONSORSHIPS	LIVE AUCTION INCOME	CREDIT TO BE USED 9/1/2022 & beyond
A&A Plumbing						0.00		30.00	
All Reasons Moving & Storage						0.00	300.00		
Cushman & Wakefield						0.00			-190.00
Events, Etc...						0.00			-570.00
Gleim the Jeweler						0.00	300.00		
Hassett Hardware						0.00	300.00		
Hoge Fenton				190.00		190.00			
Home Preservation Services						0.00			-190.00
JB Bell Business Consulting Int'l						0.00	300.00		
Pro-Staff Painting						0.00			-1,320.00
State Farm Agency				190.00		190.00			
TOTAL	\$ 0.00	\$ 0.00	\$ 0.00	\$ 380.00	\$ 0.00	\$ 380.00	\$ 1,200.00	\$ 30.00	-\$ 2,270.00
Tuesday, Sep 06, 2022 10:26:58 AM GMT-7									

Peninsula Executives Association

A/P Aging Detail
As of September 6, 2022

DATE	TRANSACTION TYPE	NUM	VENDOR	DUE DATE	PAST DUE	AMOUNT	OPEN BALANCE
Current							
08/31/2022	Bill	SEPT 2022	The Association Office	09/10/2022	-4	2,626.44	2,626.44
Total for Current						\$2,626.44	\$2,626.44
TOTAL						\$2,626.44	\$2,626.44

Peninsula Executives Association

Balance Sheet

As of August 31, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
First Rep checking 0353	7,310.26
First Rep savings 7458	14,499.15
PayPal Bank	-3.00
Total Bank Accounts	\$21,806.41
Other Current Assets	
Undeposited Funds	190.00
Total Other Current Assets	\$190.00
Total Current Assets	\$21,996.41
TOTAL ASSETS	\$21,996.41
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Pre Paid Dues - Pro Staff	1,320.00
Total Other Current Liabilities	\$1,320.00
Total Current Liabilities	\$1,320.00
Total Liabilities	\$1,320.00
Equity	
Retained Earnings	21,125.23
Net Income	-448.82
Total Equity	\$20,676.41
TOTAL LIABILITIES AND EQUITY	\$21,996.41

Peninsula Executives Association

Budget vs. Actuals: 22-23 Budget: 190-1234Q, only zoom meetings - FY23 P&L

March - August, 2022

	MAR - MAY, 2022				JUN - AUG, 2022				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income												
Contributions income	150.00	340.00	-190.00	44.12 %		0.00	0.00		\$150.00	\$340.00	\$ -190.00	44.12 %
Dues									\$0.00	\$0.00	\$0.00	0.00%
1st Quarter Dues	8,399.00	8,209.00	190.00	102.31 %	380.00	0.00	380.00		\$8,779.00	\$8,209.00	\$570.00	106.94 %
2nd Quarter Dues		0.00	0.00		8,905.00	8,639.00	266.00	103.08 %	\$8,905.00	\$8,639.00	\$266.00	103.08 %
Dues owed prev fiscal yr pd now	190.00	1,140.00	-950.00	16.67 %		-590.00	590.00		\$190.00	\$550.00	\$ -360.00	34.55 %
Total Dues	8,589.00	9,349.00	-760.00	91.87 %	9,285.00	8,049.00	1,236.00	115.36 %	\$17,874.00	\$17,398.00	\$476.00	102.74 %
Initiation Fees	250.00	250.00	0.00	100.00 %	250.00	125.00	125.00	200.00 %	\$500.00	\$375.00	\$125.00	133.33 %
Outings - income									\$0.00	\$0.00	\$0.00	0.00%
Holiday Dinner					1,125.00		1,125.00		\$1,125.00	\$0.00	\$1,125.00	0.00%
Total Outings - income					1,125.00		1,125.00		\$1,125.00	\$0.00	\$1,125.00	0.00%
Pandemic Discount	-190.00	-190.00	0.00	100.00 %	-280.00	-190.00	-90.00	147.37 %	\$ -470.00	\$ -380.00	\$ -90.00	123.68 %
PayPal Sales	190.00		190.00						\$190.00	\$0.00	\$190.00	0.00%
Services					900.00		900.00		\$900.00	\$0.00	\$900.00	0.00%
Unapplied Cash Payment	770.00		770.00		170.00		170.00		\$940.00	\$0.00	\$940.00	0.00%
Total Income	\$9,759.00	\$9,749.00	\$10.00	100.10 %	\$11,450.00	\$7,984.00	\$3,466.00	143.41 %	\$21,209.00	\$17,733.00	\$3,476.00	119.60 %
GROSS PROFIT	\$9,759.00	\$9,749.00	\$10.00	100.10 %	\$11,450.00	\$7,984.00	\$3,466.00	143.41 %	\$21,209.00	\$17,733.00	\$3,476.00	119.60 %
Expenses												
Anniversary celebration	525.21	525.21	0.00	100.00 %		0.00	0.00		\$525.21	\$525.21	\$0.00	100.00 %
Board retreat	600.00	600.00	0.00	100.00 %		0.00	0.00		\$600.00	\$600.00	\$0.00	100.00 %
Contract Services	7,875.00	7,875.00	0.00	100.00 %	7,875.00	7,875.00	0.00	100.00 %	\$15,750.00	\$15,750.00	\$0.00	100.00 %
Gifts Given		0.00	0.00			100.00	-100.00		\$0.00	\$100.00	\$ -100.00	0.00%
Insurance	276.00	276.00	0.00	100.00 %		0.00	0.00		\$276.00	\$276.00	\$0.00	100.00 %
Legal Fees	1,000.00	1,000.00	0.00	100.00 %	525.00	0.00	525.00		\$1,525.00	\$1,000.00	\$525.00	152.50 %
Outings - expense									\$0.00	\$0.00	\$0.00	0.00%
Boosters Hosted events		0.00	0.00			200.00	-200.00		\$0.00	\$200.00	\$ -200.00	0.00%
Holiday Dinner					1,000.00		1,000.00		\$1,000.00	\$0.00	\$1,000.00	0.00%
Picnic		0.00	0.00		161.00	0.00	161.00		\$161.00	\$0.00	\$161.00	0.00%
Total Outings - expense		0.00	0.00		1,161.00	200.00	961.00	580.50 %	\$1,161.00	\$200.00	\$961.00	580.50 %
PayPal Fees					12.26		12.26		\$12.26	\$0.00	\$12.26	0.00%
Postage	459.54	459.54	0.00	100.00 %	20.98	0.00	20.98		\$480.52	\$459.54	\$20.98	104.57 %
QBO-PayPal Transaction Fees	44.58	44.58	0.00	100.00 %	53.73	76.00	-22.27	70.70 %	\$98.31	\$120.58	\$ -22.27	81.53 %

