

Via Zoom

Attendees: Kaite Franzen, Anna Stacy, Lisa Burke, Mike Steele; Staff: Kirsten Parker, Keri Allen

Time began: 1205 pm

- Franzen reported Cash is down which was anticipated.
- Inventory assets is below \$10,000
  - Planned in anticipation of Christmas
- There are a few items in Quickbooks that needs cleaned up.
  - Franzen is working on this.
- Profit/Loss
  - Close to budget!
- YTD
  - Admissions down
  - Vending up
  - Merchandise sales down
  - Parker states economy is down, nervous for Christmas season.
- Parker mentioned that the executive credit card was compromised during Vegas market.
  - Credit card reports are off on QuickBooks due to this. Will be corrected.
- Bus tours show a higher amount in September
  - From July-September, IPAD switched categories for where bus tours are stored
    - Bus tours numbers reflect all of these months in Sept.
      - Paid taxes on these in month of September vs. redoing past month's taxes separately.
- Discussed End of Year projects
  - Waiting to hear from Snells about A/C
    - Steele mentioned there may be a 6-18 month wait for ordering units.
- Only project planned on for the rest of the year is maybe a storage container.
- Next year's budget planning to start Friday
  - Burke anticipates 2023 Occupancy Tax to maintain and be similar to 2022
    - Recommends budgeting low for guests in 2023
    - Travel numbers expected to decrease in the next year
  - Steele suggests using 2022 budget and adjust for % decrease, at least on the revenue side.
- Will hit \$500,000 threshold this year for Occ. Tax
  - Extra reserve payment
    - \$50,000 away from having this paid off!

Meeting ended at 12:36 pm

**Golden Spike Tower & Visitor Center**  
**1-Balance Sheet vs. Last Year**  
**As of September 30, 2022**

Accrual Basis

|  | Sep 30, 22          | Sep 30, 21          |
|--|---------------------|---------------------|
| <b>ASSETS</b>                                  |                     |                     |
| <b>Current Assets</b>                          |                     |                     |
| <b>Checking/Savings</b>                        |                     |                     |
| 100000 · Cash in Bank                          | 246,306.50          | 305,609.25          |
| 104000 · FNB-USDA Loan Repayment Reserve       | 237,180.81          | 168,760.97          |
| <b>Total Checking/Savings</b>                  | 483,487.31          | 474,370.22          |
| <b>Accounts Receivable</b>                     |                     |                     |
| 120000 · Accounts Receivable                   | 2,501.64            | 1,741.90            |
| <b>Total Accounts Receivable</b>               | 2,501.64            | 1,741.90            |
| <b>Other Current Assets</b>                    |                     |                     |
| 110000 · Cash on Hand                          | 1,000.00            | 1,000.00            |
| 115000 · Undeposited Funds                     | -161.16             | 596.70              |
| 121000 · Inventory Asset                       | 56,467.08           | 67,556.88           |
| 123500 · Accrued Occupancy Tax Receivabl       | 67,828.36           | 71,545.02           |
| <b>Total Other Current Assets</b>              | 125,134.28          | 140,698.60          |
| <b>Total Current Assets</b>                    | 611,123.23          | 616,810.72          |
| <b>Fixed Assets</b>                            |                     |                     |
| 150000 · Fixed Assets                          |                     |                     |
| 151000 · Building                              | 2,828,173.59        | 2,828,173.59        |
| 152000 · Furniture & Fixtures                  | 63,048.86           | 63,048.86           |
| 153000 · Equipment                             | 370,293.13          | 370,293.13          |
| 154000 · Land                                  | 289,259.10          | 289,259.10          |
| 155000 · Parking Lot Improvements              | 11,375.00           | 11,375.00           |
| <b>Total 150000 · Fixed Assets</b>             | 3,562,149.68        | 3,562,149.68        |
| <b>Total Fixed Assets</b>                      | 3,562,149.68        | 3,562,149.68        |
| <b>Other Assets</b>                            |                     |                     |
| 161000 · Mid NE Community Foundation           | 6,415.22            | 6,415.22            |
| <b>Total Other Assets</b>                      | 6,415.22            | 6,415.22            |
| <b>TOTAL ASSETS</b>                            | <b>4,179,688.13</b> | <b>4,185,375.62</b> |
| <b>LIABILITIES &amp; EQUITY</b>                |                     |                     |
| <b>Liabilities</b>                             |                     |                     |
| <b>Current Liabilities</b>                     |                     |                     |
| Accounts Payable                               | 8,005.22            | 27,135.46           |
| Credit Cards                                   | 23,861.53           | 16,536.53           |
| <b>Other Current Liabilities</b>               |                     |                     |
| PPP Loan                                       | 27,500.00           | 27,500.00           |
| 210000 · Accrued Accounts Payable              |                     |                     |
| 211000 · Accrued USDA Interest                 | 3,766.63            | 3,766.63            |
| 212000 · Accrued Real Estate Taxes             | 8,227.26            | 8,205.68            |
| <b>Total 210000 · Accrued Accounts Payable</b> | 11,993.89           | 11,972.31           |
| 2110 · Direct Deposit Liabilities              | -6,750.64           | 0.00                |
| 220000 · Payroll Liabilities                   | 4,287.23            | 4,192.33            |
| 230000 · Sales Tax Payable                     | 5,097.50            | -182.18             |
| 240000 · Health Insurance Payable              | 3,458.31            | 0.00                |
| 252000 · Gift Certificates Outstanding         | -126.15             | 0.00                |
| <b>Total Other Current Liabilities</b>         | 45,460.14           | 43,482.46           |
| <b>Total Current Liabilities</b>               | 77,326.89           | 87,154.45           |

