

Golden Spike Tower Board Meeting

Friday, July 16, 2021

8:00AM @ GST

1. Call to order Tim Malmkar, President
2. Roll call & Introductions Tim Malmkar, President
3. Approval of minutes:
 - a. May 2021 Minutes <https://goldenspiketower.com/wp-content/uploads/2021/05/GST-5-21-1.docx>
4. Presidential Comments Tim Malmkar, President
5. Committee Reports
 - a. Property & Growth Committee (Tim Malmkar)
 - i. Meeting Minutes <https://goldenspiketower.com/wp-content/uploads/2021/07/Growth-Committee-7.14.21.docx>
 - ii. Next meeting: Wednesday, August 11th, 8:00AM, at Golden Spike Tower
 - b. Marketing/PR/Events Committee (Anna Stacy)
 - i. North Platte Rail Days
 - ii. All in One Ticket
 - iii. Past and upcoming tours (see attached calendar)
<https://goldenspiketower.com/wp-content/uploads/2021/07/BOD-Event-Calendar1.pdf>
 - iv. Meeting Minutes <https://goldenspiketower.com/wp-content/uploads/2021/07/Marketing-7.1.21.docx>
 - v. Next meeting: Thursday, August 5th, 8:00am at Scooters
 - c. Education Committee (Kirsten Parker)
 - d. Operations Committee (Mike Steele)
 - i. Finance Packet
 - ii. Revisiting budget in July
 - iii. 2021 Open Grants
 1. Nebraska Tourism Marketing
 2. CVB North Platte Rail Days
 3. CVB All-In-One
 - iv. Closed Grants
 1. PPP Draw 1
 2. PPP Draw 2
 - v. Potential Grants
 1. UP Grant-Due July 31st-New Informational CD
 - vi. Open Board Position (in town, Finance background)
 - vii. Next Meeting: Monday, August 16th, 12:00PM Location TBA

- 6. UP Report (Nate Hammond)
- 7. CVB (Lisa)-*will be absent.*
- 8. Executive Director Report and Questions

Kirsten Parker

June 2021

	2019	2020	2021	+/-
Pd Admission	4571	1807	4569	+2762
Comp Passes	114	15	77	+62
Avg Ticket	5.57	\$6.11	\$6.86	+\$0.75
Passport	760			
Avg Gift Shop	5.80	\$6.70	\$7.52	+\$0.82
Transactions	3289	1332	3238	+1906
Items Sold (ex tickets)	4687	1922	5514	+3592
Tours	8	0	2	+2
Private Events	0	0	0	=
Online sales	0	8	35	+27

Thu 351
 Mon 423
 Fri 452
 Sun 464
 Tue 495
 Wed 511
 Sat 542

Total:3,238

Top 5 Departments by Qty	Top 5 Dept by Sales	Top 5 Items by Qty	Top 5 Items to Sales
Postcards	Adult t-shirts	Bakers choc	Pano mag
Food Candy and soda	Kids Apparel	Soda	Union pacific big boy PB
Magnets	Canteen	Candy	Train nerd shirt
Souv	Drinkware	Pano magnet	We rode the Orphan train
Adult t-shirts	Adult Caps	Yellow magnet	Grey UP Logo Cap

9. Adjourn

Next meeting: Friday, August 20th, 8:00AM, location at the Golden Spike Tower

GST Board of Directors
Friday, 21 May 2021
8:00AM @ Golden Spike Tower

Attendance: Tim Malmkar, Richard Foran, Matt Kibbon, John Guethlein, Mike Steele, Cassie Condon, Anna Stacy Staff: Kirsten Parker, Allison Stoppkotte

Tim Malmkar called the meeting to order at 8:05AM.

Steele moved to approve the meeting minutes from April, seconded by Foran. Motion passes.

Presidential Comments: Malmkar discussed the upward trends of travel.

Committee Reports

Property & Growth

Volunteers Dick and Eldon have power washed the sidewalks in the courtyard, and they look so much better. Thank you Dick and Eldon!

20 tons of crushed concrete were placed in our gravel parking lot, will need another 100.

There was some discussion on fixing the lawnmower and using it once a month to make sure it stays working. Ultimately, there was a general consensus to sell the lawnmower. A motion to sell was made by Steele, and seconded by Stacy. Motion passes.

Bruce from Wyoming will be here this weekend to install the new live cam. On Giving Day, the Spike received \$800 in donations for the installation of the new live cam. Bruce has generously agreed to donate the new camera, so the donations will pay for the installation. The Spike will be paying for his hotel, meals, and gas while he is in North Platte.

There has been some damage to the UP flag pole due to the high winds we have had lately, and are waiting on a cherry picker to fix before putting the flag back up.

