

PORTLAND FISH PIER AUTHORITY
BOARD OF DIRECTORS
April 1, 2026, 3:00 PM

Finance Subcommittee Meeting
Remote via Zoom

Please use the meeting information below to join the meeting:

<https://portlandmaine-gov.zoom.us/j/87656145211?pwd=QXrTd64ZsbA6vNRQroeyLL0UwbwABK.1>

To submit written public comment on an Agenda item, please send an email to edd@portlandmaine.gov. Submissions must be received by 12:00 p.m. the day before the Portland Fish Exchange Subcommittee meeting to guarantee their inclusion in the Agenda packet.

1. Review FY26 Fish Exchange Budget to Actuals

- a. The Committee will review FY26 Portland Fish Exchange budget vs actual with the Portland Fish Exchange Manager

2. Review FY27 Fish Exchange Draft Budget

- a. The Committee will review the FY27 Portland Fish Exchange draft budget with the Portland Fish Exchange Manager and consider making a formal recommendation to the full Portland Fish Pier Authority Board for approval.

Portland Fish Exchange
Fiscal Year 2026

	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	YTD Fiscal 2026
Seller Fish Fees (Sales)	14,756.40	17,368.56	24,409.44	21,629.36	22,060.16	17,392.04	11,253.92	25,494.48	154,364.36
Buyer Fish Fees (Sales)	11,452.00	6,195.00	8,722.42	679.20	(9.78)	(903.58)	(321.12)	(705.00)	25,109.14
Rebate Inc	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fee Income	57,329.38	70,016.37	63,733.65	51,692.12	37,844.58	36,880.17	28,996.67	49,307.44	395,800.38
Buyer Application Fees (Svcs)	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	250.00
Sale of Totes (Totes)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sale of Boxes - 50's (Production)	250.00	700.00	1,280.00	110.00	0.00	0.00	20.00	20.00	2,380.00
Sale of Boxes - 100's (Production)	265.00	1,560.00	2,700.00	1,149.98	370.04	0.00	330.00	1,320.00	7,695.02
Sale of Pallets (Pallets)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sale of Misc. Items/Ice	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Berthing	5,456.18	3,188.18	8,644.36	4,548.32	187.67	2,389.65	4,237.36	2,799.00	31,450.72
Berthing - Landings Rebate	(308.00)	(213.63)	(521.98)	(385.89)		0.00	127.08	(127.08)	(1,429.50)
Rental Income - Tenants	18,874.73	18,348.00	18,348.00	19,013.00	18,633.00	18,633.00	18,831.00	37,266.00	167,946.73
Utilities- Income Tenants	450.00	1,417.33	450.00	637.55	0.00	842.92	450.00	1,491.03	5,738.83
Miscellaneous Income	0.00	12,519.85	0.00	0.00	0.00	123.13	150.00	0.00	12,792.98
Auction Discrepancies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Unloading - Contract	721.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	721.40
Total Income	109,247.09	131,099.66	128,015.89	99,073.64	79,085.67	75,357.33	64,074.91	116,865.87	802,820.06
Cost of Totes Sold - Totes	0.00	0.00	0.00	(9,515.00)	0.00	0.00	0.00	0.00	(9,515.00)
Cost of Boxes Sold - 50's (Production)	355.05	428.51	416.27	67.34	0.00	165.28	12.24	12.25	1,456.94
Cost of Boxes Sold - 100's (Production)	316.17	1,060.67	1,835.79	1,397.23	1,387.19	1,815.60	224.40	897.60	8,934.65
Costs of Pallets Sold (Pallets)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<i>Cost of Goods Sold Total</i>	671.22	1,489.18	2,252.06	(8,050.43)	1,387.19	1,980.88	236.64	909.85	876.59
Gross Profit	108,575.87	129,610.48	125,763.83	107,124.07	77,698.48	73,376.45	63,838.27	115,956.02	801,943.47
<i>Operation Expense</i>									
Direct Regular Payroll - Ops	25,599.95	27,806.16	34,476.16	26,626.73	31,724.92	41,624.06	28,198.71	30,751.03	246,807.72
Indirect Regular Payroll	16,122.49	22,593.72	31,279.39	19,871.94	16,881.28	25,174.30	19,965.73	18,822.74	170,711.59
Direct ER FICA Medicare Tax - Ops	370.16	451.77	560.60	497.84	429.45	602.57	397.62	445.22	3,755.23
Direct ER FICA Soc Sec Tax - Ops	1,582.87	1,931.74	2,397.02	2,128.71	1,836.59	2,576.03	1,745.19	1,903.65	16,101.80
Direct SUTA Tax - Ops	145.97	131.75	141.02	241.48	60.80	62.38	1,359.54	1,483.05	3,625.99
Direct ME Pd Leave	127.63	155.79	193.30	171.69	148.12	207.78	140.75	153.55	1,298.61
Indirect ME Pd Leave	116.89	95.09	134.12	98.64	93.88	124.96	99.11	93.39	856.08
Indirect ER FICA Medicare Tax - Accounting	232.00	275.78	388.92	286.07	272.28	362.43	297.94	270.85	2,386.27
Indirect ER FICA Soc Sec Tax - Accounting	992.02	1,179.13	1,663.07	1,223.27	1,164.34	1,549.81	1,229.08	1,158.21	10,158.93
Indirect SUTA Tax	0.00	0.00	0.00	0.00	0.00	0.00	957.55	693.59	1,651.14
Indirect Payroll Processing Fee	344.25	339.95	440.05	357.15	394.25	575.80	342.10	351.30	3,144.85

