

October 1, 2021 **Income & Expenditures Prev Year Comparison Detail**

Cash Basis

January through September 2021

Jan - Sep 21

Ordinary Income/Expense**Income****4000 · Revenue****4100 · Pro Rated Assessment**

4101 · Q1 Assessment (Inv \$0)

4102 · Q2 Assessment (Inv \$20,014.75) 19,883.50

4103 · Q3 Assessment (Inv \$19,815.25) 19,611.75

4104 · Q4 Assessment (Inv \$16,980.00)

Total 4100 · Pro Rated Assessment 39,495.25**4200 · Special Donations**

4202 · Donations to SIR Inc

Total 4200 · Special Donations

4400 · Hardware Sales 167.50

4500 · Interest Inc 22.79

4600 · Other

4601 · Branch closing 2,857.84

Total 4600 · Other 2,857.84

4700 · Miscellaneous 5.50

4999 · Uncategorized Income

Total 4000 · Revenue 42,548.88**Total Income** 42,548.88**Cost of Goods Sold****5000 · Cost of Goods Sold**

5100 · Hardware Purchase

Total 5000 · Cost of Goods Sold**Total COGS****Gross Profit** 42,548.88**Expense****6000 · State Administration****6010 · Officer Expenses**

6011 · President - Travel

6011a · MCO Marketing

Total 6011 · President - Travel

6013 · Secretary - Travel 38.00

6014 · Assistant Secretary - Travel

6016 · Assistant Treasurer - Travel

October 1, 2021 **Income & Expenditures Prev Year Comparison Detail**

Cash Basis

January through September 2021

	<u>Jan - Sep 21</u>
6018 · State Advisor-Travel	
6018a · State Parliamentarian - Travel	
Total 6018 · State Advisor-Travel	
Total 6010 · Officer Expenses	38.00
6020 · State Office Expenses	
6021 · Bank Fees	3.00
6022 · Supplies	782.54
6023 · Printing and Copies	276.98
6024 · Postage	362.10
6028 · Software	1,640.56
6029 · State Taxes	
6030 · California Taxes - SI-100's	1,340.00
6030 a · Attorney General - RCT Filings	45.00
6031 · Disbursements to Branch	
6032 · SIR External Promotional	
6032 c. · Banners	355.02
Total 6032 · SIR External Promotional	355.02
Total 6020 · State Office Expenses	4,805.20
Total 6000 · State Administration	4,843.20
6100 · Insurance	
6110 · Commercial Package	27,391.82
6111 · Directors and Officers	1,578.00
6113 · Umbrella	9,417.50
Total 6100 · Insurance	38,387.32
6200 · State Committees	
6220 · Infosys Committee	
6224 · Printing	
Total 6220 · Infosys Committee	
6300 · Growth & Membership Committee	
6303 · Materials, Supplies and Misc	
6303a · WeAreSIR mtce	
Total 6303 · Materials, Supplies and Misc	
6304 · Doing My Part Campaign	
6305 · Zoomer Awards	300.00
Total 6300 · Growth & Membership Committee	300.00

October 1, 2021 **Income & Expenditures Prev Year Comparison Detail**

Cash Basis

January through September 2021

	<u>Jan - Sep 21</u>
6310 · Training Committee	
6311 · RD & AG	
6311 a. · Facilities	
6311 b. · Lodging & Meals	
Total 6311 · RD & AG	
Total 6310 · Training Committee	
6350 · State Sports Activities	
6351 · Lodging and Meals	
6352 · Mileage and Tolls	
Total 6350 · State Sports Activities	
6360 · Public Image	4,400.00
Total 6200 · State Committees	4,700.00
6400 · State Meetings	
6410 · BS-AG-RD Meeting	
6411 · Facility Rental	2,500.00
6412 · Lodging & Meals	
6414 · Materials/Slides/Handouts	
Total 6410 · BS-AG-RD Meeting	2,500.00
6420 · State Board Meeting	
6421 · Facility Rental	
6422 · Lodging & Meals	
6424 · Materials/Slides/Handouts	
Total 6420 · State Board Meeting	
6430 · Annual General Meeting	
6431 · Facilities	
Total 6430 · Annual General Meeting	
Total 6400 · State Meetings	2,500.00
6500 · Region & Branch Meetings	
6502 · Lodging & Meals	59.00
6503 · Mileage & Tolls	146.00
6504 · Copy & Printing	
6505 · Supplies	112.13

