

Golden Spike Tower & Visitor Center

1-Balance Sheet vs. Last Year

As of December 31, 2017

Accrual Basis

	Dec 31, 17	Dec 31, 16	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
100000 - Cash in Bank			
101000 - FNB-Checking	4,300.82	105,404.59	-101,103.77
101200 - NLNB Main Account	124,238.52	0.00	124,238.52
101400 - FNB-Savings	0.00	12,585.58	-12,585.58
101500 - FNB-Building Fund-Savings	0.00	33,983.29	-33,983.29
101700 - Equitable-Building Fund	20,016.01	0.00	20,016.01
Total 100000 - Cash in Bank	148,555.35	151,973.46	-3,418.11
104000 - FNB-USDA Loan Repayment Reserve			
First Nation Bank 2 Year CD	100,754.14	0.00	100,754.14
First National Bank 3 Year CD	100,903.59	0.00	100,903.59
Great Western Bank MM	100,645.65	0.00	100,645.65
104000 - FNB-USDA Loan Repayment Reserve - Other	0.00	300,528.17	-300,528.17
Total 104000 - FNB-USDA Loan Repayment Reserve	302,303.38	300,528.17	1,775.21
Total Checking/Savings	450,858.73	452,501.63	-1,642.90
Accounts Receivable			
120000 - Accounts Receivable	9,000.00	2,959.69	6,040.31
Total Accounts Receivable	9,000.00	2,959.69	6,040.31
Other Current Assets			
110000 - Cash on Hand			
111000 - Cash on Hand-Ticket Window Till	250.00	250.00	0.00
112000 - Cash on Hand-Gift Shop Till	250.00	250.00	0.00
113000 - Cash On Hand - Petty Cash	500.00	500.00	0.00
Total 110000 - Cash on Hand	1,000.00	1,000.00	0.00
115000 - Undeposited Funds	-104.32	0.00	-104.32
121000 - Inventory Asset	34,322.68	46,371.90	-12,049.22
123500 - Accrued Occupancy Tax Receivabl	27,715.88	25,201.91	2,513.97
Total Other Current Assets	62,934.24	72,573.81	-9,639.57
Total Current Assets	522,792.97	528,035.13	-5,242.16
Fixed Assets			
150000 - Fixed Assets			
151000 - Building			
151500 - Accumulated Depreciation-Buildi	-1,511,884.66	-1,511,884.66	0.00
151000 - Building - Other	4,772,747.37	4,772,747.37	0.00
Total 151000 - Building	3,260,862.71	3,260,862.71	0.00
152000 - Furniture & Fixtures	61,001.64	61,001.64	0.00
153000 - Equipment	502,636.79	492,644.79	9,992.00
154000 - Land	289,259.10	289,259.10	0.00
155000 - Parking Lot Improvements	11,375.00	11,375.00	0.00
Total 150000 - Fixed Assets	4,125,135.24	4,115,143.24	9,992.00
Total Fixed Assets	4,125,135.24	4,115,143.24	9,992.00
TOTAL ASSETS	4,647,928.21	4,643,178.37	4,749.84
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200000 - Accounts Payable	12,434.70	23,480.27	-11,045.57
Total Accounts Payable	12,434.70	23,480.27	-11,045.57

Golden Spike Tower & Visitor Center
1-Balance Sheet vs. Last Year
As of December 31, 2017

Accrual Basis

	Dec 31, 17	Dec 31, 16	\$ Change
Credit Cards			
201000 · Credit Card-First Card	0.00	1,437.73	-1,437.73
Total Credit Cards	0.00	1,437.73	-1,437.73
Other Current Liabilities			
210000 · Accrued Accounts Payable			
211000 · Accrued USDA Interest	5,722.17	5,722.17	0.00
212000 · Accrued Real Estate Taxes	8,640.12	8,640.12	0.00
210000 · Accrued Accounts Payable - Other	-616.57	-616.57	0.00
Total 210000 · Accrued Accounts Payable	13,745.72	13,745.72	0.00
220000 · Payroll Liabilities	2,514.01	2,870.56	-356.55
230000 · Sales Tax Payable	2,909.44	2,667.62	241.82
252000 · Gift Certificates Outstanding	-4.00	0.00	-4.00
Total Other Current Liabilities	19,165.17	19,283.90	-118.73
Total Current Liabilities	31,599.87	44,201.90	-12,602.03
Long Term Liabilities			
250000 · Loans Payable			
251000 · USDA	2,322,910.99	2,497,409.99	-174,499.00
Total 250000 · Loans Payable	2,322,910.99	2,497,409.99	-174,499.00
Total Long Term Liabilities	2,322,910.99	2,497,409.99	-174,499.00
Total Liabilities	2,354,510.86	2,541,611.89	-187,101.03
Equity			
300000 · Opening Bal Equity	1,112,262.69	1,112,262.69	0.00
310000 · Retained Earnings	989,303.79	987,891.46	1,412.33
Net Income	191,850.87	1,412.33	190,438.54
Total Equity	2,293,417.35	2,101,566.48	191,850.87
TOTAL LIABILITIES & EQUITY	4,647,928.21	4,643,178.37	4,749.84