Peninsula Executives Association

Budget vs. Actuals: 22-23 Budget: 190-1234Q, only zoom meetings - FY23 P&L

March - August, 2022

	MAR - MAY, 2022				JUN - AUG, 2022				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
QuickBooks Payments Fees	105.00	105.00	0.00	100.00 %	145.06	105.00	40.06	138.15 %	\$250.06	\$210.00	\$40.06	119.08 %
Tax									\$0.00	\$0.00	\$0.00	0.00%
State & Fed filing fee		0.00	0.00			25.00	-25.00		\$0.00	\$25.00	\$ -25.00	0.00%
Total Tax		0.00	0.00			25.00	-25.00		\$0.00	\$25.00	\$ -25.00	0.00%
Tax Prep		0.00	0.00		950.00	950.00	0.00	100.00 %	\$950.00	\$950.00	\$0.00	100.00 %
Uncategorized Expense		-1,276.00	1,276.00			-950.00	950.00		\$0.00	\$ -	\$2,226.00	0.00%
										2,226.00		
Web site related expenses									\$0.00	\$0.00	\$0.00	0.00%
Domain Name Renewal	15.99	15.99	0.00	100.00 %		0.00	0.00		\$15.99	\$15.99	\$0.00	100.00 %
Web hosting		0.00	0.00		0.16	0.00	0.16		\$0.16	\$0.00	\$0.16	0.00%
Website Security Software	18.00	42.00	-24.00	42.86 %	15.00	27.00	-12.00	55.56 %	\$33.00	\$69.00	\$ -36.00	47.83 %
Total Web site related expenses	33.99	57.99	-24.00	58.61 %	15.16	27.00	-11.84	56.15 %	\$49.15	\$84.99	\$ -35.84	57.83 %
Total Expenses	\$10,919.32	\$9,667.32	\$1,252.00	112.95 %	\$10,758.19	\$8,408.00	\$2,350.19	127.95 %	\$21,677.51	\$18,075.32	\$3,602.19	119.93 %
NET OPERATING INCOME	\$ -	\$81.68	\$ -1,242.00	-1,420.57 %	\$691.81	\$ -424.00	\$1,115.81	-163.16 %	\$ -468.51	\$ -342.32	\$ -126.19	136.86 %
	1,160.32											
Other Income												
Interest Income	1.53	1.53	0.00	100.00 %	18.16	1.50	16.66	1,210.67 %	\$19.69	\$3.03	\$16.66	649.83 %
Total Other Income	\$1.53	\$1.53	\$0.00	100.00 %	\$18.16	\$1.50	\$16.66	1,210.67 %	\$19.69	\$3.03	\$16.66	649.83 %
NET OTHER INCOME	\$1.53	\$1.53	\$0.00	100.00 %	\$18.16	\$1.50	\$16.66	1,210.67 %	\$19.69	\$3.03	\$16.66	649.83 %
NET INCOME	\$ -	\$83.21	\$ -1,242.00	-1,392.61 %	\$709.97	\$ -422.50	\$1,132.47	-168.04 %	\$ -448.82	\$ -339.29	\$ -109.53	132.28 %
	1,158.79											