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Sons In Retirement, Incorporated

October 1, 2021 **Income & Expenditures Prev Year Comparison Detail**

Cash Basis

January through September 2021

	<u>Jan - Sep 21</u>
6510 · Branch Officer Training	
6513 · Mileage and Tolls	
Total 6510 · Branch Officer Training	
Total 6500 · Region & Branch Meetings	317.13
Total Expense	50,747.65
Net Ordinary Income	(8,198.77)
Net Income	<u>(8,198.77)</u>

October 1, 2021 **Income & Expenditures Prev Year Comparison Detail**

Cash Basis

January through September 2021

	<u>Jan - Sep 20</u>
Ordinary Income/Expense	
Income	
4000 · Revenue	
4100 · Pro Rated Assessment	
4101 · Q1 Assessment (Inv \$0)	22,744.50
4102 · Q2 Assessment (Inv \$20,014.75)	22,151.00
4103 · Q3 Assessment (Inv \$19,815.25)	21,917.00
4104 · Q4 Assessment (Inv \$16,980.00)	6,761.50
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Total 4100 · Pro Rated Assessment	73,574.00
4200 · Special Donations	
4202 · Donations to SIR Inc	945.00
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Total 4200 · Special Donations	945.00
4400 · Hardware Sales	
4500 · Interest Inc	42.71
4600 · Other	
4601 · Branch closing	5,668.95
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Total 4600 · Other	5,668.95
4700 · Miscellaneous	500.00
4999 · Uncategorized Income	3.00
	<hr/>
Total 4000 · Revenue	80,733.66
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Total Income	80,733.66
Cost of Goods Sold	
5000 · Cost of Goods Sold	
5100 · Hardware Purchase	430.45
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Total 5000 · Cost of Goods Sold	430.45
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Total COGS	430.45
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Gross Profit	80,303.21
Expense	
6000 · State Administration	
6010 · Officer Expenses	
6011 · President - Travel	
6011a · MCO Marketing	10,000.00
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Total 6011 · President - Travel	10,000.00
6013 · Secretary - Travel	
6014 · Assistant Secretary - Travel	61.25
6016 · Assistant Treasurer - Travel	87.50

October 1, 2021 **Income & Expenditures Prev Year Comparison Detail**

Cash Basis

January through September 2021

	<u>Jan - Sep 20</u>
6018 · State Advisor-Travel	
6018a · State Parliamentarian - Travel	134.40
Total 6018 · State Advisor-Travel	<u>134.40</u>
Total 6010 · Officer Expenses	10,283.15
6020 · State Office Expenses	
6021 · Bank Fees	
6022 · Supplies	456.42
6023 · Printing and Copies	32.83
6024 · Postage	15.50
6028 · Software	1,785.11
6029 · State Taxes	20.00
6030 · California Taxes - SI-100's	800.00
6030 a · Attorney General - RCT Filings	25.00
6031 · Disbursements to Branch	2,546.60
6032 · SIR External Promotional	
6032 c. · Banners	
Total 6032 · SIR External Promotional	<u> </u>
Total 6020 · State Office Expenses	<u>5,681.46</u>
Total 6000 · State Administration	15,964.61
6100 · Insurance	
6110 · Commercial Package	26,011.25
6111 · Directors and Officers	1,580.00
6113 · Umbrella	9,061.59
Total 6100 · Insurance	<u>36,652.84</u>
6200 · State Committees	
6220 · Infosys Committee	
6224 · Printing	197.57
Total 6220 · Infosys Committee	<u>197.57</u>
6300 · Growth & Membership Committee	
6303 · Materials, Supplies and Misc	
6303a · WeAreSIR mtce	215.80
Total 6303 · Materials, Supplies and Misc	<u>215.80</u>
6304 · Doing My Part Campaign	1,906.50
6305 · Zoomer Awards	77.04
Total 6300 · Growth & Membership Committee	<u>2,199.34</u>