**Golden Spike Tower & Visitor Center**  
**1-Balance Sheet vs. Last Year**  
**As of September 30, 2022**

Accrual Basis

|                                       | Sep 30, 22          | Sep 30, 21          |
|---------------------------------------|---------------------|---------------------|
| <b>Long Term Liabilities</b>          |                     |                     |
| 250000 · Loans Payable                | 1,388,479.99        | 1,600,684.07        |
| <b>Total Long Term Liabilities</b>    | 1,388,479.99        | 1,600,684.07        |
| <b>Total Liabilities</b>              | 1,465,806.88        | 1,687,838.52        |
| <b>Equity</b>                         |                     |                     |
| 300000 · Opening Bal Equity           | 1,112,262.69        | 1,112,262.69        |
| 310000 · Retained Earnings            | 1,415,040.46        | 1,079,666.26        |
| Net Income                            | 186,578.10          | 305,608.15          |
| <b>Total Equity</b>                   | 2,713,881.25        | 2,497,537.10        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>4,179,688.13</b> | <b>4,185,375.62</b> |

**Golden Spike Tower & Visitor Center**  
**1-Balance Sheet vs. Last Year**  
**As of September 30, 2022**

Accrual Basis

|  | \$ Change        |
|--|------------------|
| <b>ASSETS</b>                                  |                  |
| <b>Current Assets</b>                          |                  |
| <b>Checking/Savings</b>                        |                  |
| 100000 · Cash in Bank                          | -59,302.75       |
| 104000 · FNB-USDA Loan Repayment Reserve       | 68,419.84        |
| <b>Total Checking/Savings</b>                  | 9,117.09         |
| <b>Accounts Receivable</b>                     |                  |
| 120000 · Accounts Receivable                   | 759.74           |
| <b>Total Accounts Receivable</b>               | 759.74           |
| <b>Other Current Assets</b>                    |                  |
| 110000 · Cash on Hand                          | 0.00             |
| 115000 · Undeposited Funds                     | -757.86          |
| 121000 · Inventory Asset                       | -11,089.80       |
| 123500 · Accrued Occupancy Tax Receivabl       | -3,716.66        |
| <b>Total Other Current Assets</b>              | -15,564.32       |
| <b>Total Current Assets</b>                    | -5,687.49        |
| <b>Fixed Assets</b>                            |                  |
| 150000 · Fixed Assets                          |                  |
| 151000 · Building                              | 0.00             |
| 152000 · Furniture & Fixtures                  | 0.00             |
| 153000 · Equipment                             | 0.00             |
| 154000 · Land                                  | 0.00             |
| 155000 · Parking Lot Improvements              | 0.00             |
| <b>Total 150000 · Fixed Assets</b>             | 0.00             |
| <b>Total Fixed Assets</b>                      | 0.00             |
| <b>Other Assets</b>                            |                  |
| 161000 · Mid NE Community Foundation           | 0.00             |
| <b>Total Other Assets</b>                      | 0.00             |
| <b>TOTAL ASSETS</b>                            | <b>-5,687.49</b> |
| <b>LIABILITIES &amp; EQUITY</b>                |                  |
| <b>Liabilities</b>                             |                  |
| <b>Current Liabilities</b>                     |                  |
| Accounts Payable                               | -19,130.24       |
| Credit Cards                                   | 7,325.00         |
| <b>Other Current Liabilities</b>               |                  |
| PPP Loan                                       | 0.00             |
| 210000 · Accrued Accounts Payable              |                  |
| 211000 · Accrued USDA Interest                 | 0.00             |
| 212000 · Accrued Real Estate Taxes             | 21.58            |
| <b>Total 210000 · Accrued Accounts Payable</b> | 21.58            |
| 2110 · Direct Deposit Liabilities              | -6,750.64        |
| 220000 · Payroll Liabilities                   | 94.90            |
| 230000 · Sales Tax Payable                     | 5,279.68         |
| 240000 · Health Insurance Payable              | 3,458.31         |
| 252000 · Gift Certificates Outstanding         | -126.15          |
| <b>Total Other Current Liabilities</b>         | 1,977.68         |
| <b>Total Current Liabilities</b>               | -9,827.56        |

