

Point San Luis Lighthouse Keepers

ATTACHMENT 1

PROFIT & LOSS

January - June, 2019

	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	TOTAL
Revenue							
Annual Appeal	940.00	1,570.00	100.00				\$2,610.00
Donations							\$0.00
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General Donations	500.00	200.00	50.00		90.00		\$840.00
Gift Shop	238.00	94.00	98.00	117.00	179.00		\$726.00
HKQ	23.00		14.00	10.00	27.00	50.00	\$124.00
Trolley	76.00		39.00		10.00		\$125.00
Total Donations	837.00	294.00	201.00	127.00	306.00	50.00	\$1,815.00
Donations restricted							\$0.00
Grant Income							\$0.00
Interpretive Wall Display	200.00	500.00	463.00	165.00			\$1,328.00
Lower Terrace Beautification #2			4,150.00				\$4,150.00
Total Grant Income	200.00	500.00	4,613.00	165.00			\$5,478.00
Total Donations restricted	200.00	500.00	4,613.00	165.00			\$5,478.00
Total Donations	1,037.00	794.00	4,814.00	292.00	306.00	50.00	\$7,293.00
Event Revenue							\$0.00
Signature Events					3,690.00		\$3,690.00
Weddings	3,450.00		2,190.00	5,686.00		7,400.00	\$18,726.00
Total Event Revenue	3,450.00		2,190.00	5,686.00	3,690.00	7,400.00	\$22,416.00
Fund Raising Income							\$0.00
Concert Series		255.00				8,389.00	\$8,644.00
Fund Raising Sponsors						5,000.00	\$5,000.00
Total Fund Raising Income		255.00				13,389.00	\$13,644.00
Gift Store Sales							\$0.00
Hiker/Rider Fees	695.00	145.00	520.00	750.00	620.00	740.00	\$3,470.00
Merchandise Sales	809.00	596.00	1,444.00	1,791.00	2,060.00	1,312.00	\$8,012.00
Total Gift Store Sales	1,504.00	741.00	1,964.00	2,541.00	2,680.00	2,052.00	\$11,482.00
Membership Dues	1,010.00	270.00	1,035.00	270.00	285.00		\$2,870.00
Trolley Tours							\$0.00
Group Tours/Private Events			5,485.00	4,275.00	1,590.00	3,150.00	\$14,500.00
Trolley Individual	6,075.00	4,705.00	7,955.00	8,973.00	7,720.00	11,170.40	\$46,598.40
Trolley Jumper	365.00	320.00	408.00	222.00	230.00	539.40	\$2,084.40
Total Trolley Individual	6,440.00	5,025.00	8,363.00	9,195.00	7,950.00	11,709.80	\$48,682.80
Total Trolley Tours	6,440.00	5,025.00	13,848.00	13,470.00	9,540.00	14,859.80	\$63,182.80
Total Revenue	\$14,381.00	\$8,655.00	\$23,951.00	\$22,259.00	\$16,501.00	\$37,750.80	\$123,497.80
Cost of Goods Sold							
Gift Shop Merchandise		1,703.08	338.97	430.50	592.76	550.36	\$3,615.67
Gift Shop Supplies			89.99	44.49	63.94		\$198.42
Processing Fees							\$0.00
Authnet Fees	19.65	19.65	18.85	20.80	19.65	24.50	\$123.10
Credit Card Processing Fees	146.15	119.93	130.03	544.97	255.13	122.38	\$1,318.59
Rezdy Service Fee	-381.65				130.65	214.48	\$ -36.52