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Sons In Retirement, Incorporated

October 1, 2021 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through September 2021

	<u>Jan - Sep 20</u>
6310 · Training Committee	
6311 · RD & AG	
6311 a. · Facilities	85.00
6311 b. · Lodging & Meals	98.25
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Total 6311 · RD & AG	183.25
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Total 6310 · Training Committee	183.25
6350 · State Sports Activities	
6351 · Lodging and Meals	142.67
6352 · Mileage and Tolls	128.80
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Total 6350 · State Sports Activities	271.47
6360 · Public Image	
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Total 6200 · State Committees	2,851.63
6400 · State Meetings	
6410 · BS-AG-RD Meeting	
6411 · Facility Rental	
6412 · Lodging & Meals	2,460.08
6414 · Materials/Slides/Handouts	290.98
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Total 6410 · BS-AG-RD Meeting	2,751.06
6420 · State Board Meeting	
6421 · Facility Rental	85.00
6422 · Lodging & Meals	112.75
6424 · Materials/Slides/Handouts	27.94
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Total 6420 · State Board Meeting	225.69
6430 · Annual General Meeting	
6431 · Facilities	
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Total 6430 · Annual General Meeting	
	<hr/>
Total 6400 · State Meetings	2,976.75
6500 · Region & Branch Meetings	
6502 · Lodging & Meals	795.45
6503 · Mileage & Tolls	2,104.00
6504 · Copy & Printing	11.95
6505 · Supplies	86.01

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Sons In Retirement, Incorporated

October 1, 2021 **Income & Expenditures Prev Year Comparison Detail**

Cash Basis

January through September 2021

	<u>Jan - Sep 20</u>
6510 · Branch Officer Training	
6513 · Mileage and Tolls	142.25
Total 6510 · Branch Officer Training	<u>142.25</u>
Total 6500 · Region & Branch Meetings	<u>3,139.66</u>
Total Expense	<u>61,585.49</u>
Net Ordinary Income	<u>18,717.72</u>
Net Income	<u><u>18,717.72</u></u>

Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2021

January through September 2021

	Jan - Sep 21	Budget
Ordinary Income/Expense		
Income		
4000 · Revenue		
4100 · Pro Rated Assessment		
4102 · Q2 Assessment (Inv \$20,014.75)	19,883.50	17,325.00
4103 · Q3 Assessment (Inv \$19,815.25)	19,611.75	17,152.00
Total 4100 · Pro Rated Assessment	39,495.25	34,477.00
4400 · Hardware Sales	167.50	
4500 · Interest Inc	22.79	45.00
4600 · Other		
4601 · Branch closing	2,857.84	3,753.00
Total 4600 · Other	2,857.84	3,753.00
4700 · Miscellaneous	5.50	
Total 4000 · Revenue	42,548.88	38,275.00
Total Income	42,548.88	38,275.00
Gross Profit	42,548.88	38,275.00
Expense		
6000 · State Administration		
6010 · Officer Expenses		
6013 · Secretary - Travel	38.00	
6010 · Officer Expenses - Other		2,772.00
Total 6010 · Officer Expenses	38.00	2,772.00
6020 · State Office Expenses		
6021 · Bank Fees	3.00	
6022 · Supplies	782.54	
6023 · Printing and Copies	276.98	
6024 · Postage	362.10	
6028 · Software	1,640.56	
6030 · California Taxes - SI-100's	1,340.00	
6030 a · Attorney General - RCT Filings	45.00	
6032 · SIR External Promotional		
6032 c · Banners	355.02	
Total 6032 · SIR External Promotional	355.02	