Malmkar brought up the subject of the container car. It had been ordered before the pandemic hit, but had to be put on hold due to that. Parker showed the BOD where the container car would go, which will be on the west side of the courtyard. It will be placed here so that it can be reached easily when pushing a cart, as well as security. Parker mentioned asking Holly Carlini of the Prairie Arts Center to paint a mural on one side.

Marketing/PR/Events

Parker has provided a breakdown spreadsheet of the events happening during North Platte Rail Days. This is NOT YET for public knowledge, but the Big Boy will be here during NPRD, hoping for it to arrive during the after hours event being held at the Spike. We are selling a VIP pass online which includes some free aspects to local restaurants, free admission to the tower for the entire weekend, and first right of refusal to Bailey Yard tours. The design plan for merchandise is a diesel locomotive and the Big Boy facing each other.

In the coming weeks, the Spike is starting to see quite a few bus tours coming back again. The first one includes a catered meal happening tonight.

Education

The only displays that have not yet arrived at the UP Safety Stairs, and they are currently at the printers being created.

On Monday, there was a surprise group of students from Curtis who came in for a field trip due to them not being able to ride horses at Dusty Trails, due to the weather.

Operations

On report #7 (year over year) Steele suggested to compare 2021, 2020 and 2019.

The original plan was to revisit the 2021 budget in June, but since May has been slower, Parker suggested to revisit in July instead. The rest of the BOD agrees.

We have a CD that matures this week, and Parker has prepared a spreadsheet of potential banks to put it towards. There is about \$106,000 in USDA Loan repayment, and \$46,000 in a money market. There was a discussion on which bank to choose based on their rates and level of support to the Spike. There was a general agreement on bank #2 with a CD rate of 0.65 and money market rate of 0.8, and a motion was made by Stacy and seconded by Foran. Parker then stated that bank #2 is Nebraskaland National Bank.

Open Grants: Parker mentioned that PPP draw 1 and 2 will close this week. The grant we received from Nebraska Tourism will be open for a year. We also received a grant from the North Platte CVB for Rail Days marketing. Parker submitted a list to them explaining what we wanted for marketing, and from there they chose what they would fund. Ultimately, they gave \$6,000 to be included in Trains Magazine. There was also a CVB grant for the All-In-One ticket which includes admission to the GST, Lincoln County Historical Museum, Buffalo Bill Ranch, and a free souvenir from the Cody Park train display for just \$10, and runs from May 1 – Labor Day.

There is a potential grant from Union Pacific that Parker is still working on, and is due on July 31st. Nate Hammond is working with us to improve our intro video.

We have extended an offer to Cody Odell of Tru to be a new member of our BOD, and he has happily accepted. There needed to be a final vote, with a motion being made by Steele and seconded by Condon. Motion passes. Parker also had an interview with Ashley White as the possible new treasurer.

GST is due for an upgrade to the Point of Sale system. If we purchase the new version by June 11th, there will be a 50% discount. Parker needed permission from the BOD to use these funds before revisiting the budget in July. Motion was made by Condon, and seconded by Stacy. Motion passes.

No CVB report from Lisa

UP Report

Parker gave this report in lieu of Nate Hammond; the Big Boy is secured for its arrival in August with full access to the locomotive. Hammond is working on getting the entire Heritage Fleet to come through North Platte. He has agreed to participate in a contest for North Platte Rail Days that includes a tour of the diesel shop and an hour of Hammond's time to ask him any questions they would like. Parker still needs to put this together.

ED Report

Parker mentioned that she would add 2019 to the month end number grid that is included with her report.

Additional Discussion

Malmkar mentioned that there will be no Board of Directors meeting in June, since it falls during NebraskaLand Days.

Meeting was adjourned at 9:12AM.

Respectfully submitted,
Allison Stoppkotte

Property & Growth Committee
Wednesday, 14 July 2021
8:00AM @ GST

Attendance: Eldon Walters, Richard Foran, Kirsten Parker, Alli Stoppkotte, John Guethlein, Tim Malmkar, Jacquie Sullivan

Projects

- Color lights for exterior
 - Rod Christmann is having trouble getting materials for colored lights, so they worked with Larry's Glass on developing colored films.
 - Bid came back at \$24,000; Parker stated that she would do some more research and possibly contact Snell Services.
- Container Car for Courtyard
 - Walters got in contact with Morris, they are having trouble getting containers and materials + is too expensive at the moment for our budget.
 - Parker talked to Holly Carlini at PAC about painting a mural on the side – cost will be roughly \$2,000
- With bids being high and having to pay back reserve fund, Parker mentioned to just work on the smaller projects for the time being.
- All but 7 new state flags are up in the courtyard – the others are on backorder from Collins Flags.
- There was an issue with Japanese Beetles in the courtyard, Presto came and took care of it.
- Parker stated that we are hoping to get the new building addition back on the table for a couple years down the road.