Golden Spike Tower & Visitor Center
02-A/P Aging Summary
As of December 31, 2017

	Current	1 - 30	> 30	TOTAL
ABC Recycling	90.00	0.00	0.00	90.00
Ace Hardware	25.67	0.00	0.00	25.67
Anchor Point Services, LLC	900.00	0.00	0.00	900.00
Birch Communications	283.06	0.00	0.00	283.06
Cody Pro Lawn & Snow	627.50	0.00	0.00	627.50
Eagle Communications, Inc.	200.00	0.00	0.00	200.00
Eakes Office Supplies	225.95	0.00	0.00	225.95
First National Bank Omaha	1,965.31	0.00	0.00	1,965.31
Golden Spike Tower	0.00	0.00	0.00	0.00
Hub International Mountain States Limiter	1,148.66	0.00	0.00	1,148.66
Ideal Linen Supply	297.31	53.69	0.00	351.00
Jennifer Schiel	0.00	0.00	100.00	100.00
Kirsten R. Parker	0.00	13.57	184.32	197.89
Menards	71.30	0.00	-51.12	20.18
Municipal Light & Water	2,016.46	0.00	0.00	2,016.46
North Platte Bulletin	13.50	0.00	0.00	13.50
North Platte Janitorial	1,250.00	0.00	0.00	1,250.00
North Platte Telegraph	1,445.00	0.00	0.00	1,445.00
Northwestern Energy	157.82	0.00	0.00	157.82
SirkDot Innovations Inc	353.50	0.00	0.00	353.50
Tourism Advisory Council (TAC)	371.00	0.00	0.00	371.00
Western Nebraska Tourism Coalition (WNTC)	108.00	0.00	0.00	108.00
White River Productions, Inc	180.00	0.00	0.00	180.00
Whitetail Screen Print	404.20	0.00	0.00	404.20
TOTAL	12,134.24	67.26	233.20	12,434.70

Golden Spike Tower & Visitor Center
03-A/R Aging
As of December 31, 2017

	<u>Current</u>	<u>1 - 30</u>	<u>> 30</u>	<u>TOTAL</u>
Ameriprise Financial	0.00	0.00	0.00	0.00
Great Western Bank	0.00	0.00	500.00	500.00
Hub International	0.00	0.00	250.00	250.00
Kwik Stop_	0.00	0.00	1,000.00	1,000.00
Mid Nebraska Ice	0.00	0.00	250.00	250.00
Visitors Bureau	0.00	7,000.00	0.00	7,000.00
West Central Research	0.00	0.00	0.00	0.00
TOTAL	<u>0.00</u>	<u>7,000.00</u>	<u>2,000.00</u>	<u>9,000.00</u>

Golden Spike Tower & Visitor Center 6-Profit & Loss (YTD vs. Budget)