**Golden Spike Tower & Visitor Center**  
**1-Balance Sheet vs. Last Year**  
**As of September 30, 2022**

Accrual Basis

|                                       | <u>\$ Change</u>        |
|---------------------------------------|-------------------------|
| <b>Long Term Liabilities</b>          |                         |
| 250000 · Loans Payable                | -212,204.08             |
| <b>Total Long Term Liabilities</b>    | -212,204.08             |
| <b>Total Liabilities</b>              | -222,031.64             |
| <b>Equity</b>                         |                         |
| 300000 · Opening Bal Equity           | 0.00                    |
| 310000 · Retained Earnings            | 335,374.20              |
| Net Income                            | -119,030.05             |
| <b>Total Equity</b>                   | 216,344.15              |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <u><u>-5,687.49</u></u> |

**Golden Spike Tower & Visitor Center**  
**02-A/P Aging Summary**  
As of September 30, 2022

|   | Current         | 1 - 30          | > 30          | TOTAL            |
|---|-----------------|-----------------|---------------|------------------|
| American Bus Association                | 620.00          | 0.00            | 0.00          | 620.00           |
| Bluffs Facility Solutions               | 189.36          | 0.00            | 0.00          | 189.36           |
| Born Rail Product                       | 0.00            | 0.00            | -66.00        | -66.00           |
| Charles Products, Inc                   | 430.26          | 0.00            | 0.00          | 430.26           |
| Demdaco                                 | 0.00            | 0.00            | 0.00          | 0.00             |
| Dowdle Puzzle                           | 0.00            | 0.00            | -34.00        | -34.00           |
| Eagle Communications, Inc. North Platte | 1,450.00        | 0.00            | 0.00          | 1,450.00         |
| Eakes Office Supplies                   | 225.95          | 0.00            | 0.00          | 225.95           |
| Evergreen                               | 203.84          | 0.00            | 0.00          | 203.84           |
| Faire                                   | 122.58          | 0.00            | 62.94         | 185.52           |
| Gallopade                               | 0.00            | 0.00            | 0.00          | 0.00             |
| Golden Spike Tower                      | 0.00            | 0.00            | 0.00          | 0.00             |
| Husker Radio                            | 375.00          | 0.00            | 0.00          | 375.00           |
| Ideal Linen Supply                      | 142.62          | 0.00            | 0.00          | 142.62           |
| Intuit                                  | 14.98           | 0.00            | 0.00          | 14.98            |
| Jeanie's Suckers                        | 0.00            | 13.75           | 0.00          | 13.75            |
| Kirsten R. Parker                       | 777.44          | 0.00            | 0.00          | 777.44           |
| Lawn Wizard                             | 540.00          | 0.00            | 0.00          | 540.00           |
| Lincoln County Historical Museum        | 164.00          | 0.00            | 0.00          | 164.00           |
| Maly Marketing                          | 600.00          | 0.00            | 0.00          | 600.00           |
| MeraVic                                 | 0.00            | 242.25          | 0.00          | 242.25           |
| Morris Printing                         | 0.00            | 0.00            | 152.70        | 152.70           |
| Municipal Light & Water                 | 0.00            | 2,580.66        | 0.00          | 2,580.66         |
| NE Tourism Comission                    | 300.00          | 0.00            | 0.00          | 300.00           |
| North Platte Janitorial                 | 1,550.00        | 0.00            | 0.00          | 1,550.00         |
| Northwestern Energy                     | 21.18           | 0.00            | 0.00          | 21.18            |
| Pin Source                              | 0.00            | 1,620.00        | 0.00          | 1,620.00         |
| Project Genius                          | 0.00            | 102.60          | 0.00          | 102.60           |
| Snell Services, Inc.                    | 772.08          | 0.00            | 0.00          | 772.08           |
| TKE Elevator                            | 514.88          | 0.00            | 0.00          | 514.88           |
| Tyca                                    | 0.00            | 0.00            | 0.00          | 0.00             |
| United Healthcare                       | 0.00            | 0.00            | 0.00          | 0.00             |
| UPrinting                               | 0.00            | 0.00            | 0.00          | 0.00             |
| Visit North Platte                      | 52.80           | 0.00            | 0.00          | 52.80            |
| Western Woods                           | 0.00            | 0.00            | -11.50        | -11.50           |
| What do you Meme                        | 0.00            | 0.00            | 396.00        | 396.00           |
| Whitetail Screen Print                  | 0.00            | 0.00            | 0.00          | 0.00             |
| <b>TOTAL</b>                            | <b>9,066.97</b> | <b>4,559.26</b> | <b>500.14</b> | <b>14,126.37</b> |