Administrative Expenses Total	45,634.23	54,960.88	71,673.65	51,503.52	53,005.91	72,860.12	54,733.32	56,126.58	460,498.21
Indirect Health Insurance	734.22	734.22	0.00	0.00	0.00	805.00	805.00	0.00	3,078.44
Direct Health Insurance - Ops	3,841.44	5,027.94	7,387.20	6,566.40	6,566.40	9,849.60	6,566.40	5,745.60	51,550.98
Indirect Dental Insurance	74.80	80.72	74.80	80.72	80.72	74.80	80.72	80.72	628.00
Direct Dental Insurance - Ops	114.05	98.87	65.45	65.45	21.50	91.45	91.00	95.44	643.21
Indirect Disability/ Life Insurance	433.19	433.19	433.19	433.19	449.76	433.19	433.19	435.80	3,484.70
Direct Disability/Life Insurance - Ops	600.37	882.95	449.76	449.76	449.76	449.76	449.76	447.15	4,179.27
Indirect Employer Match to 401k	307.28	231.76	917.59	885.44	651.80	321.03	886.89	327.55	4,529.34
Direct Employer Match to 401k - Ops	350.25	359.64	664.60	847.33	1,230.30	654.20	1,135.02	362.64	5,603.98
Medical Expenses	55.07	312.28	257.80	367.02	649.20	303.42	236.18	231.62	2,412.59
Education Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Safety Expenses - Ops - Supplies	0.00	381.10	257.80	0.00	0.00	0.00	0.00	0.00	638.90
Rent - City of Portland	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Waste Removal	0.00	1,311.67	0.00	0.00	0.00	0.00	0.00	0.00	1,311.67
Business Insurance	3,025.64	0.00	7,043.00	0.00	0.00	6,725.00	700.00	0.00	17,493.64
Business Insurance - Commercial	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues, Subscriptions & Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fees & Licenses - Ops/Auction	443.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	443.00
Travel & Subsistence	61.00	0.00	0.00	0.00	0.00	0.00	366.23	177.05	604.28
Travel & Subsistence - Admin	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Uniforms/Gear Allowance- Ops	181.95	296.29	250.36	366.25	187.77	251.12	1,655.80	804.54	3,994.08
Cleaning Service & Supplies	210.00	210.00	0.00	2,404.72	210.00	579.65	210.00	0.00	3,824.37
R&M Operations Equipment - Ops	0.00	250.00	0.00	1,322.66	155.00	430.00	8,094.72	260.81	10,513.19
R&M Doors - Ops	0.00	0.00	0.00	4,000.00	0.00	0.00	0.00	0.00	4,000.00
R&M Building	5,134.00	940.00	7,707.83	6,622.85	4,213.32	519.00	1,549.00	9,170.90	35,856.90
R&M Building - Ops	0.00	0.00	0.00	0.00	0.00	663.89	0.00	0.00	663.89
R&M Office Equipment	0.00	56.35	0.00	222.95	911.60	56.35	112.70	0.00	1,359.95
Security - Ops	454.62	0.00	0.00	345.00	309.45	281.48	0.00	309.45	1,700.00
Utilities - Electric - Ops	12,324.68	17,203.53	13,167.72	12,569.84	13,424.91	14,000.00	14,093.00	13,113.37	109,897.05
Utilities - Natural Gas - Ops	2,591.87	226.52	410.86	605.69	0.00	0.00	3,659.96	459.79	7,954.69
Utilities - Sewer/Water - Ops	1,005.74	1,563.65	2,149.97	2,131.41	1,516.05	1,484.09	1,436.89	1,773.84	13,061.64
Utilities -Internet Service	710.58	717.32	710.58	717.32	710.58	710.58	710.58	710.58	5,698.12
Utilities - Telephone - Acct'g	48.58	104.16	55.58	0.00	48.70	48.58	48.58	58.58	412.76
Utilities - Telephone - Ops	1,072.86	1,067.46	376.62	536.34	660.31	545.13	534.57	0.00	4,793.29
Tech Services- Accounting	221.50	995.00	0.00	0.00	0.00	0.00	25.00	79.95	1,321.45
Tech Services - Auction	3,307.59	3,307.59	3,157.59	3,334.28	71.19	8,458.43	2,970.00	7,343.56	31,950.23
Technology Hardware	0.00	0.00	0.00	828.71	0.00	15,456.56	0.00	1,002.81	17,288.08
Technology Software	0.00	0.00	1,154.65	0.00	0.00	0.00	2,200.00	0.00	3,354.65
Postage Expense	204.40	6.62	0.00	267.30	0.00	0.00	0.00	0.00	478.32
Office Supplies	233.58	162.42	0.00	568.95	177.16	0.00	1.03	418.98	1,562.12
Indirect Expenses - Administration	0.00	1,013.06	0.00	0.00	26.38	310.63	674.24	0.00	2,024.31
Indirect Expenses - Acct'g	0.00	0.00	311.86	225.00	0.00	0.00	0.00	0.00	536.86
Indirect Supplies Expenses - Ops	0.00	296.01	0.00	0.00	0.00	0.00	296.01	0.00	592.02
Direct Supplies Expenses - Ops	2,598.79	8,268.55	6,724.46	12,348.25	12,209.41	398.08	1,750.02	4,827.15	49,124.71
Miscellaneous Expenses	129.83	585.00	914.72	158.00	484.00	1,248.00	148.00	148.00	3,815.55

