

**Golden Spike Tower & Visitor Center**  
**7-Profit & Loss (YTD vs. Last Year)**  
 January through December 2013

	2012	2013	2014	2015	2016	Average	2017	Avg-2017
<b>Ordinary Income/Expense</b>								
<b>Income</b>								
<b>410000 · Admissions Income</b>	154,745.82	146,731.75	139,476.30	178,763.09	148,144.81	153,572.35	147,477.06	6,095.29
<b>460000 · Merchandise Sales</b>	140,458.24	135,650.06	144,962.68	135,355.77	181,844.20	147,654.19	177,735.58	(30,081.39)
<b>470000 · Special Event Income</b>	30,462.84	33,673.40	40,765.44	37,359.66	44,134.42	37,279.15	19,277.39	18,001.76
<b>495000 · Occupancy Tax Proceeds</b>	424,987.70	433,561.09	457,909.60	520,372.76	496,310.51	466,628.33	354,838.63	111,789.70
<b>Total Income</b>	750,654.60	749,616.30	783,114.02	872,151.28	870,433.94	805,194.03	699,329.16	105,864.87
<b>Cost of Goods Sold</b>	72,771.93	52,643.90	55,780.47	68,731.42	75,440.77	65,073.70	77,488.13	(12,414.43)
<b>Gross Profit</b>	677,882.67	696,972.40	727,333.55	803,419.86	794,993.17	740,120.33	621,841.03	118,279.30
<b>Expense</b>								
<b>601000 · Bank Fees &amp; Service Charges</b>	9,970.18	6,123.35	8,773.26	8,778.53	8,747.45	8,478.55	8,049.15	429.40
<b>602000 · Contract Labor</b>	8,027.91	9,361.01	8,326.00	8,661.68	9,470.00	8,769.32	2,600.00	6,169.32
<b>603000 · Dues &amp; Subscriptions</b>	3,640.95	1,854.00	1,445.55	2,457.58	3,403.60	2,560.34	1,964.45	595.89
<b>604000 · Furniture &amp; Equipment</b>	31,677.97	14,540.25		1,611.55	470.28	9,660.01	2,207.22	7,452.79
<b>605000 · Insurance</b>	18,904.00	22,504.00	23,945.00	20,086.10	31,008.45	23,289.51	15,968.79	7,320.72
<b>606000 · Marketing-Agency</b>	149,998.30	152,286.96	12,308.00			62,918.65		62,918.65
<b>606800 · Marketing-Non Agency</b>	28,568.29	14,013.95	110,492.64	141,461.62	114,067.10	81,720.72	79,826.82	1,893.90
<b>607000 · Occupancy</b>	84,033.89	59,974.60	72,980.36	100,469.47	109,020.63	85,295.79	90,150.19	(4,854.40)
<b>609000 · Operating Supplies</b>	35,909.40	26,899.17	59,546.60	43,627.97	72,575.95	47,711.82	41,743.40	5,968.42
<b>610000 · Payroll Expense</b>	135,584.18	140,685.57	155,776.09	148,583.58	149,198.91	145,965.67	143,082.76	2,882.91
<b>611000 · Travel</b>	6,699.88	4,535.46	6,282.74	8,950.91	17,264.19	8,746.64	11,140.13	(2,393.49)
<b>grant project offset expense</b>								
<b>612000 · Miscellaneous Expense</b>	7,232.97	8,684.78	1,950.91	21,420.15	24,544.95	12,766.75	2,066.02	10,700.73
<b>Total Expense</b>	520,247.92	461,463.10	461,827.15	506,109.14	539,771.51	497,883.76	398,798.93	99,084.83
<b>Net Ordinary Income</b>	157,634.75	235,509.30	265,506.40	297,310.72	255,221.66	242,236.57	223,042.10	19,194.47
<b>Other Income/Expense</b>								
<b>Other Income</b>								
<b>700000 · Other Income</b>								
<b>700500 · In-kind Contribution</b>	3,350.00	-	344.50	135.74	134.50	792.95	448.99	343.96
<b>701000 · Interest Income</b>	733.59	403.68	2,934.47	3,443.21	4,156.30	2,334.25	2,548.01	(213.76)
<b>710000 · Contribution Income</b>	3,016.60	10,179.60	21,000.00	7,363.05	20,643.75	12,440.60		12,440.60
<b>723000-Grant Income</b>								

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	2012	2013	2014	2015	2016	Average	2017	Avg-2017
<b>726000 · Miscellaneous Income</b>	6,686.60	57.67	355.90	1,500.00	2,121.22	2,144.28	751.51	1,392.77
<b>Total 700000 · Other Income</b>	13,786.79	10,640.95	24,634.87	12,442.00	27,055.77	17,712.08	3,748.51	13,963.57
<b>Total Other Income</b>	13,786.79	10,640.95	24,634.87	12,442.00	27,055.77	17,712.08	3,748.51	13,963.57
<b>Other Expense</b>								
<b>800000 · Other Expenses</b>								
<b>801000 · In-kind Contribution Exp</b>	3,350.00	-				670.00		670.00
<b>802000 · Taxes-Real Estate</b>	8,591.24	8,514.64	8,390.10	7,982.35	7,973.82	8,290.43	8,068.45	221.98
<b>802200 · Taxes-Personal Property</b>	235.92	321.52	308.84	362.16	362.16	318.12	619.73	(301.61)
<b>804000 · Interest Expense</b>	131,382.02	125,919.69	119,684.64	115,047.51	128,928.29	124,192.43	75,540.70	48,651.73
<b>Total 800000 · Other Expenses</b>	143,559.18	134,755.85	128,408.58	123,392.02	140,383.36	134,099.80	84,228.88	49,870.92
<b>Total Other Expense</b>	143,559.18	134,755.85	128,408.58	123,392.02	140,383.36	134,099.80	84,228.88	49,870.92
<b>Net Other Income</b>	(129,772.39)	(124,114.90)	(103,773.71)	(110,950.20)	(111,150.56)	(115,952.35)	(80,480.37)	(35,471.98)
<b>Net Income</b>	<b>27,862.36</b>	<b>111,394.40</b>	<b>161,732.69</b>	<b>186,360.70</b>	<b>144,071.10</b>	126,284.25	<b>142,561.72</b>	(16,277.47)
<b>Cash Flow (Net Income+Interest-Loan)</b>	(114,991.62)	(36,921.91)	7,181.33	27,172.21	(1,236.61)	(23,759.32)	(56,133.58)	(241,861.74)