9:06 AM

10/12/22

# Golden Spike Tower & Visitor Center

## 03-A/R Aging

As of September 30, 2022

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|                                 | <u>Current</u>       | <u>1 - 30</u>      | <u>&gt; 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               |
| West Nebraska Tourism Coalition | 259.74               | 0.00               | 0.00                   | 259.74                 |
| <b>TOTAL</b>                    | <b><u>259.74</u></b> | <b><u>0.00</u></b> | <b><u>1,241.90</u></b> | <b><u>1,501.64</u></b> |

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

Accrual Basis

September 2022

|   | Sep 22     | Budget     | \$ Over Budget |
|---|------------|------------|----------------|
| <b>Ordinary Income/Expense</b>              |            |            |                |
| <b>Income</b>                               |            |            |                |
| 410000 · Admissions Income                  | 21,651.37  | 20,000.00  | 1,651.37       |
| 440000 · Vending                            | 109.24     | 400.00     | -290.76        |
| 460000 · Merchandise Sales                  | 17,153.95  | 27,000.00  | -9,846.05      |
| 460001 · Non Taxable Income                 | 68,167.30  | 60,000.00  | 8,167.30       |
| 470000 · Special Event Income               | 369.98     | 0.00       | 369.98         |
| <b>Total Income</b>                         | 107,451.84 | 107,400.00 | 51.84          |
| <b>Cost of Goods Sold</b>                   | 9,831.79   | 10,500.00  | -668.21        |
| <b>Gross Profit</b>                         | 97,620.05  | 96,900.00  | 720.05         |
| <b>Expense</b>                              |            |            |                |
| 601000 · Bank Fees & Service Charges        | 1,371.70   | 1,400.00   | -28.30         |
| 602000 · Contract Labor                     | 350.00     | 375.00     | -25.00         |
| 603000 · Dues & Subscriptions               | 670.52     | 0.00       | 670.52         |
| 604000 · Furniture & Equipment              | 230.43     |            |                |
| 605000 · Insurance                          | 1,268.34   | 1,500.00   | -231.66        |
| 606800 · Marketing-Non Agency               | 3,737.95   | 0.00       | 3,737.95       |
| 607000 · Occupancy                          | 8,127.26   | 9,500.00   | -1,372.74      |
| 609000 · Operating Supplies                 | 3,120.18   | 4,000.00   | -879.82        |
| 609100 · Events                             | 44.68      | 0.00       | 44.68          |
| 610000 · Payroll Expense                    | 18,981.69  | 15,000.00  | 3,981.69       |
| 611000 · Travel                             | 2,374.42   | 1,400.00   | 974.42         |
| 612000 · Miscellaneous Expense              |            |            |                |
| 612100 · Cash Drawer over/under             | -12.83     |            |                |
| <b>Total 612000 · Miscellaneous Expense</b> | -12.83     |            |                |
| <b>Total Expense</b>                        | 40,264.34  | 33,175.00  | 7,089.34       |
| <b>Net Ordinary Income</b>                  | 57,355.71  | 63,725.00  | -6,369.29      |
| <b>Other Income/Expense</b>                 |            |            |                |
| <b>Other Income</b>                         |            |            |                |
| 700000 · Other Income                       |            |            |                |
| 710000 · Contribution Income                |            |            |                |
| 713000 · Restricted Contributions           | 1.82       |            |                |
| 714000 · Unrestricted Contributions         | 148.20     |            |                |
| <b>Total 710000 · Contribution Income</b>   | 150.02     | 0.00       | 150.02         |
| 801010 · In-Kind Volunteer Hours            | 2,600.06   |            |                |
| 802010 · Comp Passes                        | 350.00     |            |                |
| <b>Total 700000 · Other Income</b>          | 3,100.08   | 0.00       | 3,100.08       |
| 700100 · WNTC                               |            |            |                |
| 700101 · WNTC Monthly Stipend               | 175.00     |            |                |
| 700102 · WNTC Reimbursement                 | 84.74      |            |                |
| <b>Total 700100 · WNTC</b>                  | 259.74     |            |                |
| <b>Total Other Income</b>                   | 3,359.82   | 0.00       | 3,359.82       |
| <b>Other Expense</b>                        |            |            |                |
| 800000 · Other Expenses                     |            |            |                |
| 801000 · In-kind Contribution Exp-Vol       | 2,600.06   |            |                |