June 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
		8:15 AM TAC Attraction Tour			9:00 AM Travels with Doris (Booked thru CVB)	1:30 PM Annabeth's Birthday Party
6	7	8	9	10	11	12
			3:00 PM White Star Tours	1:30 PM Miss Nebraska Judges		
13	14	15	16	17	18	19
	11:00 AM Miss Rodeo Nebraska	9:00 AM Rambling Pheasants RV Group		3:30 PM Great Adventure Tours	9:00 AM USS Nebraska	
20	21	22	23	24	25	26
			10:00 AM NPPS	2:00 PM Girl Scout Troop 41524		
27	28	29	30			

July 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4	5	6	7	8	9	10
			9:45 AM Burlington Trailways #5113 12:30 PM UP Interns 4:30 PM NE Dept of Economic Development	12:30 PM UP Interns		
11	12	13	14	15	16	17
18	19	20	21	22	23	24
3:15 PM Rustad Tours						
25	26	27	28	29	30	31
					5:30 PM Village Tours	

August 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
	9:00 AM DAR Group Tour (3 people)				1:15 PM Tri-State Travel	1:00 PM String Beans with NP Children's Museum
8	9	10	11	12	13	14
		10:00 AM Village Travel				
15	16	17	18	19	20	21
	10:00 AM Village Travel 6:00 PM Timi's Tours					
22	23	24	25	26	27	28
				5:30 PM NLNB Summer Picnic	9:00 AM Masters Touch Tours 2:30 PM USA Tours	
29	30	31				

Marketing/PR/Events
Thursday, 1 July 2021
8:00AM @ Scooters

Attendance: Anna Stacy, Lisa Burke, Kirsten Parker, Allison Stoppkotte

*Main area of discussion is North Platte Rail Days

- The schedule of events is up online, created via webpage through the GST website, KP stated that it will continue to be updated as more sponsors come in and events are changed/added

FRIDAY

- There is a possibility for one more Bailey Yard tour on Friday at 9AM, will add on if people are showing up early, will most likely be decided the week of the event.
- Last Blast of Summer
 - KP has submitted a letter to Matt Kibbon to waive the rides and pool at Cody Park, Eagle Radio takes care of the rest and GST will have a booth there
- Instead of Taste of NE, All Makes will be sponsoring the Chamber After Hours event
 - They will be providing bar, GST will provide food
- Big Boy Arrival
 - Not exactly sure on when it will arrive, could possibly arrive in the morning on Friday instead of during the After Hours Event
- Twilight Tours the whole weekend

SATURDAY

- As of now, the Big Boy is set to be on display from 8AM-5PM in the yard, behind the old Alco parking lot
 - Is possible to have a couple of food trucks
 - CVB Trailer will be there for information all day
 - KP has reserved parking lots, and has to check safety requirements
- Kidz Fest is confirmed
 - Fun Jumpz on the east side of courtyard, concert on west side
 - Will be bringing in tents to have on both sides, will be set up all weekend
 - Free admission into the tower during the 1-4PM period the event is happening
- Taste of Nebraska
 - Will reset the outdoor area when the kids concert is over
 - The food will be included with guests' paid admission
 - Will have a designated spot for free will donations

SUNDAY

- Union Pacific movie has been approved to show at the FOX Theatre
- Need volunteers for the ice cream social – preferably GST staff and board members, since this is a good recruiting opportunity for volunteers
 - Ordering ice cream through Double Dips, they are letting us use serving utensils at no cost
 - Will be buying toppings separately
 - Serving toppings in individual servings, due to covid comfort level
- New Item: Canteen Cook-off Challenge w/ Good Life on the Bricks

Additional Discussion

- Merchandise for the event has already been ordered
- Unfortunately, we were not able to get Clifford the Big Red Dog
- During the event we will continue to promote the All-In-One tickets
- Fully expect more VIP sponsors to come through in July
- 71 VIP passes have been sold as of 29th June