January through December 2017

Accrual Basis

	Jan - Dec 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
410000 · Admissions Income			
411000 · Admission Fees	150,653.23		
412000 · Private Event Fees	2,559.23		
413500 · Special Event Fees	2,974.23		
414000 · Annual Membership Fees	203.88		
410000 · Admissions Income - Other	3,619.80	156,840.00	-153,220.20
Total 410000 · Admissions Income	160,010.37	156,840.00	3,170.37
440000 · Vending			
463000 · Penny Smasher	1,603.33	1,625.00	-21.67
464000 · Binoculars	690.75	792.00	-101.25
465000 · Overhead Model RR Track	456.64	468.00	-11.36
Total 440000 · Vending	2,750.72	2,885.00	-134.28
460000 · Merchandise Sales			
461000 · Merchandise Sales-Gift Shop	189,318.18	195,030.00	-5,711.82
467000 · Shipping and Delivery Income	-81.59		
Total 460000 · Merchandise Sales	189,236.59	195,030.00	-5,793.41
470000 · Special Event Income			
471000 · Special Event Admission			
471001 · Pumpkin Patch Admission	11,351.72	35,000.00	-23,648.28
471000 · Special Event Admission - Other	1,182.54		
Total 471000 · Special Event Admission	12,534.26	35,000.00	-22,465.74
471250 · Coupons Redeemed	-969.01		
473000 · Concessions	1,036.97		
474000 · Merchandise			
474100 · Miscellaneous	358.30		
474200 · Pumpkins Sales	3,997.63		
474400 · Other Merchandise	-16.16		
Total 474000 · Merchandise	4,339.77		
475000 · Special Event Sponsors & Grants	10,267.11	15,000.00	-4,732.89
470000 · Special Event Income - Other	964.29	1,500.00	-535.71
Total 470000 · Special Event Income	28,173.39	51,500.00	-23,326.61
495000 · Occupancy Tax Proceeds	465,886.09	496,500.00	-30,613.91
Total Income	846,057.16	902,755.00	-56,697.84
Cost of Goods Sold			
500000 · Cost of Goods Sold	71,199.39	70,060.00	1,139.39
510000 · Frieght & Shipping	3,455.47		
529000 · Purchases - Resale Items			
525000 · Purchase Discounts	-676.97		
529000 · Purchases - Resale Items - Other	3,886.31		
Total 529000 · Purchases - Resale Items	3,209.34		
599000 · POS Inventory Adjustments	5,593.05		
Total COGS	83,457.25	70,060.00	13,397.25
Gross Profit	762,599.91	832,695.00	-70,095.09
Expense			
601000 · Bank Fees & Service Charges			
601150 · Bank Service Fees	184.60		
601170 · Credit Card Processing Fees	8,264.98		
601180 · Service Fees	157.75		
601000 · Bank Fees & Service Charges - Other	834.90	8,800.00	-7,965.10

Golden Spike Tower & Visitor Center 6-Profit & Loss (YTD vs. Budget)

Accrual Basis

January through December 2017

	Jan - Dec 17	Budget	\$ Over Budget
Total 601000 · Bank Fees & Service Charges	9,442.23	8,800.00	642.23
602000 · Contract Labor			
602100 · Accounting	8,775.00	6,825.00	1,950.00
602000 · Contract Labor - Other	0.00	3,175.00	-3,175.00
Total 602000 · Contract Labor	8,775.00	10,000.00	-1,225.00
603000 · Dues & Subscriptions	2,342.25	2,500.00	-157.75
604000 · Furniture & Equipment			
604500 · Display & Signage	2,047.22	1,500.00	547.22
Total 604000 · Furniture & Equipment	2,047.22	1,500.00	547.22
605000 · Insurance			
605200 · Directors & Officers Liability	1,384.00		
605500 · Liability Insurance	5,840.20		
605600 · Property Insurance	9,317.32		
605900 · Workers Comp	2,865.45		
605000 · Insurance - Other	5.85	21,090.00	-21,084.15
Total 605000 · Insurance	19,412.82	21,090.00	-1,677.18
606800 · Marketing-Non Agency			
606803 · Billboard Rent Payable	17,230.00		
606810 · Event Registrations	65.00		
606815 · Event Sponsorships	175.00		
606820 · Printing and Reproduction	4,072.23		
606840 · Special Event Advertising			
606841 · Campaign Development / Creative	157.00		
606842 · Internet	5,790.45		
606843 · Newspaper / Magazine	1,785.00		
606845 · Production Costs	239.40		
606846 · Radio	5,707.00		
606847 · Television	432.00		
606849 · Event Supplies	1,566.33		
606840 · Special Event Advertising - Other	-5,423.55		
Total 606840 · Special Event Advertising	10,253.63		
606850 · National Advertising			
606851 · Internet	6,191.38		
606852 · Magazine	13,586.30		
Total 606850 · National Advertising	19,777.68		
606860 · Regional/State Advertising			
606861 · Internet	690.00		
606862 · Newspaper/ Magazine	5,550.00		
606864 · Television	1,595.00		
606865 · Regional/State - Other	600.00		
Total 606860 · Regional/State Advertising	8,435.00		
606870 · Local Advertising			
606871 · Internet	1,091.78		
606872 · Newspaper/ Magazine	5,874.54		
606873 · Radio	500.00		
606874 · Television	50.00		
606875 · Local Advertising- Other	36.00		
606870 · Local Advertising - Other	1,314.50		
Total 606870 · Local Advertising	8,866.82		
606881 · Rack Cards	14,557.65		
6068997 · Website Operation	862.24		
6068999 · Sign and Billboard Maintenance	274.80		
606800 · Marketing-Non Agency - Other	173.59	75,000.00	-74,826.41
Total 606800 · Marketing-Non Agency	84,743.64	75,000.00	9,743.64