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

Accrual Basis

September 2022

|                                      | Sep 22           | Budget           | \$ Over Budget   |
|--------------------------------------|------------------|------------------|------------------|
| 80200 · Comp Passes                  | 350.00           |                  |                  |
| 804000 · Interest Expense            | 4,927.24         | 5,350.00         | -422.76          |
| <b>Total 800000 · Other Expenses</b> | <b>7,877.30</b>  | <b>5,350.00</b>  | <b>2,527.30</b>  |
| <b>Total Other Expense</b>           | <b>7,877.30</b>  | <b>5,350.00</b>  | <b>2,527.30</b>  |
| <b>Net Other Income</b>              | <b>-4,517.48</b> | <b>-5,350.00</b> | <b>832.52</b>    |
| <b>Net Income</b>                    | <b>52,838.23</b> | <b>58,375.00</b> | <b>-5,536.77</b> |

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

Accrual Basis

September 2022

|   | Sep 22     | Sep 21     | \$ Change  |
|---|------------|------------|------------|
| <b>Ordinary Income/Expense</b>              |            |            |            |
| <b>Income</b>                               |            |            |            |
| 410000 · Admissions Income                  | 21,651.37  | 20,382.34  | 1,269.03   |
| 440000 · Vending                            | 109.24     | 189.80     | -80.56     |
| 460000 · Merchandise Sales                  | 17,153.95  | 25,803.46  | -8,649.51  |
| 460001 · Non Taxable Income                 | 68,167.30  | 72,444.90  | -4,277.60  |
| 470000 · Special Event Income               | 369.98     | 77.55      | 292.43     |
| <b>Total Income</b>                         | 107,451.84 | 118,898.05 | -11,446.21 |
| <b>Cost of Goods Sold</b>                   | 9,831.79   | 15,529.23  | -5,697.44  |
| <b>Gross Profit</b>                         | 97,620.05  | 103,368.82 | -5,748.77  |
| <b>Expense</b>                              |            |            |            |
| 601000 · Bank Fees & Service Charges        | 1,371.70   | 1,579.65   | -207.95    |
| 602000 · Contract Labor                     | 350.00     | 5,900.00   | -5,550.00  |
| 603000 · Dues & Subscriptions               | 670.52     | 1,156.42   | -485.90    |
| 604000 · Furniture & Equipment              | 230.43     | 215.28     | 15.15      |
| 605000 · Insurance                          | 1,268.34   | 2,703.79   | -1,435.45  |
| 606800 · Marketing-Non Agency               | 3,737.95   | 2,560.95   | 1,177.00   |
| 607000 · Occupancy                          | 8,127.26   | 10,807.56  | -2,680.30  |
| 609000 · Operating Supplies                 | 3,120.18   | 4,142.03   | -1,021.85  |
| 609100 · Events                             | 44.68      | 28.36      | 16.32      |
| 610000 · Payroll Expense                    | 18,981.69  | 13,665.37  | 5,316.32   |
| 611000 · Travel                             | 2,374.42   | 833.75     | 1,540.67   |
| 612000 · Miscellaneous Expense              |            |            |            |
| 612100 · Cash Drawer over/under             | -12.83     | 93.69      | -106.52    |
| 612400 · Reconciliation Discrepancies       | 0.00       | 12.00      | -12.00     |
| <b>Total 612000 · Miscellaneous Expense</b> | -12.83     | 105.69     | -118.52    |
| <b>Total Expense</b>                        | 40,264.34  | 43,698.85  | -3,434.51  |
| <b>Net Ordinary Income</b>                  | 57,355.71  | 59,669.97  | -2,314.26  |
| <b>Other Income/Expense</b>                 |            |            |            |
| <b>Other Income</b>                         |            |            |            |
| 700000 · Other Income                       |            |            |            |
| 710000 · Contribution Income                |            |            |            |
| 713000 · Restricted Contributions           | 1.82       | 2.00       | -0.18      |
| 714000 · Unrestricted Contributions         | 148.20     | 491.44     | -343.24    |
| <b>Total 710000 · Contribution Income</b>   | 150.02     | 493.44     | -343.42    |
| 726000 · Miscellaneous Income               | 0.00       | 151.60     | -151.60    |
| 801010 · In-Kind Volunteer Hours            | 2,600.06   | 0.00       | 2,600.06   |
| 802010 · Comp Passes                        | 350.00     | 0.00       | 350.00     |
| <b>Total 700000 · Other Income</b>          | 3,100.08   | 645.04     | 2,455.04   |
| 700100 · WNTC                               | 259.74     | 297.94     | -38.20     |
| <b>Total Other Income</b>                   | 3,359.82   | 942.98     | 2,416.84   |
| <b>Other Expense</b>                        |            |            |            |
| Balancing Adjustments                       | 0.00       | -12.00     | 12.00      |
| 800000 · Other Expenses                     |            |            |            |
| 801000 · In-kind Contribution Exp-Vol       | 2,600.06   | 0.00       | 2,600.06   |
| 80200 · Comp Passes                         | 350.00     | 0.00       | 350.00     |

