

Profit & Loss [Last Year Analysis]

January 2023 To December 2023

	This Year	Last Year	\$ Difference	% Difference
Income				
Deposits	\$635.00	\$0.00	\$635.00	NA
Contract RPBS	\$54,545.40	\$59,545.45	-\$5,000.05	(8.4)%
Contract Recovery Costs RPBS	\$942.70	\$898.45	\$44.25	4.9%
AHN Advertising Income	\$14,027.27	\$16,927.27	-\$2,900.00	(17.1)%
AHN - Newsagent Sales Income	\$18.09	\$1,192.73	-\$1,174.64	(98.5)%
AHN Subscription	\$50.00	\$400.00	-\$350.00	(87.5)%
Championship Income				
Admin/Facility/Catalogue - Championship Processing	\$12,354.55	\$15,444.10	-\$3,089.55	(20.0)%
Advertising - Championships	\$5,668.68	\$0.00	\$5,668.68	NA
Entry Fees - Championship	\$454.54	\$0.00	\$454.54	NA
Stable Fees - Championship	\$31,154.55	\$45,738.63	-\$14,584.08	(31.9)%
Bedding - Championship	\$23,872.73	\$34,607.24	-\$10,734.51	(31.0)%
BOND stable cabin camping	\$12,261.82	\$13,074.54	-\$812.72	(6.2)%
Sponsorship - Championship	\$150.00	\$1,765.00	-\$1,615.00	(91.5)%
Raffle - Championship	\$28,215.44	\$35,193.64	-\$6,978.20	(19.8)%
Swabbing - Championship	\$2,920.00	\$0.00	\$2,920.00	NA
Trade Tents - Championship	\$0.00	\$484.55	-\$484.55	(100.0)%
Cabins & Camping- Championship	\$0.00	\$354.54	-\$354.54	(100.0)%
Day Parking - Championship	\$10,204.54	\$15,755.90	-\$5,551.36	(35.2)%
Donations Championships	\$0.00	-\$45.00	\$45.00	100.0%
Promotional Items Championships	\$7,000.00	\$16,053.00	-\$9,053.00	(56.4)%
Auction Proceeds Championship	\$0.00	\$2,455.44	-\$2,455.44	(100.0)%
Auction Proceeds Championship	\$100.00	\$15,579.08	-\$15,479.08	(99.4)%
Total Championship Income	\$134,356.85	\$196,460.66	-\$62,103.81	(31.6)%
Insurance Income				
Affiliates Insurance Liability	\$7,177.27	\$7,440.90	-\$263.63	(3.5)%
Day Public Liability Insurance	\$542.73	\$1,349.09	-\$806.36	(59.8)%
Personal Liability Insurance	\$0.00	\$200.00	-\$200.00	(100.0)%
Total Insurance Income	\$7,720.00	\$8,989.99	-\$1,269.99	(14.1)%
JOC				
JOC Income	\$227.27	\$363.60	-\$136.33	(37.5)%
Total JOC	\$227.27	\$363.60	-\$136.33	(37.5)%
Membership Income				
Affiliation Fee - Memberships	\$6,087.28	\$6,354.55	-\$267.27	(4.2)%
Affiliate Event Fee	\$1,129.54	\$1,068.22	\$61.32	5.7%
Ordinary New - Memberships	\$77.27	\$45.46	\$31.81	70.0%
Ordinary New- Memberships 2021	\$0.00	\$245.46	-\$245.46	(100.0)%
Ordinary Renewal - Memberships	\$472.72	\$945.45	-\$472.73	(50.0)%
Ordinary Renewal - Memberships 2021	\$613.63	\$218.18	\$395.45	181.2%
Writeoff of old member credits - never used	\$1,377.60	\$2,881.32	-\$1,503.72	(52.2)%
Rounding amounts from MSRS Dissection report (GST rounding)	\$0.00	\$0.22	-\$0.22	(100.0)%
Membership all - New 2022	\$0.01	\$37,431.39	-\$37,431.38	(100.0)%
Membership all - Renewal 2022	\$195.59	\$187,874.77	-\$187,679.18	(99.9)%
Membership all - New 2023	\$37,372.62	\$0.00	\$37,372.62	NA
Membership all - Renewal 2023	\$176,335.93	\$0.00	\$176,335.93	NA
Total Membership Income	\$223,662.19	\$237,065.02	-\$13,402.83	(5.7)%
Merchandise Income				
Sales - Merchandise	\$145.45	\$340.77	-\$195.32	(57.3)%
Arabian Hoofprints In History	\$846.36	\$3,108.77	-\$2,262.41	(72.8)%
Total Merchandise Income	\$991.81	\$3,449.54	-\$2,457.73	(71.2)%

This report includes Year-End Adjustments.