Golden Spike Tower & Visitor Center

1-Balance Sheet vs. Last Year

As of June 30, 2021

Accrual Basis

	Jun 30, 21	Jun 30, 20	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
100000 · Cash in Bank	158,828.23	96,143.23	62,685.00
104000 · FNB-USDA Loan Repayment Reserve	161,727.32	239,807.28	-78,079.96
109500 · Cash in Drawer	0.00	-16.71	16.71
Total Checking/Savings	320,555.55	335,933.80	-15,378.25
Accounts Receivable	1,241.90	1,241.90	0.00
Other Current Assets			
110000 · Cash on Hand	1,000.00	1,000.00	0.00
115000 · Undeposited Funds	211.61	607.07	-395.46
121000 · Inventory Asset	75,091.15	65,697.51	9,393.64
123500 · Accrued Occupancy Tax Receivabl	47,753.23	18,321.42	29,431.81
Total Other Current Assets	124,055.99	85,626.00	38,429.99
Total Current Assets	445,853.44	422,801.70	23,051.74
Fixed Assets			
150000 · Fixed Assets			
151000 · Building	2,960,647.57	2,960,647.57	0.00
152000 · Furniture & Fixtures	63,048.86	63,048.86	0.00
153000 · Equipment	370,293.13	370,293.13	0.00
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	3,694,623.66	3,694,623.66	0.00
Total Fixed Assets	3,694,623.66	3,694,623.66	0.00
Other Assets			
161000 · Mid NE Community Foundation	6,160.87	6,160.87	0.00
Total Other Assets	6,160.87	6,160.87	0.00
TOTAL ASSETS	4,146,637.97	4,123,586.23	23,051.74
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	22,272.57	16,476.24	5,796.33
Credit Cards	6,692.79	7,532.53	-839.74
Other Current Liabilities			
210000 · Accrued Accounts Payable	17,606.31	17,606.31	0.00
220000 · Payroll Liabilities	4,592.43	4,001.73	590.70
230000 · Sales Tax Payable	4,367.20	3,413.95	953.25
252000 · Gift Certificates Outstanding	0.00	206.01	-206.01
Total Other Current Liabilities	26,565.94	25,228.00	1,337.94
Total Current Liabilities	55,531.30	49,236.77	6,294.53
Long Term Liabilities			
250000 · Loans Payable	1,652,753.69	1,854,294.10	-201,540.41
Total Long Term Liabilities	1,652,753.69	1,854,294.10	-201,540.41
Total Liabilities	1,708,284.99	1,903,530.87	-195,245.88

Golden Spike Tower & Visitor Center 1-Balance Sheet vs. Last Year

As of June 30, 2021

Accrual Basis

	Jun 30, 21	Jun 30, 20	\$ Change
Equity			
300000 · Opening Bal Equity	1,112,262.69	1,112,262.69	0.00
310000 · Retained Earnings	1,229,508.12	1,126,549.68	102,958.44
Net Income	96,582.17	-18,757.01	115,339.18
Total Equity	2,438,352.98	2,220,055.36	218,297.62
TOTAL LIABILITIES & EQUITY	4,146,637.97	4,123,586.23	23,051.74

Golden Spike Tower & Visitor Center
02-A/P Aging Summary
As of June 30, 2021

	Current	1 - 30	> 30	TOTAL
AAA-Mail Stop 2	950.00	0.00	0.00	950.00
ABC Recycling	90.00	0.00	0.00	90.00
Al's Lock & Safe	105.00	0.00	0.00	105.00
Baldrige Food Company	294.00	0.00	0.00	294.00
Bible Supplies	5.00	0.00	0.00	5.00
Bluffs Facility Solutions	516.64	0.00	0.00	516.64
Born Rail Product	549.49	0.00	0.00	549.49
Charles Products, Inc	120.96	0.00	0.00	120.96
Collins Flags	392.05	0.00	0.00	392.05
Crossroads Designs LLC	942.00	0.00	0.00	942.00
Dowdle Puzzle	443.62	0.00	0.00	443.62
Eakes Office Supplies	225.95	0.00	0.00	225.95
Emily Kearney	51.15	0.00	0.00	51.15
Faire	726.20	0.00	0.00	726.20
Golden Spike Tower	0.00	0.00	0.00	0.00
Hazen Sprinkler LLC	126.50	0.00	0.00	126.50
Holiday Inn Express	295.00	0.00	0.00	295.00
Hub International Mountain States Limiter	1,319.79	0.00	0.00	1,319.79
Ideal Linen Supply	233.80	0.00	0.00	233.80
Intuit	14.98	0.00	0.00	14.98
Jorgensons' Lawn Service	326.60	0.00	0.00	326.60
Kalmbach Publishing Co.	0.00	935.44	0.00	935.44
KNOP-TV/KIIT-TV/KNPL	333.00	0.00	0.00	333.00
Lawn Wizard	460.00	0.00	0.00	460.00
Lincoln County Historical Museum	0.00	0.00	75.50	75.50
Menards	158.54	277.09	0.00	435.63
Meyer Creative	223.05	0.00	0.00	223.05
Municipal Light & Water	2,359.13	0.00	0.00	2,359.13
NE Safety & Fire Equipment, Inc	105.50	0.00	0.00	105.50
NI Event	0.00	0.00	0.00	0.00
North Platte Janitorial	1,300.00	0.00	0.00	1,300.00
North Platte/Lincoln County CVB	72.00	0.00	0.00	72.00
Northwestern Energy	29.75	0.00	0.00	29.75
O'Keefe Elevator Company, Inc.	498.53	0.00	0.00	498.53
Pin Source	595.00	0.00	0.00	595.00
Presto X	69.00	0.00	0.00	69.00
Reedy Press LLC	650.91	0.00	0.00	650.91
Ridgeway	1,043.50	0.00	0.00	1,043.50
Rod Christmann Electric Solution	334.26	0.00	0.00	334.26
Skiles, Loop, Bremer and White	350.00	0.00	0.00	350.00
Snell Services, Inc.	468.11	0.00	0.00	468.11
Telegraph	400.00	0.00	0.00	400.00
Totally Bamboo	-400.00	0.00	0.00	-400.00
Union Pacific	0.00	0.00	300.00	300.00
United Healthcare	1,444.03	0.00	0.00	1,444.03
US Cellular	0.00	30.00	0.00	30.00
Whitetail Screen Print	2,431.50	0.00	0.00	2,431.50
TOTAL	20,654.54	1,242.53	375.50	22,272.57