Golden Spike Tower & Visitor Center 6-Profit & Loss (YTD vs. Budget)

Accrual Basis

January through December 2017

	Jan - Dec 17	Budget	\$ Over Budget
607000 - Occupancy			
607100 - Equipment Rental			
607130 - Printer Lease	2,052.81		
607100 - Equipment Rental - Other	329.30		
Total 607100 - Equipment Rental	2,382.11		
607400 - Labor & Maintenance			
602810 - Brick Production	536.85		
607410 - Building	131.47		
607415 - Computer	6,318.99		
607420 - Electrical	1,012.43		
607421 - HV/AC	800.62		
607425 - Elevator	7,034.86		
607430 - Equipment	20.04		
607435 - Fire Equip Inspection	921.86		
607436 - Fire Equip Repairs	5,957.05		
607440 - Garbage Collection	2,907.84		
607445 - Janitorial Service	15,950.00		
607450 - Lawn/Outdoor Maintenance	16,513.70		
607455 - Pest Control	584.58		
607460 - Plumbing	168.19		
607463 - Security & Alarm System	662.22		
607475 - Window Washing	900.00		
607480 - Misc. Labor & Maint.	925.50		
607491 - Pumpkin Patch	1,850.79		
Total 607400 - Labor & Maintenance	63,196.99		
607600 - Utilities			
607610 - Electric	24,925.37		
607620 - Gas	1,230.96		
607630 - Internet	112.02		
607640 - Telephone	3,545.90		
607650 - Water	3,206.10		
Total 607600 - Utilities	33,020.35		
607000 - Occupancy - Other	0.00	95,000.00	-95,000.00
Total 607000 - Occupancy	98,599.45	95,000.00	3,599.45
609000 - Operating Supplies			
606880 - Guest Services	1,353.74		
6068801 - Volunteer Appreciation	2,902.17		
608100 - Postage	1,427.15		
609100 - Events			
6068802 - Pumpkin Patch Supplies	5,031.37		
8100000 - Kids Klub	53.10		
609100 - Events - Other	19,002.80		
Total 609100 - Events	24,087.27		
609200 - Flags	1,959.39		
609300 - Gift Shop	4,840.16		
609350 - Janitorial	4,538.71		
609450 - Meeting	80.00		
609500 - Office	6,112.73		
609550 - Operating	7,425.69		
609600 - Shipping	158.35		
609000 - Operating Supplies - Other	195.32	45,010.00	-44,814.68
Total 609000 - Operating Supplies	55,080.68	45,010.00	10,070.68
610000 - Payroll Expense			
610100 - Director Benefits Expense	5,496.00		
610200 - Employee Payroll Expense	136,430.36		
610300 - Hiring & Employment Costs	12,328.17		
610400 - Payroll Taxes	10,278.14		

Golden Spike Tower & Visitor Center 6-Profit & Loss (YTD vs. Budget)