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

Accrual Basis

September 2022

|                               | Sep 22           | Sep 21           | \$ Change        |
|-------------------------------|------------------|------------------|------------------|
| 804000 · Interest Expense     | 4,927.24         | 5,668.10         | -740.86          |
| Total 800000 · Other Expenses | 7,877.30         | 5,668.10         | 2,209.20         |
| 800100 · WNTC Expenses        | 0.00             | 24.25            | -24.25           |
| Total Other Expense           | 7,877.30         | 5,680.35         | 2,196.95         |
| Net Other Income              | -4,517.48        | -4,737.37        | 219.89           |
| Net Income                    | <b>52,838.23</b> | <b>54,932.60</b> | <b>-2,094.37</b> |

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

Accrual Basis

January through September 2022

|   | Jan - Sep 22      | Budget            | \$ Over Budget     |
|---|-------------------|-------------------|--------------------|
| <b>Ordinary Income/Expense</b>              |                   |                   |                    |
| <b>Income</b>                               |                   |                   |                    |
| 410000 · Admissions Income                  | 135,118.18        | 152,500.00        | -17,381.82         |
| 440000 · Vending                            | 1,389.58          | 3,630.00          | -2,240.42          |
| 460000 · Merchandise Sales                  | 173,188.13        | 224,500.00        | -51,311.87         |
| 460001 · Non Taxable Income                 |                   |                   |                    |
| 430002 · Tour Meals                         | 10,576.00         |                   |                    |
| 467000 · Shipping and Delivery Income       | 121.11            |                   |                    |
| 495000 · Occupancy Tax Proceeds             | 444,209.86        | 342,000.00        | 102,209.86         |
| <b>Total 460001 · Non Taxable Income</b>    | <b>454,906.97</b> | <b>342,000.00</b> | <b>112,906.97</b>  |
| 470000 · Special Event Income               | 11,387.89         | 0.00              | 11,387.89          |
| <b>Total Income</b>                         | <b>775,990.75</b> | <b>722,630.00</b> | <b>53,360.75</b>   |
| <b>Cost of Goods Sold</b>                   | <b>101,068.72</b> | <b>91,000.00</b>  | <b>10,068.72</b>   |
| <b>Gross Profit</b>                         | <b>674,922.03</b> | <b>631,630.00</b> | <b>43,292.03</b>   |
| <b>Expense</b>                              |                   |                   |                    |
| 601000 · Bank Fees & Service Charges        | 10,842.51         | 13,060.00         | -2,217.49          |
| 602000 · Contract Labor                     | 9,187.19          | 3,325.00          | 5,862.19           |
| 603000 · Dues & Subscriptions               | 4,265.71          | 0.00              | 4,265.71           |
| 604000 · Furniture & Equipment              | 6,058.77          |                   |                    |
| 605000 · Insurance                          | 13,645.32         | 13,500.00         | 145.32             |
| 606000 · Marketing-Agency                   | 300.00            |                   |                    |
| 606800 · Marketing-Non Agency               | 62,015.76         | 0.00              | 62,015.76          |
| 607000 · Occupancy                          | 93,493.21         | 79,000.00         | 14,493.21          |
| 608000 · Office Expense                     | 58.72             |                   |                    |
| 609000 · Operating Supplies                 | 50,437.44         | 41,000.00         | 9,437.44           |
| 609100 · Events                             | 18,596.03         | 0.00              | 18,596.03          |
| 610000 · Payroll Expense                    | 180,655.45        | 159,500.00        | 21,155.45          |
| 611000 · Travel                             | 14,787.89         | 9,625.00          | 5,162.89           |
| 612000 · Miscellaneous Expense              |                   |                   |                    |
| 612100 · Cash Drawer over/under             | -630.07           |                   |                    |
| 612400 · Reconciliation Discrepancies       | 302.18            |                   |                    |
| 612000 · Miscellaneous Expense - Other      | 110.70            |                   |                    |
| <b>Total 612000 · Miscellaneous Expense</b> | <b>-217.19</b>    |                   |                    |
| <b>Total Expense</b>                        | <b>464,126.81</b> | <b>319,010.00</b> | <b>145,116.81</b>  |
| <b>Net Ordinary Income</b>                  | <b>210,795.22</b> | <b>312,620.00</b> | <b>-101,824.78</b> |
| <b>Other Income/Expense</b>                 |                   |                   |                    |
| <b>Other Income</b>                         |                   |                   |                    |
| 700000 · Other Income                       |                   |                   |                    |
| 701000 · Interest Income                    | 601.00            | 0.00              | 601.00             |
| 710000 · Contribution Income                |                   |                   |                    |
| 711000 · Brick Sales                        | 878.12            | 0.00              | 878.12             |
| 713000 · Restricted Contributions           | 168.92            |                   |                    |
| 714000 · Unrestricted Contributions         | 2,454.00          |                   |                    |
| <b>Total 710000 · Contribution Income</b>   | <b>3,501.04</b>   | <b>0.00</b>       | <b>3,501.04</b>    |
| 723000 · Grant Funds                        | 21,596.00         | 0.00              | 21,596.00          |
| 726000 · Miscellaneous Income               | 691.55            |                   |                    |
| 801010 · In-Kind Volunteer Hours            | 16,334.46         |                   |                    |