11:38 AM

07/15/21

Golden Spike Tower & Visitor Center

03-A/R Aging

As of June 30, 2021

	<u>Current</u>	<u>1 - 30</u>	<u>> 30</u>	<u>TOTAL</u>
audit	0.00	0.00	0.00	0.00
University of Nebraska	0.00	0.00	1,241.90	1,241.90
TOTAL	<u>0.00</u>	<u>0.00</u>	<u>1,241.90</u>	<u>1,241.90</u>

Golden Spike Tower & Visitor Center 4-Profit & Loss (Month vs. Budget)

June 2021

Accrual Basis

	Jun 21	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
410000 · Admissions Income	31,837.69	16,000.00	15,837.69
440000 · Vending	254.27	240.00	14.27
460000 · Merchandise Sales			
461000 · Merchandise Sales-Gift Shop	35,640.05		
462000 · Merchandise Sales-Online Store	944.14		
460000 · Merchandise Sales - Other	0.00	24,000.00	-24,000.00
Total 460000 · Merchandise Sales	36,584.19	24,000.00	12,584.19
460001 · Non Taxable Income	48,693.95	44,000.00	4,693.95
470000 · Special Event Income	1,275.00		
Total Income	118,645.10	84,240.00	34,405.10
Cost of Goods Sold	16,520.85	12,000.00	4,520.85
Gross Profit	102,124.25	72,240.00	29,884.25
Expense			
601000 · Bank Fees & Service Charges	2,274.85	1,312.00	962.85
602000 · Contract Labor	350.00	345.00	5.00
603000 · Dues & Subscriptions	50.54	250.00	-199.46
604000 · Furniture & Equipment	41.58		
605000 · Insurance	1,319.79	4,400.00	-3,080.21
606800 · Marketing-Non Agency	2,239.26	0.00	2,239.26
607000 · Occupancy			
607100 · Equipment Rental	225.95		
607400 · Labor & Maintenance			
607415 · Computer	2,738.95		
607420 · Electrical	334.26		
607421 · HV/AC	207.01		
607425 · Elevator	498.53		
607436 · Fire Equip Repairs	105.50		
607440 · Refuse Collection	273.06		
607445 · Janitorial Service	2,643.53		
607450 · Lawn/Outdoor Maintenance	683.10		
607455 · Pest Control	69.00		
607460 · Plumbing	261.10		
607463 · Security & Alarm System	60.25		
607400 · Labor & Maintenance - Other	230.00		
Total 607400 · Labor & Maintenance	8,104.29		
607600 · Utilities	2,808.95		
607000 · Occupancy - Other	0.00	9,500.00	-9,500.00
Total 607000 · Occupancy	11,139.19	9,500.00	1,639.19
609000 · Operating Supplies			
606880 · Guest Services	249.81		
6068801 · Volunteer Appreciation	450.53		
608100 · Postage & Shipping	233.75		
609200 · Flags	1,195.19		
609300 · Gift Shop	585.50		
609350 · Janitorial	808.89		
609500 · Office	73.58		
609550 · Operating	525.10		
609600 · Shipping	13.35		
609650 · Software	318.64		

**Golden Spike Tower & Visitor Center
4-Profit & Loss (Month vs. Budget)**

June 2021

Accrual Basis

	Jun 21	Budget	\$ Over Budget
609000 · Operating Supplies - Other	0.00	3,900.00	-3,900.00
Total 609000 · Operating Supplies	4,454.34	3,900.00	554.34
609100 · Events			
609800 · North Platte Rail Days	-350.00		
612210 · Event Profit Share	187.52		
609100 · Events - Other	0.00	100.00	-100.00
Total 609100 · Events	-162.48	100.00	-262.48
610000 · Payroll Expense	17,280.93	16,000.00	1,280.93
611000 · Travel	1,066.34	2,200.00	-1,133.66
612000 · Miscellaneous Expense			
612100 · Cash Drawer over/under	-0.90		
Total 612000 · Miscellaneous Expense	-0.90		
Total Expense	40,053.44	38,007.00	2,046.44
Net Ordinary Income	62,070.81	34,233.00	27,837.81
Other Income/Expense			
Other Income			
700000 · Other Income	4,246.52	4,700.00	-453.48
Total Other Income	4,246.52	4,700.00	-453.48
Other Expense			
800000 · Other Expenses	9,289.51	6,225.00	3,064.51
800100 · WNTC Expenses	8.00		
Total Other Expense	9,297.51	6,225.00	3,072.51
Net Other Income	-5,050.99	-1,525.00	-3,525.99
Net Income	57,019.82	32,708.00	24,311.82