Sons In Retirement, Incorporated
 Income & Expense Budget vs. Actual - 2021
 January through September 2021

	Jan - Sep 21	Budget
6020 · State Office Expenses - Other		5,472.00
Total 6020 · State Office Expenses	4,805.20	5,472.00
Total 6000 · State Administration	4,843.20	8,244.00
6100 · Insurance		
6110 · Commercial Package	27,391.82	
6111 · Directors and Officers	1,578.00	
6113 · Umbrella	9,417.50	
6100 · Insurance - Other		38,250.00
Total 6100 · Insurance	38,387.32	38,250.00
6200 · State Committees		
6300 · Growth & Membership Committee		
6305 · Zoomer Awards	300.00	
Total 6300 · Growth & Membership Commit...	300.00	
6360 · Public Image	4,400.00	
6200 · State Committees - Other		10,908.00
Total 6200 · State Committees	4,700.00	10,908.00
6400 · State Meetings		
6410 · BS-AG-RD Meeting		
6411 · Facility Rental	2,500.00	
6410 · BS-AG-RD Meeting - Other		500.00
Total 6410 · BS-AG-RD Meeting	2,500.00	500.00
6420 · State Board Meeting		1,200.00
6430 · Annual General Meeting		
6435 · Branch Awards		1,000.00
Total 6430 · Annual General Meeting		1,000.00
Total 6400 · State Meetings	2,500.00	2,700.00

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October 1, 2021

Cash Basis

Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2021

January through September 2021

	Jan - Sep 21	Budget
6500 · Region & Branch Meetings		
6502 · Lodging & Meals	59.00	
6503 · Mileage & Tolls	146.00	
6505 · Supplies	112.13	
6500 · Region & Branch Meetings - Other		3,780.00
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Total 6500 · Region & Branch Meetings	317.13	3,780.00
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Total Expense	50,747.65	63,882.00
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Net Ordinary Income	(8,198.77)	(25,607.00)
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Net Income	(8,198.77)	(25,607.00)
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Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2021

January through September 2021

	\$ Over Budget
Ordinary Income/Expense	
Income	
4000 · Revenue	
4100 · Pro Rated Assessment	
4102 · Q2 Assessment (Inv \$20,014.75)	2,558.50
4103 · Q3 Assessment (Inv \$19,815.25)	2,459.75
Total 4100 · Pro Rated Assessment	5,018.25
4400 · Hardware Sales	
4500 · Interest Inc	(22.21)
4600 · Other	
4601 · Branch closing	(895.16)
Total 4600 · Other	(895.16)
4700 · Miscellaneous	
Total 4000 · Revenue	4,273.88
Total Income	4,273.88
Gross Profit	4,273.88
Expense	
6000 · State Administration	
6010 · Officer Expenses	
6013 · Secretary - Travel	38.00
6010 · Officer Expenses - Other	(2,772.00)
Total 6010 · Officer Expenses	(2,734.00)
6020 · State Office Expenses	
6021 · Bank Fees	3.00
6022 · Supplies	
6023 · Printing and Copies	276.98
6024 · Postage	362.10
6028 · Software	1,640.56
6030 · California Taxes - SI-100's	1,340.00
6030 a · Attorney General - RCT Filings	45.00
6032 · SIR External Promotional	
6032 c · Banners	
Total 6032 · SIR External Promotional	

Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2021
January through September 2021