Miscellaneous Expenses - Admin	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gift Expenses	0.00	0.00	0.00	0.00	0.00	750.00	1,100.00	0.00	1,850.00
Legal & Accounting Expenses	5,120.00	2,950.00	1,295.00	1,200.00	1,450.00	1,100.00	1,640.00	1,760.00	16,515.00
Banking fees	182.29	191.49	172.63	173.93	164.65	170.00	170.10	138.31	1,363.40
Administration Fees- 401k Plan	140.00	136.00	136.00	136.00	136.00	136.00	136.00	136.00	1,092.00
Penalties & Fines	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Loss on Operations - Write offs	0.00	0.00	27.81	0.00	0.00	58.30	0.00	0.00	86.11
Operating Expense Total	45,913.17	50,401.36	56,275.43	60,780.76	47,165.92	67,363.32	54,966.59	50,420.19	433,286.74
Total Expenses	91,547.40	105,362.24	127,949.08	112,284.28	100,171.83	140,223.44	109,699.91	106,546.77	893,784.95
Operating Profit/Loss	17,028.47	24,248.24	(2,185.25)	(5,160.21)	(22,473.35)	(66,846.99)	(45,861.64)	9,409.25	(91,841.48)

Portland Fish Exchange

			Cash Transactions				
Notes	Opening	Receipts	Disbursements	Adjustments	Pre-Closing		
53000000 101003	Fish Exchange Cash	(1)	147,266.00	2,582,080.72	(2,648,620.04)	(1,020.50)	79,706.18
53000000 101200	Fish Pier Cash on Hand					1,020.50	1,020.50
53000000 115000	Fish Pier Accounts Receivable		151,268.00			(139,393.50)	11,874.50
53000000 131000	Leases Receivable		949,053.96			***	949,053.96
53000000 141000	Fish Pier Inventory	(2)	8,364.00	(1,279.00)	1,799,144.07	1,181,197.59	2,987,426.66
53000000 143000	Prepaid Expenses	(3)	25,504.00		#REF!	(25,004.50)	#REF!
53000000 163000	Fish Pier Fixed Assets-Buildi		62,737.96			***	62,737.96
53000000 163100	Fish Pier Accum Depr-Building		(3,398.00)			***	(3,398.00)
53000000 165000	Fish Pier Fixed Assets-Machin		316,384.00			***	316,384.00
53000000 165100	Fish Pier Accum Depr-Machiner		(68,060.56)			***	(68,060.56)
53000000 202000	Fish Pier Accounts Payable		(19,240.00)			(23,304.06)	(42,544.06)
53000000 227100	Fish Pier Other Liab-Accrued		(11,506.00)		#REF!		#REF!
53000000 228010	Deposits Payable	(4)	(82,021.00)				(82,021.00)
53000000 235215	Fish Pier Notes Payable - LOC	(5)	-	(45,000.00)	-		(45,000.00) <i>Confirm</i>
53000000 240130	Deferred Inflows-Leases		(818,062.08)			***	(818,062.08)
53000000 251100	Investment Cap Assets		(307,663.40)			***	(307,663.40)
53000000 258000	Fish Pier Unassigned Fund Bal		(350,626.88)			***	(350,626.88)
53000000 258100	Fish Pier Unassigned-Revenue	(6)	-	(250,000.00)		(1,041,804.09)	(1,291,804.09) FALSE