January through December 2017

Accrual Basis

	Jan - Dec 17	Budget	\$ Over Budget
610000 · Payroll Expense - Other	0.00	172,700.00	-172,700.00
Total 610000 · Payroll Expense	164,532.67	172,700.00	-8,167.33
611000 · Travel			
611100 · Conference Registration	2,682.00	350.00	2,332.00
611300 · Lodging	4,852.22		
611400 · Meals	846.48		
611500 · Travel - Airfare / Mileage	4,361.35		
611000 · Travel - Other	0.00	9,150.00	-9,150.00
Total 611000 · Travel	12,742.05	9,500.00	3,242.05
612000 · Miscellaneous Expense			
612100 · Cash Drawer over/under	-1,260.55		
612200 · Special Event Expense			
612210 · Event Profit Share	12,492.24		
Total 612200 · Special Event Expense	12,492.24		
612300 · Education/Training Seminars	607.00	750.00	-143.00
612400 · Reconciliation Discrepancies	446.00		
612000 · Miscellaneous Expense - Other	-133.00		
Total 612000 · Miscellaneous Expense	12,151.69	750.00	11,401.69
Total Expense	469,869.70	441,850.00	28,019.70
Net Ordinary Income	292,730.21	390,845.00	-98,114.79
Other Income/Expense			
Other Income			
700000 · Other Income			
701000 · Interest Income	2,447.53		
710000 · Contribution Income			
711000 · Brick Sales	1,350.00	2,000.00	-650.00
713000 · Restricted Contributions	870.00		
714000 · Unrestricted Contributions	1,524.08	2,500.00	-975.92
710000 · Contribution Income - Other	85,860.00		
Total 710000 · Contribution Income	89,604.08	4,500.00	85,104.08
723000 · Grant Funds	0.00	25,000.00	-25,000.00
726000 · Miscellaneous Income	1,182.24	1,500.00	-317.76
700000 · Other Income - Other	169.60		
Total 700000 · Other Income	93,403.45	31,000.00	62,403.45
Total Other Income	93,403.45	31,000.00	62,403.45
Other Expense			
800000 · Other Expenses			
801000 · In-kind Contribution Exp	85,860.00		
802000 · Taxes-Real Estate	8,068.45	7,982.35	86.10
802200 · Taxes-Personal Property	619.73	362.16	257.57
804000 · Interest Expense	99,734.61	129,600.00	-29,865.39
Total 800000 · Other Expenses	194,282.79	137,944.51	56,338.28
Total Other Expense	194,282.79	137,944.51	56,338.28
Net Other Income	-100,879.34	-106,944.51	6,065.17
Net Income	191,850.87	283,900.49	-92,049.62

Golden Spike Tower & Visitor Center 7-Profit & Loss (YTD vs. Last Year)

Accrual Basis

January through December 2017

	Jan - Dec 17	Jan - Dec 16	\$ Change
Ordinary Income/Expense			
Income			
410000 · Admissions Income			
411000 · Admission Fees	150,653.23	141,642.97	9,010.26
412000 · Private Event Fees	2,559.23	894.83	1,664.40
412500 · Private Event Rentals	0.00	50.00	-50.00
413000 · Corporate Pass Sales	0.00	-140.93	140.93
413500 · Special Event Fees	2,974.23	2,617.42	356.81
414000 · Annual Membership Fees	203.88	42.65	161.23
410000 · Admissions Income - Other	3,619.80	852.90	2,766.90
Total 410000 · Admissions Income	160,010.37	145,959.84	14,050.53
440000 · Vending			
463000 · Penny Smasher	1,603.33	1,518.76	84.57
464000 · Binoculars	690.75	721.78	-31.03
465000 · Overhead Model RR Track	456.64	468.18	-11.54
Total 440000 · Vending	2,750.72	2,708.72	42.00
460000 · Merchandise Sales			
461000 · Merchandise Sales-Gift Shop	189,318.18	178,709.34	10,608.84
467000 · Shipping and Delivery Income	-81.59	93.00	-174.59
Total 460000 · Merchandise Sales	189,236.59	178,802.34	10,434.25
470000 · Special Event Income			
471000 · Special Event Admission			
471001 · Pumpkin Patch Admission	11,351.72	24,878.99	-13,527.27
471500 · Haunting Admission	0.00	1,455.00	-1,455.00
471000 · Special Event Admission - Other	1,182.54	1,248.00	-65.46
Total 471000 · Special Event Admission	12,534.26	27,581.99	-15,047.73
471250 · Coupons Redeemed	-969.01	-898.00	-71.01
473000 · Concessions	1,036.97	2,636.91	-1,599.94
474000 · Merchandise			
474100 · Miscellaneous	358.30	0.00	358.30
474200 · Pumpkins Sales	3,997.63	4,381.04	-383.41
474400 · Other Merchandise	-16.16	312.50	-328.66
Total 474000 · Merchandise	4,339.77	4,693.54	-353.77
475000 · Special Event Sponsors & Grants	10,267.11	11,481.69	-1,214.58
470000 · Special Event Income - Other	964.29	-1,111.71	2,076.00
Total 470000 · Special Event Income	28,173.39	44,384.42	-16,211.03
495000 · Occupancy Tax Proceeds	465,886.09	496,310.51	-30,424.42
Total Income	846,057.16	868,165.83	-22,108.67
Cost of Goods Sold			
500000 · Cost of Goods Sold	71,199.39	72,160.21	-960.82
510000 · Frieght & Shipping	3,455.47	5,763.83	-2,308.36
529000 · Purchases - Resale Items			
525000 · Purchase Discounts	-676.97	-4,708.58	4,031.61
529000 · Purchases - Resale Items - Other	3,886.31	2,752.43	1,133.88
Total 529000 · Purchases - Resale Items	3,209.34	-1,956.15	5,165.49
599000 · POS Inventory Adjustments	5,593.05	467.64	5,125.41
Total COGS	83,457.25	76,435.53	7,021.72
Gross Profit	762,599.91	791,730.30	-29,130.39
Expense			
601000 · Bank Fees & Service Charges			
601150 · Bank Service Fees	184.60	-283.19	467.79
601170 · Credit Card Processing Fees	8,264.98	8,867.95	-602.97
601180 · Service Fees	157.75	151.70	6.05