	<u>\$ Over Budget</u>
6020 · State Office Expenses - Other	(5,472.00)
Total 6020 · State Office Expenses	(666.80)
Total 6000 · State Administration	(3,400.80)
6100 · Insurance	
6110 · Commercial Package	27,391.82
6111 · Directors and Officers	1,578.00
6113 · Umbrella	9,417.50
6100 · Insurance - Other	(38,250.00)
Total 6100 · Insurance	137.32
6200 · State Committees	
6300 · Growth & Membership Committee	
6305 · Zoomer Awards	
Total 6300 · Growth & Membership Commit...	300.00
6360 · Public Image	
6200 · State Committees - Other	(10,908.00)
Total 6200 · State Committees	(6,208.00)
6400 · State Meetings	
6410 · BS-AG-RD Meeting	
6411 · Facility Rental	2,500.00
6410 · BS-AG-RD Meeting - Other	(500.00)
Total 6410 · BS-AG-RD Meeting	2,000.00
6420 · State Board Meeting	(1,200.00)
6430 · Annual General Meeting	
6435 · Branch Awards	(1,000.00)
Total 6430 · Annual General Meeting	(1,000.00)
Total 6400 · State Meetings	(200.00)

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Cash Basis

Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2021

January through September 2021

	<u>\$ Over Budget</u>
6500 · Region & Branch Meetings	
6502 · Lodging & Meals	
6503 · Mileage & Tolls	
6505 · Supplies	
6500 · Region & Branch Meetings - Other	(3,780.00)
	<u>(3,780.00)</u>
Total 6500 · Region & Branch Meetings	(3,462.87)
	<u>(3,462.87)</u>
Total Expense	(13,134.35)
	<u>(13,134.35)</u>
Net Ordinary Income	17,408.23
	<u>17,408.23</u>
Net Income	<u><u>17,408.23</u></u>

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2021

	Region 1			% of Budget
	Jan - Sep 21	Budget	\$ Over Budget	
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls				
6505 · Supplies				
6500 · Region & Branch Meetings - Other		756.00	(756.00)	
Total 6500 · Region & Branch Meetings		756.00	(756.00)	
Total Expense		756.00	(756.00)	
Net Ordinary Income		(756.00)	756.00	
Net Income		(756.00)	756.00	

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2021

	Region 2			
	Jan - Sep 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	59.00			
6503 · Mileage & Tolls	104.40			
6505 · Supplies	33.87			
6500 · Region & Branch Meetings - Other		756.00	(756.00)	
Total 6500 · Region & Branch Meetings	<u>197.27</u>	<u>756.00</u>	<u>(558.73)</u>	<u>26.1%</u>
Total Expense	<u>197.27</u>	<u>756.00</u>	<u>(558.73)</u>	<u>26.1%</u>
Net Ordinary Income	<u>(197.27)</u>	<u>(756.00)</u>	<u>558.73</u>	<u>26.1%</u>
Net Income	<u>(197.27)</u>	<u>(756.00)</u>	<u>558.73</u>	<u>26.1%</u>

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2021

	Region 3			
	Jan - Sep 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls	41.60			
6505 · Supplies				
6500 · Region & Branch Meetings - Other		756.00	(756.00)	
Total 6500 · Region & Branch Meetings	41.60	756.00	(714.40)	5.5%
Total Expense	41.60	756.00	(714.40)	5.5%
Net Ordinary Income	(41.60)	(756.00)	714.40	5.5%
Net Income	(41.60)	(756.00)	714.40	5.5%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2021

	Region 4			
	Jan - Sep 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls				
6505 · Supplies	78.26			
6500 · Region & Branch Meetings - Other		756.00	(756.00)	
Total 6500 · Region & Branch Meetings	78.26	756.00	(677.74)	10.4%
Total Expense	78.26	756.00	(677.74)	10.4%
Net Ordinary Income	(78.26)	(756.00)	677.74	10.4%
Net Income	(78.26)	(756.00)	677.74	10.4%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2021

	Region 5			
	Jan - Sep 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls				
6505 · Supplies				
6500 · Region & Branch Meetings - Other		756.00	(756.00)	
Total 6500 · Region & Branch Meetings		756.00	(756.00)	
Total Expense		756.00	(756.00)	
Net Ordinary Income		(756.00)	756.00	
Net Income		(756.00)	756.00	