53000000 258200	Fish Pier Unassigned-Expendit		-	(44.08)	849,475.97	48,308.56	897,740.45 FALSE
Totals			-	2,285,757.64	#REF!	-	#REF!

*** included in Fish Pier Authority entries

53035601 341000	Fish Exch Misc Chgs for Svcs		-			(1,193,846.00)	(1,193,846.00)
53035601 361000	Fish Exch Interest Income		-				-
53035601 363150	Fish Exch Parking Income		(250.00)				(250.00)
53035601 363154	Fish Exch Parking Daily Rate		-				-
53035601 363155	Fish Exch Parking Monthly Rate		-				-
53035601 363250	Fish Exch Ground Rent		(24,621.32)				(24,621.32)
53035601 391000	Fish Exch Operating Tfrs In	(7)	(250,000.00)				(250,000.00)
53035601 400110	Fish Exch Salaries & Wages		(13,375.16)	285,590.96			272,215.80
53035601 400130	Fish Exch Temporary Help		-				-
53035601 400140	Fish Exch Overtime Payments		-				-
53035601 400210	Fish Exch Fringe Benefits			4,585.42			4,585.42
53035601 400285	Fish Exch Pension (MainePERS)			13,831.65			13,831.65
53035601 400295	Fish Exch Health Insurance		(2,858.04)	55,294.53			52,436.49
53035601 400297	Fish Exch Paid Fam Med Leave			444.74			444.74
53035601 402039	Fish Exch NSF Check Chrgbacks		-				-
53035601 403500	Fish Exch Contractual Services		(260.76)	33,292.14	48,308.56		81,339.94
53035601 403520	Fish Exch Arch & Engineering		-				-
53035601 403560	Fish Exch Printing			1,013.06			1,013.06
53035601 404010	Fish Exch M&R Buildings			20,222.16			20,222.16
53035601 404020	Fish Exch M&R Other Equipment			34,993.75			34,993.75
53035601 404040	Fish Exch M&R Piers & Wharves			28,645.85			28,645.85
53035601 405010	Fish Exch Gen'l Liab Insurance			30,643.75			30,643.75
53035601 405520	Fish Exch Supplies - All Other			48,340.08			48,340.08
53035601 405560	Fish Exch Minor Equipment			-			-
53035601 406310	Fish Exch Gas Service			5,116.76			5,116.76
53035601 406320	Fish Exch Electricity			55,019.46			55,019.46
53035601 406500	Fish Exch Contributions			-			-
53035601 407010	Fish Exch Capital-Land/Impr			-			-
53035601 407020	Fish Exch Capital-Bldg/Impr			-			-
53035601 407030	Fish Exch Comp Equip/Soft			-			-
53035601 407040	Fish Exch Capital-Other Equip			-			-
53035601 407050	Fish Exch Capital-Vehicles			-			-
53035601 407510	Fish Exch Interest			2,441.66			2,441.66
53035601 407520	Fish Exch Principal			-			-
53035601 491000	Fish Exch Fund Transfers Out	(8)		230,000.00			230,000.00

(1) Reconciled bank cash = \$128,857.90. Book cash = \$119,821.29. Difference of \$9,036.61.