Golden Spike Tower & Visitor Center 5-Profit & Loss (Month vs. Last Year)

Accrual Basis

June 2021

	Jun 21	Jun 20	\$ Change
Ordinary Income/Expense			
Income			
410000 · Admissions Income	31,837.69	7,296.06	24,541.63
440000 · Vending	254.27	173.72	80.55
460000 · Merchandise Sales			
461000 · Merchandise Sales-Gift Shop	35,640.05	16,000.12	19,639.93
462000 · Merchandise Sales-Online Store	944.14	412.36	531.78
Total 460000 · Merchandise Sales	36,584.19	16,412.48	20,171.71
460001 · Non Taxable Income	48,693.95	18,387.14	30,306.81
470000 · Special Event Income	1,275.00	0.00	1,275.00
Total Income	118,645.10	42,269.40	76,375.70
Cost of Goods Sold	16,520.85	5,508.99	11,011.86
Gross Profit	102,124.25	36,760.41	65,363.84
Expense			
601000 · Bank Fees & Service Charges	2,274.85	703.88	1,570.97
602000 · Contract Labor	350.00	335.00	15.00
603000 · Dues & Subscriptions	50.54	250.00	-199.46
604000 · Furniture & Equipment	41.58	363.33	-321.75
605000 · Insurance	1,319.79	5,456.86	-4,137.07
606800 · Marketing-Non Agency	2,239.26	293.32	1,945.94
607000 · Occupancy			
607100 · Equipment Rental	225.95	225.95	0.00
607200 · Licenses and Permits	0.00	15.81	-15.81
607400 · Labor & Maintenance			
607410 · Building	0.00	354.36	-354.36
607415 · Computer	2,738.95	356.95	2,382.00
607420 · Electrical	334.26	414.23	-79.97
607421 · HV/AC	207.01	250.06	-43.05
607425 · Elevator	498.53	482.70	15.83
607435 · Fire Equip Inspection	0.00	1,459.50	-1,459.50
607436 · Fire Equip Repairs	105.50	300.68	-195.18
607440 · Refuse Collection	273.06	202.18	70.88
607445 · Janitorial Service	2,643.53	1,502.31	1,141.22
607450 · Lawn/Outdoor Maintenance	683.10	1,042.38	-359.28
607455 · Pest Control	69.00	0.00	69.00
607460 · Plumbing	261.10	0.00	261.10
607463 · Security & Alarm System	60.25	60.25	0.00
607475 · Window Washing	0.00	750.00	-750.00
607400 · Labor & Maintenance - Other	230.00	0.00	230.00
Total 607400 · Labor & Maintenance	8,104.29	7,175.60	928.69
607600 · Utilities	2,808.95	2,455.57	353.38
Total 607000 · Occupancy	11,139.19	9,872.93	1,266.26
609000 · Operating Supplies			
606880 · Guest Services	249.81	109.88	139.93
6068801 · Volunteer Appreciation	450.53	156.77	293.76
608100 · Postage & Shipping	233.75	136.51	97.24
609200 · Flags	1,195.19	147.20	1,047.99
609300 · Gift Shop	585.50	0.00	585.50
609350 · Janitorial	808.89	342.73	466.16
609450 · Meeting (Staff only)	0.00	0.00	0.00
609500 · Office	73.58	43.15	30.43
609550 · Operating	525.10	2,430.83	-1,905.73

Golden Spike Tower & Visitor Center 5-Profit & Loss (Month vs. Last Year)

June 2021

Accrual Basis

	Jun 21	Jun 20	\$ Change
609600 · Shipping	13.35	16.67	-3.32
609650 · Software	318.64	232.52	86.12
Total 609000 · Operating Supplies	4,454.34	3,616.26	838.08
609100 · Events	-162.48	11.76	-174.24
610000 · Payroll Expense	17,280.93	12,672.69	4,608.24
611000 · Travel	1,066.34	290.99	775.35
612000 · Miscellaneous Expense			
612100 · Cash Drawer over/under	-0.90	0.00	-0.90
612400 · Reconciliation Discrepancies	0.00	28.00	-28.00
Total 612000 · Miscellaneous Expense	-0.90	28.00	-28.90
Total Expense	40,053.44	33,895.02	6,158.42
Net Ordinary Income	62,070.81	2,865.39	59,205.42
Other Income/Expense			
Other Income			
700000 · Other Income	4,246.52	14,213.04	-9,966.52
Total Other Income	4,246.52	14,213.04	-9,966.52
Other Expense			
Balancing Adjustments	0.00	14.00	-14.00
800000 · Other Expenses	9,289.51	6,365.22	2,924.29
800100 · WNTC Expenses	8.00	0.00	8.00
Total Other Expense	9,297.51	6,379.22	2,918.29
Net Other Income	-5,050.99	7,833.82	-12,884.81
Net Income	57,019.82	10,699.21	46,320.61