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2021

	TOTAL			
	Jan - Sep 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	59.00		59.00	100.0%
6503 · Mileage & Tolls	146.00		146.00	100.0%
6505 · Supplies	112.13		112.13	100.0%
6500 · Region & Branch Meetings - Other		3,780.00	(3,780.00)	
Total 6500 · Region & Branch Meetings	317.13	3,780.00	(3,462.87)	8.4%
Total Expense	317.13	3,780.00	(3,462.87)	8.4%
Net Ordinary Income	(317.13)	(3,780.00)	3,462.87	8.4%
Net Income	(317.13)	(3,780.00)	3,462.87	8.4%

Sons In Retirement, Incorporated
Balance Sheet YTD for CY 2021
 As of September 30, 2021

	<u>Sep 30, 21</u>	<u>Sep 30, 20</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1100 · Citibank Checking	30,108.08	37,905.38	(7,797.30)	(20.6)%
1130 · CitiBank IMMA	40,417.89	40,397.68	20.21	0.1%
1140 · Citibank Insurance Reserve	20,524.17	20,513.93	10.24	0.1%
Total Checking/Savings	91,050.14	98,816.99	(7,766.85)	(7.9)%
Accounts Receivable				
1200 · Accounts Receivable	(726.50)	(291.00)	(435.50)	(149.7)%
Total Accounts Receivable	(726.50)	(291.00)	(435.50)	(149.7)%
Other Current Assets				
1499 · Undeposited Funds	313.25	530.25	(217.00)	(40.9)%
Total Other Current Assets	313.25	530.25	(217.00)	(40.9)%
Total Current Assets	90,636.89	99,056.24	(8,419.35)	(8.5)%
TOTAL ASSETS	<u>90,636.89</u>	<u>99,056.24</u>	<u>(8,419.35)</u>	<u>(8.5)%</u>
LIABILITIES & EQUITY				
Equity				
3000 · Opening Bal Equity	70,375.08	70,375.08		
3200 · Retained Earnings	28,460.58	9,963.44	18,497.14	185.7%
Net Income	(8,198.77)	18,717.72	(26,916.49)	(143.8)%
Total Equity	90,636.89	99,056.24	(8,419.35)	(8.5)%
TOTAL LIABILITIES & EQUITY	<u>90,636.89</u>	<u>99,056.24</u>	<u>(8,419.35)</u>	<u>(8.5)%</u>

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October 1, 2021

Cash Basis

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison
 January through September 2021

	<u>Jan - Sep 21</u>	<u>Jan - Sep 20</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · Revenue	42,548.88	80,733.66	(38,184.78)	(47.3)%
Total Income	42,548.88	80,733.66	(38,184.78)	(47.3)%
Cost of Goods Sold				
5000 · Cost of Goods Sold		430.45	(430.45)	(100.0)%
Total COGS		430.45	(430.45)	(100.0)%
Gross Profit	42,548.88	80,303.21	(37,754.33)	(47.0)%
Expense				
6000 · State Administration	4,843.20	15,964.61	(11,121.41)	(69.7)%
6100 · Insurance	38,387.32	36,652.84	1,734.48	4.7%
6200 · State Committees	4,700.00	2,851.63	1,848.37	64.8%
6400 · State Meetings	2,500.00	2,976.75	(476.75)	(16.0)%
6500 · Region & Branch Meetings	317.13	3,139.66	(2,822.53)	(89.9)%
Total Expense	50,747.65	61,585.49	(10,837.84)	(17.6)%
Net Ordinary Income	(8,198.77)	18,717.72	(26,916.49)	(143.8)%
Net Income	<u>(8,198.77)</u>	<u>18,717.72</u>	<u>(26,916.49)</u>	<u>(143.8)%</u>