Profit & Loss [Last Year Analysis]

January 2023 To December 2023

	This Year	Last Year	\$ Difference	% Difference
Postage Income				
Postage Income	\$393.47	\$262.73	\$130.74	49.8%
Registry Income				
Imported Horses - Reg	\$2,100.00	\$3,700.00	-\$1,600.00	(43.2)%
Purebred Arabian Registrations				
Gelding Purebred - Reg	\$4,036.34	\$4,341.25	-\$304.91	(7.0)%
Mare Purebred - Reg	\$16,213.64	\$16,898.00	-\$684.36	(4.0)%
Stallion Purebred - Reg	\$7,504.53	\$12,740.68	-\$5,236.15	(41.1)%
Total Purebred Arabian Registrations	\$27,754.51	\$33,979.93	-\$6,225.42	(18.3)%
Anglo Arabian Registrations				
Gelding Anglo - Reg	\$1,036.38	\$981.90	\$54.48	5.5%
Mare Anglo - Reg	\$2,895.46	\$1,581.82	\$1,313.64	83.0%
Stallion Anglo - Reg	\$0.00	\$627.26	-\$627.26	(100.0)%
Total Anglo Arabian Registrations	\$3,931.84	\$3,190.98	\$740.86	23.2%
Partbred Arabian Registrations				
Gelding Partbred - Reg	\$2,509.06	\$2,332.01	\$177.05	7.6%
Mare Partbred - Reg	\$7,531.84	\$8,199.96	-\$668.12	(8.1)%
Stallion Partbred - Reg	\$1,481.81	\$699.99	\$781.82	111.7%
Total Partbred Arabian Registrations	\$11,522.71	\$11,231.96	\$290.75	2.6%
Arabian Pony Registrations				
Gelding Pony - Reg	\$872.72	\$854.61	\$18.11	2.1%
Mare Pony - Reg	\$3,363.62	\$2,713.59	\$650.03	24.0%
Stallion Pony - Reg	\$418.19	\$554.53	-\$136.34	(24.6)%
Total Arabian Pony Registrations	\$4,654.53	\$4,122.73	\$531.80	12.9%
Quarab Registrations				
Gelding Quarab - Reg	\$54.54	\$54.55	-\$0.01	0.0%
Mare Quarab - Reg	\$386.37	\$231.81	\$154.56	66.7%
Total Quarab Registrations	\$440.91	\$286.36	\$154.55	54.0%
Arab Riding Pony Registrations				
Gelding Riding Pony - Reg	\$1,090.94	\$1,677.42	-\$586.48	(35.0)%
Mare Riding Pony - Reg	\$4,027.25	\$3,831.84	\$195.41	5.1%
Stallion Riding Pony - Reg	\$249.99	\$622.72	-\$372.73	(59.9)%
Total Arab Riding Pony Registrations	\$5,368.18	\$6,131.98	-\$763.80	(12.5)%
Arab Stockhorse Registrations				
Gelding Stockhorse - Reg	\$272.72	\$54.55	\$218.17	399.9%
Mare Stockhorse - Reg	\$777.28	\$772.70	\$4.58	0.6%
Stallion Stockhorse - Reg	\$0.00	\$77.27	-\$77.27	(100.0)%
Total Arab Stockhorse Registrations	\$1,050.00	\$904.52	\$145.48	16.1%
Arab Warmblood Registrations				
Gelding Warmblood - Reg	\$327.26	\$381.85	-\$54.59	(14.3)%
Mare Warmblood - Reg	\$986.40	\$1,177.25	-\$190.85	(16.2)%
Stallion Warmblood - Reg	\$268.18	\$245.45	\$22.73	9.3%
Total Arab Warmblood Registrations	\$1,581.84	\$1,804.55	-\$222.71	(12.3)%
Registry - Foal Recording				
Purebred - Foal Recording	\$5,309.08	\$6,813.88	-\$1,504.80	(22.1)%
Anglo - Foal Recording	\$509.10	\$436.38	\$72.72	16.7%
Partbred - Foal Recording	\$2,327.29	\$1,745.52	\$581.77	33.3%
Pony - Foal Recording	\$1,454.53	\$1,672.79	-\$218.26	(13.0)%
Riding Pony - Foal Recording	\$872.72	\$1,236.41	-\$363.69	(29.4)%
Stockhorse - Foal Recording	\$218.18	\$145.46	\$72.72	50.0%