Golden Spike Tower & Visitor Center 7-Profit & Loss (YTD vs. Last Year)

Accrual Basis

January through December 2017

	Jan - Dec 17	Jan - Dec 16	\$ Change
601000 · Bank Fees & Service Charges - Other	834.90	10.99	823.91
Total 601000 · Bank Fees & Service Charges	9,442.23	8,747.45	694.78
602000 · Contract Labor			
602100 · Accounting	8,775.00	9,470.00	-695.00
Total 602000 · Contract Labor	8,775.00	9,470.00	-695.00
603000 · Dues & Subscriptions	2,342.25	3,403.60	-1,061.35
604000 · Furniture & Equipment			
604100 · Special Event Equipment	0.00	96.49	-96.49
604500 · Display & Signage	2,047.22	373.79	1,673.43
Total 604000 · Furniture & Equipment	2,047.22	470.28	1,576.94
605000 · Insurance			
605200 · Directors & Officers Liability	1,384.00	1,922.00	-538.00
605500 · Liability Insurance	5,840.20	3,788.67	2,051.53
605600 · Property Insurance	9,317.32	20,266.16	-10,948.84
605700 · Theft and Forgery	0.00	463.00	-463.00
605900 · Workers Comp	2,865.45	3,161.64	-296.19
605000 · Insurance - Other	5.85	1,406.98	-1,401.13
Total 605000 · Insurance	19,412.82	31,008.45	-11,595.63
606800 · Marketing-Non Agency			
606803 · Billboard Rent Payable	17,230.00	24,627.00	-7,397.00
606810 · Event Registrations	65.00	37.50	27.50
606815 · Event Sponsorships	175.00	649.81	-474.81
606817 · Legal Notice-Newspaper	0.00	191.79	-191.79
606820 · Printing and Reproduction	4,072.23	8,545.29	-4,473.06
606840 · Special Event Advertising			
606841 · Campaign Development / Creative	157.00	412.00	-255.00
606842 · Internet	5,790.45	6,197.46	-407.01
606843 · Newspaper / Magazine	1,785.00	8,659.32	-6,874.32
606845 · Production Costs	239.40	0.00	239.40
606846 · Radio	5,707.00	11,590.50	-5,883.50
606847 · Television	432.00	1,919.00	-1,487.00
606849 · Event Supplies	1,566.33	2,534.11	-967.78
606840 · Special Event Advertising - Other	-5,423.55	150.00	-5,573.55
Total 606840 · Special Event Advertising	10,253.63	31,462.39	-21,208.76
606850 · National Advertising			
606851 · Internet	6,191.38	2,117.41	4,073.97
606852 · Magazine	13,586.30	9,135.75	4,450.55
Total 606850 · National Advertising	19,777.68	11,253.16	8,524.52
606860 · Regional/State Advertising			
606861 · Internet	690.00	3,484.00	-2,794.00
606862 · Newspaper/ Magazine	5,550.00	6,100.00	-550.00
606864 · Television	1,595.00	206.50	1,388.50
606865 · Regional/State - Other	600.00	269.95	330.05
606860 · Regional/State Advertising - Other	0.00	718.00	-718.00
Total 606860 · Regional/State Advertising	8,435.00	10,778.45	-2,343.45
606870 · Local Advertising			
606871 · Internet	1,091.78	600.00	491.78
606872 · Newspaper/ Magazine	5,874.54	3,390.17	2,484.37
606873 · Radio	500.00	1,500.00	-1,000.00
606874 · Television	50.00	623.25	-573.25
606875 · Local Advertising- Other	36.00	30.00	6.00
606870 · Local Advertising - Other	1,314.50	0.00	1,314.50
Total 606870 · Local Advertising	8,866.82	6,143.42	2,723.40
606881 · Rack Cards	14,557.65	12,724.08	1,833.57
606882 · Website Creation	0.00	1,480.00	-1,480.00