**Golden Spike Tower & Visitor Center**  
**7-Profit & Loss (YTD vs. Last Year)**  
 January through December 2013

**2018 Budget**

Ordinary Income/Expense

Income

410000 · Admissions Income	\$	166,400	Expect to finish at \$160,000, +4%
460000 · Merchandise Sales	\$	199,500	Expect to finish at \$190,000, +5%
470000 · Special Event Income	\$	25,000	2017 was \$20,600, expect growth in sponsorships and vendors
495000 · Occupancy Tax Proceed	\$	450,000	2017 is projected to end near \$460,000, tax trends are negative, Oak Tree unc
<b>Total Income</b>	<b>\$</b>	<b>840,900</b>	
Cost of Goods Sold	\$	84,800	42.5% COGS based on budgeted merchandise
<b>Gross Profit</b>	<b>\$</b>	<b>756,100</b>	

Expense

601000 · Bank Fees & Service Ch	\$	10,000	
602000 · Contract Labor	\$	11,500	Audit (\$6,500) and Accounting (\$5,000)
603000 · Dues & Subscriptions	\$	2,500	Historical average
604000 · Furniture & Equipment	\$	-	Nothing planned
605000 · Insurance	\$	16,000	Using recent RFP/Hub switch
606000 · Marketing-Agency			
606800 · Marketing-Non Agency	\$	80,000	
607000 · Occupancy	\$	100,000	Historical average, includes lawm, janitorial, utilities, repairs/maint, snow rem
609000 · Operating Supplies	\$	50,000	Historical average and includes rail days expenses
610000 · Payroll Expense	\$	165,000	Kirsten working on staffing budget, alter after further review
611000 · Travel	\$	9,500	WNTC 1, ABA 1, MSA 1, NETA 1, State Fair, NE Travel 2, normal mileage
grant project offset expense	\$	12,000	offset to new tbd grant expense
612000 · Miscellaneous Expense	\$	6,500	payout in all-in-one tickets
<b>Total Expense</b>	<b>\$</b>	<b>463,000</b>	
<b>Net Ordinary Income</b>	<b>\$</b>	<b>293,100</b>	

Other Income/Expense

Other Income

700000 · Other Income

700500 · In-kind Contribution	\$	-	
701000 · Interest Income	\$	5,000	Projecting similar interest rates as current
710000 · Contribution Income	\$	4,500	bricks, general donations
723000-Grant Income	\$	25,000	\$13,000 NE Tourism, \$12,000 tbd

**Golden Spike Tower & Visitor Center**  
**7-Profit & Loss (YTD vs. Last Year)**  
 January through December 2013

**2018 Budget**

726000 · Miscellaneous Income	\$	750	
<b>Total 700000 · Other Income</b>	\$	<u>35,250</u>	
<b>Total Other Income</b>			
<b>Other Expense</b>			
800000 · Other Expenses			
801000 · In-kind Contribution Exp			
802000 · Taxes-Real Estate	\$	8,100	Need to check TAV
802200 · Taxes-Personal Propert	\$	320	similar to 2017
804000 · Interest Expense	\$	<u>85,000</u>	estimated interest, will combine for total loan payments
<b>Total 800000 · Other Expenses</b>	\$	<u>93,420</u>	
<b>Total Other Expense</b>			
<b>Net Other Income</b>			
<b>Net Income</b>	\$	<b>234,930</b>	
Cash Flow (Net Income+Interest- Loan	\$	45,694	

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January through December 2013

Ordinary Income/Expense

Income

410000 · Admissions Income

460000 · Merchandise Sales

470000 · Special Event Income

495000 · Occupancy Tax Proceedertainty

Total Income

Cost of Goods Sold

Gross Profit

Expense

601000 · Bank Fees & Service Ch

602000 · Contract Labor

603000 · Dues & Subscriptions

604000 · Furniture & Equipment

605000 · Insurance

606000 · Marketing-Agency

606800 · Marketing-Non Agency

607000 · Occupancy                    oval,

609000 · Operating Supplies

610000 · Payroll Expense

611000 · Travel

grant project offset expense

612000 · Miscellaneous Expense

Total Expense

Net Ordinary Income

Other Income/Expense

Other Income

700000 · Other Income

700500 · In-kind Contribution

701000 · Interest Income

710000 · Contribution Income

723000-Grant Income

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726000 · Miscellaneous Income  
Total 700000 · Other Income  
Total Other Income  
Other Expense  
800000 · Other Expenses  
801000 · In-kind Contribution Exj  
802000 · Taxes-Real Estate  
802200 · Taxes-Personal Propert  
804000 · Interest Expense  
Total 800000 · Other Expenses  
Total Other Expense  
Net Other Income  
Net Income  
Cash Flow (Net Income+Interest-  
Loan