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Warmblood - Foal Recording	\$436.35	\$509.11	-\$72.76	(14.3)%
Total Registry - Foal Recording	\$11,127.25	\$12,559.55	-\$1,432.30	(11.4)%
Registry - Transfers & Leases				
Purebred - Transfers	\$18,952.33	\$22,051.57	-\$3,099.24	(14.1)%
Leases	\$4,018.17	\$2,931.78	\$1,086.39	37.1%
Anglo - Transfers	\$1,590.90	\$1,700.04	-\$109.14	(6.4)%
Partbred - Transfers	\$5,804.56	\$5,267.66	\$536.90	10.2%
Half Arabian - Transfers	\$790.90	\$359.10	\$431.80	120.2%
Pony - Transfers	\$3,231.77	\$2,959.15	\$272.62	9.2%
Quarab - Transfers	\$127.27	\$100.00	\$27.27	27.3%
Riding Pony - Transfers	\$3,463.68	\$3,372.82	\$90.86	2.7%
Stockhorse - Transfers	\$545.46	\$322.73	\$222.73	69.0%
Warm Blood - Transfers	\$938.65	\$1,452.29	-\$513.64	(35.4)%
Performance Index - Transfers	\$840.87	\$688.66	\$152.21	22.1%
Total Registry - Transfers & Leases	\$39,463.69	\$40,517.14	-\$1,053.45	(2.6)%
Performance Index Registration				
Performance Index - All Sexes	\$2,890.88	\$4,086.29	-\$1,195.41	(29.3)%
Total Performance Index Registration	\$2,890.88	\$4,086.29	-\$1,195.41	(29.3)%
Half Arabian				
Half Arabian Colt	\$290.90	\$436.38	-\$145.48	(33.3)%
Half Arabian Female	\$1,590.93	\$1,645.46	-\$54.53	(3.3)%
Half Arabian Gelding	\$399.97	\$500.04	-\$100.07	(20.0)%
Half Arabian Stallion	\$377.28	\$322.72	\$54.56	16.9%
Total Half Arabian	\$2,659.08	\$2,904.60	-\$245.52	(8.5)%
Registry Income Miscellaneous				
AI Documents	\$1,672.72	\$1,490.85	\$181.87	12.2%
AI/NOM Fees	\$1,663.64	\$1,786.39	-\$122.75	(6.9)%
Bank Fees Oncharged	\$0.00	\$22.73	-\$22.73	(100.0)%
Duplicate Certificates	\$1,363.63	\$1,481.94	-\$118.31	(8.0)%
Embryo Transfers	\$327.31	\$381.78	-\$54.47	(14.3)%
Exported Horse Fees	\$1,000.00	\$4,560.00	-\$3,560.00	(78.1)%
Handling Fees	\$272.73	\$463.60	-\$190.87	(41.2)%
Overseas Semen used in Aust.	\$818.18	\$463.59	\$354.59	76.5%
Service Certificates	\$4,034.81	\$5,545.30	-\$1,510.49	(27.2)%
Stallion Nomination Fee	\$3,531.82	\$4,364.78	-\$832.96	(19.1)%
Stud Prefix	\$954.55	\$1,460.08	-\$505.53	(34.6)%
Sundry Registry Income	\$181.82	\$204.55	-\$22.73	(11.1)%
Total Registry Income Miscellaneous	\$15,821.21	\$22,225.59	-\$6,404.38	(28.8)%
Fine - Drug Testing	\$345.45	\$0.00	\$345.45	NA
Total Registry Income	\$131,552.95	\$148,334.84	-\$16,781.89	(11.3)%
Sponsorships Received				
General - Sponsorships	\$200.00	\$0.00	\$200.00	NA
Total Sponsorships Received	\$200.00	\$0.00	\$200.00	NA
Testing Income				
All Testing (DNA,SCID,LFS,CA)	\$33,295.51	\$44,054.48	-\$10,758.97	(24.4)%
Total Testing Income	\$33,295.51	\$44,054.48	-\$10,758.97	(24.4)%
Sundry Income				
Sundry Income	\$20.00	\$0.00	\$20.00	NA
Total Sundry Income	\$20.00	\$0.00	\$20.00	NA
Total Income	\$602,638.51	\$717,944.76	-\$115,306.25	(16.1)%