	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	TOTAL
Total Processing Fees	-215.85	139.58	148.88	565.77	405.43	361.36	\$1,405.17
Total Cost of Goods Sold	\$ -215.85	\$1,842.66	\$577.84	\$1,040.76	\$1,062.13	\$911.72	\$5,219.26
GROSS PROFIT	\$14,596.85	\$6,812.34	\$23,373.16	\$21,218.24	\$15,438.87	\$36,839.08	\$118,278.54
Expenditures							
1_Program Expense							\$0.00
Advertising/Promotional	331.25	692.25	396.25	419.68	321.25	296.25	\$2,456.93
Event Expenses							\$0.00
Private Events						8.16	\$8.16
Signature Events	440.04	964.04	-350.00	29.95	649.54	359.47	\$2,093.04
Weddings	390.00			430.00		577.50	\$1,397.50
Total Event Expenses	830.04	964.04	-350.00	459.95	649.54	945.13	\$3,498.70
Fleet Expense							\$0.00
Drug Testing	99.00						\$99.00
Equipment & Supplies	66.75			8.61			\$75.36
Fleet Insurance						1,553.00	\$1,553.00
Fuel	240.38	100.75	246.77	336.81	202.38	83.24	\$1,210.33
Registration	5.00		824.00		456.00		\$1,285.00
Repairs & Maintenance	1,716.71	95.00	521.21	6,289.64	1,151.74		\$9,774.30
Total Fleet Expense	2,127.84	195.75	1,591.98	6,635.06	1,810.12	1,636.24	\$13,996.99
Fund Raising Expenses							\$0.00
Concert Series	23.05		147.00	145.00	145.00	2,892.59	\$3,352.64
Total Fund Raising Expenses	23.05		147.00	145.00	145.00	2,892.59	\$3,352.64
Tour Expenses							\$0.00
Group Tours/Private Events	26.71	183.57	64.01	42.39			\$316.68
Individual Tours				450.00	1,750.00	5,462.50	\$7,662.50
Total Tour Expenses	26.71	183.57	64.01	492.39	1,750.00	5,462.50	\$7,979.18
Volunteer Expenses							\$0.00
Volunteer Appreciation	188.49	2.80					\$191.29
Volunteer Development	15.05			37.74			\$52.79
Total Volunteer Expenses	203.54	2.80		37.74			\$244.08
Total 1_Program Expense	3,542.43	2,038.41	1,849.24	8,189.82	4,675.91	11,232.71	\$31,528.52
2_Operating Expense							\$0.00
Bank Service Charges	0.00	0.00	23.19	76.99	0.00	-76.99	\$23.19
Copier Expense							\$0.00
Usage	7.55			19.04		10.00	\$36.59
Total Copier Expense	7.55			19.04		10.00	\$36.59
Dues & Subscriptions	463.00	123.00	302.95	123.00	159.34	60.00	\$1,231.29
Insurance							\$0.00
D&O Insurance		-1,140.00					\$ -1,140.00
Work Comp Insurance		967.50			-168.87		\$798.63
Total Insurance		-172.50			-168.87		\$ -341.37
Office Supplies	244.56	6.96	67.48	43.94		236.13	\$599.07
Payroll Expenses							\$0.00
1_Wages							\$0.00
Driver	469.00	269.50	253.75	238.00	224.00		\$1,454.25
Executive Director	4,936.08	4,936.08	4,936.08	6,230.59	5,583.34	5,583.34	\$32,205.51
Staff	3,577.50	3,629.50	3,947.75	4,477.25	4,021.83	3,652.00	\$23,305.83
Total 1_Wages	8,982.58	8,835.08	9,137.58	10,945.84	9,829.17	9,235.34	\$56,965.59
Employee Insurance	200.01	200.01	200.01	200.01	200.01	214.78	\$1,214.83
Payroll Taxes	1,226.07	1,027.56	766.45	894.87	769.79	701.22	\$5,385.96

	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	TOTAL
Training	300.00	25.00	30.00				\$355.00
Total Payroll Expenses	10,708.66	10,087.65	10,134.04	12,040.72	10,798.97	10,151.34	\$63,921.38
Postage & Delivery	211.19						\$211.19
Professional Fees							\$0.00
Bookkeeping	125.00	125.00	125.00	125.00	125.00	125.00	\$750.00
Total Professional Fees	125.00	125.00	125.00	125.00	125.00	125.00	\$750.00
Repairs & Maintenance				20.57			\$20.57
Duplex Repairs/Supplies	12.52			299.69	900.86	33.91	\$1,246.98
Equipment Repairs		85.00		308.69	21.01		\$414.70
Landscape upgrade				17.23			\$17.23
Pest Control		192.00		288.00		96.00	\$576.00
Property Repairs	31.21	74.47	84.57	224.81	6,380.00	2,879.48	\$9,674.54
Total Repairs & Maintenance	43.73	351.47	84.57	1,158.99	7,301.87	3,009.39	\$11,950.02
Taxes							\$0.00
Sales Tax Paid	308.00			206.00			\$514.00
Total Taxes	308.00			206.00			\$514.00
Utilities							\$0.00
Electric	386.68	-513.61	416.56	335.00	353.43	396.19	\$1,374.25
Security				262.50			\$262.50
Telephone	227.19	178.86	285.32	178.07	177.91	83.65	\$1,131.00
Trash	130.97	130.97	130.97	130.97	130.97	130.97	\$785.82
Total Utilities	744.84	-203.78	832.85	906.54	662.31	610.81	\$3,553.57
Total 2_Operating Expense	12,856.53	10,317.80	11,570.08	14,700.22	18,878.62	14,125.68	\$82,448.93
3_Grant Expense	13,000.00	4,779.00					\$17,779.00
Board Development		49.92	900.00				\$949.92
Interpretive Wall Display	567.28	133.44		435.24	515.02	12.56	\$1,663.54
Mioosi Grant	285.98	284.12		28.16	106.65		\$704.91
Total 3_Grant Expense	13,853.26	5,246.48	900.00	463.40	621.67	12.56	\$21,097.37
Total Expenditures	\$30,252.22	\$17,602.69	\$14,319.32	\$23,353.44	\$24,176.20	\$25,370.95	\$135,074.82
NET OPERATING REVENUE	\$ -15,655.37	\$ -10,790.35	\$9,053.84	\$ -2,135.20	\$ -8,737.33	\$11,468.13	\$ -16,796.28
Other Revenue							
Interest Income	29.02	44.12	43.89	49.76	65.25	29.54	\$261.58
Total Other Revenue	\$29.02	\$44.12	\$43.89	\$49.76	\$65.25	\$29.54	\$261.58
Other Expenditures							
Interest Expense				-1.69			\$ -1.69
Total Other Expenditures	\$0.00	\$0.00	\$0.00	\$ -1.69	\$0.00	\$0.00	\$ -1.69
NET OTHER REVENUE	\$29.02	\$44.12	\$43.89	\$51.45	\$65.25	\$29.54	\$263.27
NET REVENUE	\$ -15,626.35	\$ -10,746.23	\$9,097.73	\$ -2,083.75	\$ -8,672.08	\$11,497.67	\$ -16,533.01