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

Accrual Basis

January through June 2021

	Jan - Jun 21	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
410000 · Admissions Income	65,994.18	45,000.00	20,994.18
440000 · Vending	653.08	667.50	-14.42
460000 · Merchandise Sales			
461000 · Merchandise Sales-Gift Shop	88,424.71		
462000 · Merchandise Sales-Online Store	1,928.72		
460000 · Merchandise Sales - Other	0.00	61,500.00	-61,500.00
Total 460000 · Merchandise Sales	90,353.43	61,500.00	28,853.43
460001 · Non Taxable Income	176,678.50	146,000.00	30,678.50
470000 · Special Event Income	4,300.00		
Total Income	337,979.19	253,167.50	84,811.69
Cost of Goods Sold	46,790.62	31,375.00	15,415.62
Gross Profit	291,188.57	221,792.50	69,396.07
Expense			
601000 · Bank Fees & Service Charges	4,973.59	3,649.00	1,324.59
602000 · Contract Labor	2,085.00	2,070.00	15.00
603000 · Dues & Subscriptions	1,211.04	1,270.00	-58.96
604000 · Furniture & Equipment	5,313.16		
605000 · Insurance	7,703.66	8,000.00	-296.34
606800 · Marketing-Non Agency	9,906.14	0.00	9,906.14
607000 · Occupancy			
607100 · Equipment Rental	1,129.75		
607400 · Labor & Maintenance			
607410 · Building	2,581.44		
607413 · Live Cam	823.10		
607415 · Computer	6,283.70		
607420 · Electrical	3,168.80		
607421 · HV/AC	207.01		
607425 · Elevator	4,063.61		
607430 · Equipment	308.80		
607435 · Fire Equip Inspection	2,164.86		
607436 · Fire Equip Repairs	105.50		
607440 · Refuse Collection	1,632.17		
607445 · Janitorial Service	9,181.58		
607450 · Lawn/Outdoor Maintenance	7,068.77		
607455 · Pest Control	402.00		
607460 · Plumbing	261.10		
607463 · Security & Alarm System	361.50		
607400 · Labor & Maintenance - Other	230.00		
Total 607400 · Labor & Maintenance	38,843.94		
607600 · Utilities	16,730.94		
607000 · Occupancy - Other	0.00	48,000.00	-48,000.00
Total 607000 · Occupancy	56,704.63	48,000.00	8,704.63
609000 · Operating Supplies			
606880 · Guest Services	708.56		
6068801 · Volunteer Appreciation	1,402.98		
608100 · Postage & Shipping	460.30		
608150 · Bus Tours Expenses (No resale)	537.05		
609200 · Flags	1,199.61		
609300 · Gift Shop	2,048.52		

Golden Spike Tower & Visitor Center
6-Profit & Loss (YTD vs. Budget)
 January through June 2021

Accrual Basis

	Jan - Jun 21	Budget	\$ Over Budget
609350 · Janitorial	2,615.39		
609400 · Marketing	154.83		
609500 · Office	2,713.02		
609550 · Operating	3,953.27		
609600 · Shipping	81.08		
609650 · Software	1,772.70		
609000 · Operating Supplies - Other	223.51	19,400.00	-19,176.49
Total 609000 · Operating Supplies	17,870.82	19,400.00	-1,529.18
609100 · Events	2,966.03	300.00	2,666.03
610000 · Payroll Expense	82,550.50	84,000.00	-1,449.50
611000 · Travel	1,805.69	4,500.00	-2,694.31
612000 · Miscellaneous Expense			
612100 · Cash Drawer over/under	-2.37		
Total 612000 · Miscellaneous Expense	-2.37		
613000 · Grant Expenses (Non Marketing)	495.00		
Total Expense	193,582.89	171,189.00	22,393.89
Net Ordinary Income	97,605.68	50,603.50	47,002.18
Other Income/Expense			
Other Income			
700000 · Other Income	50,256.45	31,117.50	19,138.95
Total Other Income	50,256.45	31,117.50	19,138.95
Other Expense			
800000 · Other Expenses	51,271.96	41,825.00	9,446.96
800100 · WNTC Expenses	8.00		
Total Other Expense	51,279.96	41,825.00	9,454.96
Net Other Income	-1,023.51	-10,707.50	9,683.99
Net Income	96,582.17	39,896.00	56,686.17