Golden Spike Tower & Visitor Center 7-Profit & Loss (YTD vs. Last Year)

Accrual Basis

January through December 2017

	Jan - Dec 17	Jan - Dec 16	\$ Change
6068997 · Website Operation	862.24	801.75	60.49
6068999 · Sign and Billboard Maintenance	274.80	3,356.00	-3,081.20
606800 · Marketing-Non Agency - Other	173.59	0.00	173.59
Total 606800 · Marketing-Non Agency	84,743.64	112,050.64	-27,307.00
607000 · Occupancy			
607100 · Equipment Rental			
607130 · Printer Lease	2,052.81	3,343.66	-1,290.85
607100 · Equipment Rental - Other	329.30	229.16	100.14
Total 607100 · Equipment Rental	2,382.11	3,572.82	-1,190.71
607200 · Licenses and Permits	0.00	292.00	-292.00
607400 · Labor & Maintenance			
602810 · Brick Production	536.85	1,235.85	-699.00
602820 · Brick Laying	0.00	1,600.00	-1,600.00
607410 · Building	131.47	3,445.49	-3,314.02
607415 · Computer	6,318.99	4,529.52	1,789.47
607420 · Electrical	1,012.43	6,549.35	-5,536.92
607421 · HV/AC	800.62	1,244.61	-443.99
607425 · Elevator	7,034.86	6,029.36	1,005.50
607430 · Equipment	20.04	391.35	-371.31
607435 · Fire Equip Inspection	921.86	3,255.09	-2,333.23
607436 · Fire Equip Repairs	5,957.05	2,615.61	3,341.44
607440 · Garbage Collection	2,907.84	2,776.26	131.58
607445 · Janitorial Service	15,950.00	15,600.00	350.00
607450 · Lawn/Outdoor Maintenance	16,513.70	11,754.44	4,759.26
607455 · Pest Control	584.58	735.67	-151.09
607460 · Plumbing	168.19	394.30	-226.11
607463 · Security & Alarm System	662.22	2,174.18	-1,511.96
607465 · Septic Tank	0.00	1,494.28	-1,494.28
607470 · Telephone	0.00	321.00	-321.00
607475 · Window Washing	900.00	900.00	0.00
607480 · Misc. Labor & Maint.	925.50	6,319.11	-5,393.61
607491 · Pumpkin Patch	1,850.79	917.14	933.65
Total 607400 · Labor & Maintenance	63,196.99	74,282.61	-11,085.62
607600 · Utilities			
607610 · Electric	24,925.37	23,750.80	1,174.57
607620 · Gas	1,230.96	956.40	274.56
607630 · Internet	112.02	0.00	112.02
607640 · Telephone	3,545.90	2,965.82	580.08
607650 · Water	3,206.10	3,201.34	4.76
Total 607600 · Utilities	33,020.35	30,874.36	2,145.99
Total 607000 · Occupancy	98,599.45	109,021.79	-10,422.34
609000 · Operating Supplies			
606880 · Guest Services	1,353.74	2,016.46	-662.72
6068801 · Volunteer Appreciation	2,902.17	3,059.51	-157.34
608100 · Postage	1,427.15	834.75	592.40
609100 · Events			
6068802 · Pumpkin Patch Supplies	5,031.37	12,854.55	-7,823.18
8100000 · Kids Klub	53.10	0.00	53.10
609100 · Events - Other	19,002.80	35,268.80	-16,266.00
Total 609100 · Events	24,087.27	48,123.35	-24,036.08
609200 · Flags	1,959.39	1,537.79	421.60
609300 · Gift Shop	4,840.16	5,278.69	-438.53
609350 · Janitorial	4,538.71	2,747.29	1,791.42
609400 · Marketing	0.00	303.43	-303.43
609450 · Meeting	80.00	0.00	80.00
609500 · Office	6,112.73	6,214.22	-101.49
609550 · Operating	7,425.69	3,118.51	4,307.18
609600 · Shipping	158.35	33.05	125.30
609650 · Software	0.00	1,178.78	-1,178.78