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

Accrual Basis

January through September 2022

|                                       | Jan - Sep 22      | Budget            | \$ Over Budget    |
|---------------------------------------|-------------------|-------------------|-------------------|
| 802010 · Comp Passes                  | 4,589.00          |                   |                   |
| 700000 · Other Income - Other         | 282.97            | 0.00              | 282.97            |
| <b>Total 700000 · Other Income</b>    | <b>47,596.02</b>  | <b>0.00</b>       | <b>47,596.02</b>  |
| 700100 · WNTC                         | 3,596.61          |                   |                   |
| <b>Total Other Income</b>             | <b>51,192.63</b>  | <b>0.00</b>       | <b>51,192.63</b>  |
| <b>Other Expense</b>                  |                   |                   |                   |
| 800000 · Other Expenses               |                   |                   |                   |
| 801000 · In-kind Contribution Exp-Vol | 16,334.46         |                   |                   |
| 80200 · Comp Passes                   | 4,109.00          |                   |                   |
| 802000 · Taxes-Real Estate            | 8,959.98          | 8,200.00          | 759.98            |
| 802200 · Taxes-Personal Property      | 180.38            | 600.00            | -419.62           |
| 804000 · Interest Expense             | 45,748.89         | 48,950.00         | -3,201.11         |
| <b>Total 800000 · Other Expenses</b>  | <b>75,332.71</b>  | <b>57,750.00</b>  | <b>17,582.71</b>  |
| 800100 · WNTC Expenses                | 77.04             |                   |                   |
| <b>Total Other Expense</b>            | <b>75,409.75</b>  | <b>57,750.00</b>  | <b>17,659.75</b>  |
| <b>Net Other Income</b>               | <b>-24,217.12</b> | <b>-57,750.00</b> | <b>33,532.88</b>  |
| <b>Net Income</b>                     | <b>186,578.10</b> | <b>254,870.00</b> | <b>-68,291.90</b> |