Golden Spike Tower & Visitor Center
7-Profit & Loss (YTD vs. Last Year)
 January through June 2021

	<u>Jan - Jun 21</u>	<u>Jan - Jun 19</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
410000 · Admissions Income	65,994.18	58,874.25	7,119.93
440000 · Vending	653.08	735.97	-82.89
460000 · Merchandise Sales	90,353.43	75,514.64	14,838.79
460001 · Non Taxable Income	176,678.50	159,018.32	17,660.18
470000 · Special Event Income	4,300.00	2,847.18	1,452.82
Total Income	<u>337,979.19</u>	<u>296,990.36</u>	<u>40,988.83</u>
Cost of Goods Sold	<u>46,790.62</u>	<u>30,744.89</u>	<u>16,045.73</u>
Gross Profit	291,188.57	266,245.47	24,943.10
Expense			
601000 · Bank Fees & Service Charges	4,973.59	3,379.70	1,593.89
602000 · Contract Labor	2,085.00	1,950.00	135.00
603000 · Dues & Subscriptions	1,211.04	9,990.55	-8,779.51
604000 · Furniture & Equipment	5,313.16	207.40	5,105.76
605000 · Insurance	7,703.66	8,171.03	-467.37
606800 · Marketing-Non Agency	9,906.14	30,593.88	-20,687.74
607000 · Occupancy	56,794.63	47,001.01	9,793.62
609000 · Operating Supplies	17,870.82	13,738.11	4,132.71
609100 · Events	2,966.03	1,974.95	991.08
610000 · Payroll Expense	82,549.68	69,322.50	13,227.18
611000 · Travel	1,805.69	6,977.18	-5,171.49
612000 · Miscellaneous Expense			
612100 · Cash Drawer over/under	-2.37	4.47	-6.84
612400 · Reconciliation Discrepancies	0.00	0.00	0.00
Total 612000 · Miscellaneous Expense	<u>-2.37</u>	<u>4.47</u>	<u>-6.84</u>
613000 · Grant Expenses (Non Marketing)	495.00	0.00	495.00
Total Expense	<u>193,672.07</u>	<u>184,310.78</u>	<u>9,361.29</u>
Net Ordinary Income	97,516.50	81,934.69	15,581.81
Other Income/Expense			
Other Income			
700000 · Other Income			
701000 · Interest Income	1,392.62	3,026.46	-1,633.84
710000 · Contribution Income			
711000 · Brick Sales	400.00	450.00	-50.00
713000 · Restricted Contributions	1,267.55	129.80	1,137.75
714000 · Unrestricted Contributions	764.49	657.19	107.30
Total 710000 · Contribution Income	<u>2,432.04</u>	<u>1,236.99</u>	<u>1,195.05</u>
723000 · Grant Funds	32,619.00	21,157.98	11,461.02
726000 · Miscellaneous Income	1,854.29	2,538.12	-683.83
801010 · In-Kind Volunteer Hours	11,293.50	17,311.90	-6,018.40
802010 · Comp Passes	665.00	5,431.00	-4,766.00
Total 700000 · Other Income	<u>50,256.45</u>	<u>50,612.45</u>	<u>-356.00</u>
Total Other Income	50,256.45	50,612.45	-356.00
Other Expense			

Golden Spike Tower & Visitor Center
7-Profit & Loss (YTD vs. Last Year)
 January through June 2021

	<u>Jan - Jun 21</u>	<u>Jan - Jun 19</u>	<u>\$ Change</u>
Balancing Adjustments	0.00	0.00	0.00
800000 · Other Expenses			
801000 · In-kind Contribution Exp-Vol	11,293.50	17,311.90	-6,018.40
80200 · Comp Passes	665.00	5,341.00	-4,676.00
802000 · Taxes-Real Estate	3,985.34	4,028.44	-43.10
802200 · Taxes-Personal Property	117.75	132.04	-14.29
804000 · Interest Expense	35,210.37	47,335.34	-12,124.97
805000 · Returned Checks or CC	0.00	-46.28	46.28
800000 · Other Expenses - Other	0.00	0.00	0.00
Total 800000 · Other Expenses	<u>51,271.96</u>	<u>74,122.34</u>	<u>-22,850.38</u>
800100 · WNTC Expenses			
800101 · WNTC Postage	8.00	0.00	8.00
Total 800100 · WNTC Expenses	<u>8.00</u>	<u>0.00</u>	<u>8.00</u>
Total Other Expense	<u>51,279.96</u>	<u>74,122.34</u>	<u>-22,842.38</u>
Net Other Income	<u>-1,023.51</u>	<u>-23,509.89</u>	<u>22,486.38</u>
Net Income	<u><u>96,492.99</u></u>	<u><u>58,424.80</u></u>	<u><u>38,068.19</u></u>