Golden Spike Tower & Visitor Center 7-Profit & Loss (YTD vs. Last Year)

Accrual Basis

January through December 2017

	Jan - Dec 17	Jan - Dec 16	\$ Change
609700 · Ticket Office	0.00	145.42	-145.42
609000 · Operating Supplies - Other	195.32	0.00	195.32
Total 609000 · Operating Supplies	55,080.68	74,591.25	-19,510.57
610000 · Payroll Expense			
610100 · Director Benefits Expense	5,496.00	7,742.28	-2,246.28
610200 · Employee Payroll Expense	136,430.36	124,272.49	12,157.87
610300 · Hiring & Employment Costs	12,328.17	3,651.45	8,676.72
610400 · Payroll Taxes	10,278.14	10,412.68	-134.54
610000 · Payroll Expense - Other	0.00	3,300.01	-3,300.01
Total 610000 · Payroll Expense	164,532.67	149,378.91	15,153.76
611000 · Travel			
611100 · Conference Registration	2,682.00	5,146.11	-2,464.11
611300 · Lodging	4,852.22	5,108.57	-256.35
611400 · Meals	846.48	1,258.91	-412.43
611500 · Travel - Airfare / Mileage	4,361.35	5,750.60	-1,389.25
Total 611000 · Travel	12,742.05	17,264.19	-4,522.14
612000 · Miscellaneous Expense			
612100 · Cash Drawer over/under	-1,260.55	-487.13	-773.42
612200 · Special Event Expense			
612210 · Event Profit Share	12,492.24	24,312.46	-11,820.22
Total 612200 · Special Event Expense	12,492.24	24,312.46	-11,820.22
612300 · Education/Training Seminars	607.00	298.00	309.00
612400 · Reconciliation Discrepancies	446.00	34.23	411.77
612000 · Miscellaneous Expense - Other	-133.00	3.76	-136.76
Total 612000 · Miscellaneous Expense	12,151.69	24,161.32	-12,009.63
Total Expense	469,869.70	539,567.88	-69,698.18
Net Ordinary Income	292,730.21	252,162.42	40,567.79
Other Income/Expense			
Other Income			
700000 · Other Income			
701000 · Interest Income	2,447.53	662.67	1,784.86
710000 · Contribution Income			
711000 · Brick Sales	1,350.00	1,100.00	250.00
713000 · Restricted Contributions	870.00	0.00	870.00
714000 · Unrestricted Contributions	1,524.08	2,516.30	-992.22
715000 · Legacies & Bequests	0.00	540.00	-540.00
710000 · Contribution Income - Other	85,860.00	0.00	85,860.00
Total 710000 · Contribution Income	89,604.08	4,156.30	85,447.78
723000 · Grant Funds	0.00	20,643.75	-20,643.75
726000 · Miscellaneous Income	1,182.24	2,121.22	-938.98
700000 · Other Income - Other	169.60	0.00	169.60
Total 700000 · Other Income	93,403.45	27,583.94	65,819.51
Total Other Income	93,403.45	27,583.94	65,819.51
Other Expense			
Balancing Adjustments	0.00	-2,140.72	2,140.72
800000 · Other Expenses			
801000 · In-kind Contribution Exp	85,860.00	0.00	85,860.00
802000 · Taxes-Real Estate	8,068.45	8,015.29	53.16
802200 · Taxes-Personal Property	619.73	616.30	3.43
804000 · Interest Expense	99,734.61	106,426.75	-6,692.14
Total 800000 · Other Expenses	194,282.79	115,058.34	79,224.45
Total Other Expense	194,282.79	112,917.62	81,365.17

Golden Spike Tower & Visitor Center
7-Profit & Loss (YTD vs. Last Year)
January through December 2017

Accrual Basis

	<u>Jan - Dec 17</u>	<u>Jan - Dec 16</u>	<u>\$ Change</u>
Net Other Income	-100,879.34	-85,333.68	-15,545.66
Net Income	<u>191,850.87</u>	<u>166,828.74</u>	<u>25,022.13</u>