(2) No inventory as of 6/30/2025?

(3) Cash disbursements of \$40,853.34 does not equal prepaid expenses detail of \$41,352.84. Assumed to be \$499.50 paid to Consolidated Communications on 6/10/2025.

(4) Need to identify what is included in deposits payable.

(5) Need to confirm outstanding LOC as of 6/30/2025.

(6) Misc charges for services to be reclassified as:

- Buyers' and sellers' fees
- Production revenue (please define)
- Rental income
- Fee income
- Other revenue

(These categories will be provided in FY26 worksheet)

(7) 9/13/2024 payment of \$88,200 from Fish Pier Authority does not appear in cash receipts worksheet?

(8) Transfer needs to be reclassified to expense.

PFE FY2027 BUDGET

Groundfish Lbs. on auction	2,000,000
Groundfish Lbs. off-auction	75,000
Total	2,075,000

July	August	September	October	November	December	January	February	March	April	May	June	Total YTD
225,000	225,000	250,000	#####	225,000	150,000	150,000	175,000	100,000	75,000	75,000	125,000	2,000,000
20,000	20,000	15,000	15,000	5,000	0	0	0	0	0	0	25,000	75,000
												2,075,000

Monthly Percentage

July	August	September	October	November	December	January	February	March	April	May	June	Total YTD
12%	12%	12%	12%	11%	7%	7%	8%	5%	4%	4%	7%	100%
0.12	0.12	0.12	0.12	0.11	0.07	0.07	0.08	0.05	0.04	0.04	0.07	1

Pumping

1,500,000

500,000	500,000	500,000	0	0	0	0	0	0	0	0	0	1,500,000
3,750	3,750	3,750	0	0	0	0	0	0	0	0	0	11,250

REVENUE

Fish Fees	300,000
Fee Income	600,000
Boxes	16,000
Berthing	57,000
Rental Income	260,000
Utility Reimbursement	8,500
Subtotal	1,241,500

July	August	September	October	November	December	January	February	March	April	May	June	Total YTD
36,000	36,000	36,000	36,000	30,000	21,000	21,000	24,000	15,000	12,000	12,000	21,000	300,000
72,000	72,000	72,000	72,000	60,000	42,000	42,000	48,000	30,000	24,000	24,000	42,000	600,000
1,920	1,920	1,920	1,920	1,600	1,120	1,120	1,280	800	640	640	1,120	16,000
6,840	6,840	6,840	6,840	5,700	3,990	3,990	4,560	2,850	2,280	2,280	3,990	57,000
31,200	31,200	31,200	31,200	26,000	18,200	18,200	20,800	13,000	10,400	10,400	18,200	260,000
1,020	1,020	1,020	1,020	850	595	595	680	425	340	340	595	8,500
148,980	148,980	148,980	#####	124,150	86,905	86,905	99,320	62,075	49,660	49,660	86,905	1,241,500

Misc. Income (auction discrepanc	-1,200
Berthing Rebates	-1,891
Total	-3,091

-144	-144	-144	-144	-120	-84	-84	-96	-60	-48	-48	-84	-1,200
-227	-227	-227	-227	-189	-132	-132	-151	-95	-76	-76	-132	-1,891
-371	-371	-371	-371	-309	-216	-216	-247	-155	-124	-124	-216	-3,091

Net Revenue

1,235,318

148,238	148,238	148,238	#####	123,532	86,472	86,472	98,825	61,766	49,413	49,413	86,472	1,235,318
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COST OF GOODS SOLD

Boxes/Cartons	40,859
Total	40,859

July	August	September	October	November	December	January	February	March	April	May	June	Total YTD
4,903	4,903	4,903	4,903	4,086	2,860	2,860	3,269	2,043	1,634	1,634	2,860	40,859
4,903	4,903	4,903	4,903	4,086	2,860	2,860	3,269	2,043	1,634	1,634	2,860	40,859

Net Revenue

1,194,459

143,335	143,335	143,335	#####	119,446	83,612	83,612	95,557	59,723	47,778	47,778	83,612	1,194,459
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Operations