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

Accrual Basis

January through September 2022

|   | Jan - Sep 22 | Jan - Sep 21 | \$ Change   |
|---|--------------|--------------|-------------|
| <b>Ordinary Income/Expense</b>              |              |              |             |
| <b>Income</b>                               |              |              |             |
| 410000 · Admissions Income                  | 135,118.18   | 158,898.50   | -23,780.32  |
| 440000 · Vending                            | 1,389.58     | 1,742.77     | -353.19     |
| 460000 · Merchandise Sales                  | 173,188.13   | 214,336.99   | -41,148.86  |
| 460001 · Non Taxable Income                 |              |              |             |
| 430002 · Tour Meals                         | 10,576.00    | 3,910.56     | 6,665.44    |
| 467000 · Shipping and Delivery Income       | 121.11       | 712.28       | -591.17     |
| 495000 · Occupancy Tax Proceeds             | 444,209.86   | 407,869.26   | 36,340.60   |
| <b>Total 460001 · Non Taxable Income</b>    | 454,906.97   | 412,492.10   | 42,414.87   |
| 470000 · Special Event Income               | 11,387.89    | 13,667.02    | -2,279.13   |
| <b>Total Income</b>                         | 775,990.75   | 801,137.38   | -25,146.63  |
| <b>Cost of Goods Sold</b>                   | 101,068.72   | 112,895.78   | -11,827.06  |
| <b>Gross Profit</b>                         | 674,922.03   | 688,241.60   | -13,319.57  |
| <b>Expense</b>                              |              |              |             |
| 601000 · Bank Fees & Service Charges        | 10,842.51    | 11,754.59    | -912.08     |
| 602000 · Contract Labor                     | 9,187.19     | 8,812.50     | 374.69      |
| 603000 · Dues & Subscriptions               | 4,265.71     | 3,094.19     | 1,171.52    |
| 604000 · Furniture & Equipment              | 6,058.77     | 5,253.75     | 805.02      |
| 605000 · Insurance                          | 13,645.32    | 13,047.03    | 598.29      |
| 606000 · Marketing-Agency                   | 0.00         | 0.00         | 0.00        |
| 606800 · Marketing-Non Agency               | 62,315.76    | 26,136.83    | 36,178.93   |
| 607000 · Occupancy                          | 93,493.21    | 85,208.67    | 8,284.54    |
| 608000 · Office Expense                     | 58.72        | 0.00         | 58.72       |
| 609000 · Operating Supplies                 | 50,437.44    | 34,855.13    | 15,582.31   |
| 609100 · Events                             | 18,596.03    | 24,814.75    | -6,218.72   |
| 610000 · Payroll Expense                    | 180,655.45   | 144,326.33   | 36,329.12   |
| 611000 · Travel                             | 14,787.89    | 6,472.02     | 8,315.87    |
| 612000 · Miscellaneous Expense              |              |              |             |
| 612100 · Cash Drawer over/under             | -630.07      | 54.27        | -684.34     |
| 612400 · Reconciliation Discrepancies       | 302.18       | 275.33       | 26.85       |
| 612000 · Miscellaneous Expense - Other      | 110.70       | 75.00        | 35.70       |
| <b>Total 612000 · Miscellaneous Expense</b> | -217.19      | 404.60       | -621.79     |
| 613000 · Grant Expenses (Non Marketing)     | 0.00         | 495.00       | -495.00     |
| <b>Total Expense</b>                        | 464,126.81   | 364,675.39   | 99,451.42   |
| <b>Net Ordinary Income</b>                  | 210,795.22   | 323,566.21   | -112,770.99 |
| <b>Other Income/Expense</b>                 |              |              |             |
| <b>Other Income</b>                         |              |              |             |
| 700000 · Other Income                       |              |              |             |
| 701000 · Interest Income                    | 601.00       | 1,571.27     | -970.27     |
| 710000 · Contribution Income                |              |              |             |
| 711000 · Brick Sales                        | 878.12       | 550.00       | 328.12      |
| 713000 · Restricted Contributions           | 168.92       | 1,471.31     | -1,302.39   |
| 714000 · Unrestricted Contributions         | 2,454.00     | 2,736.38     | -282.38     |
| 710000 · Contribution Income - Other        | 0.00         | 103.00       | -103.00     |
| <b>Total 710000 · Contribution Income</b>   | 3,501.04     | 4,860.69     | -1,359.65   |
| 723000 · Grant Funds                        | 21,596.00    | 32,619.00    | -11,023.00  |

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

Accrual Basis

January through September 2022

|                                       | Jan - Sep 22      | Jan - Sep 21      | \$ Change          |
|---------------------------------------|-------------------|-------------------|--------------------|
| 726000 · Miscellaneous Income         | 691.55            | 3,265.64          | -2,574.09          |
| 801010 · In-Kind Volunteer Hours      | 16,334.46         | 14,493.50         | 1,840.96           |
| 802010 · Comp Passes                  | 4,589.00          | 889.00            | 3,700.00           |
| 700000 · Other Income - Other         | 282.97            | 0.00              | 282.97             |
| <b>Total 700000 · Other Income</b>    | <b>47,596.02</b>  | <b>57,699.10</b>  | <b>-10,103.08</b>  |
| 700100 · WNTC                         | 3,596.61          | 680.00            | 2,916.61           |
| <b>Total Other Income</b>             | <b>51,192.63</b>  | <b>58,379.10</b>  | <b>-7,186.47</b>   |
| <b>Other Expense</b>                  |                   |                   |                    |
| Balancing Adjustments                 | 0.00              | -12.00            | 12.00              |
| 800000 · Other Expenses               |                   |                   |                    |
| 801000 · In-kind Contribution Exp-Vol | 16,334.46         | 14,493.50         | 1,840.96           |
| 80200 · Comp Passes                   | 4,109.00          | 889.00            | 3,220.00           |
| 802000 · Taxes-Real Estate            | 8,959.98          | 7,970.68          | 989.30             |
| 802200 · Taxes-Personal Property      | 180.38            | 235.50            | -55.12             |
| 804000 · Interest Expense             | 45,748.89         | 52,208.32         | -6,459.43          |
| 800000 · Other Expenses - Other       | 0.00              | 138.30            | -138.30            |
| <b>Total 800000 · Other Expenses</b>  | <b>75,332.71</b>  | <b>75,935.30</b>  | <b>-602.59</b>     |
| 800100 · WNTC Expenses                | 77.04             | 413.86            | -336.82            |
| <b>Total Other Expense</b>            | <b>75,409.75</b>  | <b>76,337.16</b>  | <b>-927.41</b>     |
| <b>Net Other Income</b>               | <b>-24,217.12</b> | <b>-17,958.06</b> | <b>-6,259.06</b>   |
| <b>Net Income</b>                     | <b>186,578.10</b> | <b>305,608.15</b> | <b>-119,030.05</b> |