Labor	557,164
Safety/Medical	4,500
Direct Supplies	64,200
Uniforms	9,600
Repairs & Maintenance	54,000

July	August	September	October	November	December	January	February	March	April	May	June	Total YTD
66,860	66,860	66,860	66,860	55,716	39,001	39,001	44,573	27,858	22,287	22,287	39,001	557,164
540	540	540	540	450	315	315	360	225	180	180	315	4,500
7,704	7,704	7,704	7,704	6,420	4,494	4,494	5,136	3,210	2,568	2,568	4,494	64,200
1,152	1,152	1,152	1,152	960	672	672	768	480	384	384	672	9,600
6,480	6,480	6,480	6,480	5,400	3,780	3,780	4,320	2,700	2,160	2,160	3,780	54,000

Total Operations Expense

689,464

82,736	82,736	82,736	82,736	68,946	48,262	48,262	55,157	34,473	27,579	27,579	48,262	689,464
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Admin & Management

Administrative Pay	286,365
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July	August	September	October	November	December	January	February	March	April	May	June	Total YTD
34,364	34,364	34,364	34,364	28,637	20,046	20,046	22,909	14,318	11,455	11,455	20,046	286,365

Dues & Licenses	1,500	180	180	180	180	150	105	105	120	75	60	60	105	1,500
Security System	2,500	300	300	300	300	250	175	175	200	125	100	100	175	2,500
Utilities	173,160	20,779	20,779	20,779	20,779	17,316	12,121	12,121	13,853	8,658	6,926	6,926	12,121	173,160
Gen Ins Coverage	95,230	11,428	11,428	11,428	11,428	9,523	6,666	6,666	7,618	4,762	3,809	3,809	6,666	95,230
Interest Expense	5,000	600	600	600	600	500	350	350	400	250	200	200	350	5,000
Office Expense	5,000	600	600	600	600	500	350	350	400	250	200	200	350	5,000
IT Services	43,500	5,220	5,220	5,220	5,220	4,350	3,045	3,045	3,480	2,175	1,740	1,740	3,045	43,500
Office Equip Repair	1,000	120	120	120	120	100	70	70	80	50	40	40	70	1,000
Hardware	5,000	600	600	600	600	500	350	350	400	250	200	200	350	5,000
Software Licensing	2,500	300	300	300	300	250	175	175	200	125	100	100	175	2,500
Legal and Accounting	35,000	4,200	4,200	4,200	4,200	3,500	2,450	2,450	2,800	1,750	1,400	1,400	2,450	35,000
Banking Fees	2,500	300	300	300	300	250	175	175	200	125	100	100	175	2,500
Fringe Benefits	5,000	600	600	600	600	500	350	350	400	250	200	200	350	5,000
Travel & Meals	3,000	360	360	360	360	300	210	210	240	150	120	120	210	3,000
Total	666,255	79,951	79,951	79,951	79,951	66,626	46,638	46,638	53,300	33,313	26,650	26,650	46,638	666,255

		July	August	September	October	November	December	January	February	March	April	May	June	Total YTD
Revenue	1,241,500	148,980	148,980	148,980	#####	124,150	86,905	86,905	99,320	62,075	49,660	49,660	86,905	1,241,500
Sales Adjustments	-3,091	-371	-371	-371	-371	-309	-216	-216	-247	-155	-124	-124	-216	-3,091
Net Sales	1,238,409	148,609	148,609	148,609	#####	123,841	86,689	86,689	99,073	61,920	49,536	49,536	86,689	1,238,409
COG Sold	40,859	4,903	4,903	4,903	4,903	4,086	2,860	2,860	3,269	2,043	1,634	1,634	2,860	40,859
Gross Profit	1,197,550	143,706	143,706	143,706	#####	119,755	83,829	83,829	95,804	59,878	47,902	47,902	83,829	1,197,550
Total Expenses	1,355,719	162,686	162,686	162,686	#####	135,572	94,900	94,900	108,458	67,786	54,229	54,229	94,900	1,355,719
Gross Income	-158,169	-18,980	-18,980	-18,980	-18,980	-15,817	-11,072	-11,072	-12,654	-7,908	-6,327	-6,327	-11,072	-158,169
Net Income	-158,169	-18,980	-18,980	-18,980	-18,980	-15,817	-11,072	-11,072	-12,654	-7,908	-6,327	-6,327	-11,072	-158,169