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Profit & Loss [Last Year Analysis]

January 2023 To December 2023

	This Year	Last Year	\$ Difference	% Difference
Total Cost Of Sales	\$0.00	\$0.00	\$0.00	NA
Gross Profit	\$602,638.51	\$717,944.76	-\$115,306.25	(16.1)%
Expenses				
General Expenses				
AHN Expenses	\$45,743.89	\$28,685.66	\$17,058.23	59.5%
Accounting/Audit Fees	\$14,450.00	\$15,340.00	-\$890.00	(5.8)%
Advertising & Marketing	\$365.00	\$1,234.55	-\$869.55	(70.4)%
Awards - honorary & prizes	\$15.91	\$2,922.72	-\$2,906.81	(99.5)%
Awards - vouchers given	\$181.82	\$181.82	\$0.00	0.0%
Bank Fees	\$0.00	\$43.72	-\$43.72	(100.0)%
Bank Merchant Fees	\$1,894.54	\$1,857.46	\$37.08	2.0%
Bank Other Payment Facilities (inc Paypal)	\$0.00	\$954.24	-\$954.24	(100.0)%
Nominate Processing Fees	\$11,279.67	\$0.00	\$11,279.67	NA
Body Corporate Fees	\$2,849.94	\$2,742.46	\$107.48	3.9%
Bookkeeping Fees	\$4,081.59	\$4,471.58	-\$389.99	(8.7)%
Christmas Party (Staff)	\$41.36	\$1,063.54	-\$1,022.18	(96.1)%
Cleaning	\$240.12	\$483.49	-\$243.37	(50.3)%
Computer Expenses (combined pre 2021)	\$123.64	\$336.36	-\$212.72	(63.2)%
Computer Expenses- Hardware	\$0.00	\$183.64	-\$183.64	(100.0)%
Computer Expenses - Subscriptions	\$15,629.82	\$15,079.97	\$549.85	3.6%
Computer Expenses - Support, Maintenance, Troubleshooting	\$6,026.07	\$12,315.55	-\$6,289.48	(51.1)%
Website Expenses	\$462.93	\$489.97	-\$27.04	(5.5)%
Council - Rates	\$1,996.75	\$1,786.07	\$210.68	11.8%
Council - Water	\$907.79	\$480.32	\$427.47	89.0%
Amortisation and Depreciation	\$5,436.00	\$5,968.00	-\$532.00	(8.9)%
Total General Expenses	\$111,726.84	\$96,621.12	\$15,105.72	15.6%
Directors Expenses				
Directors Accomodation	\$0.00	\$893.45	-\$893.45	(100.0)%
Directors Air Fares	\$0.00	\$3,712.72	-\$3,712.72	(100.0)%
Directors Travel Exp	\$0.00	\$568.55	-\$568.55	(100.0)%
Directors Other	\$289.90	\$383.49	-\$93.59	(24.4)%
Total Directors Expenses	\$289.90	\$5,558.21	-\$5,268.31	(94.8)%
DNA & Genetic Testing	\$20,742.75	\$44,159.97	-\$23,417.22	(53.0)%
Election Expenses	\$317.27	\$1,574.00	-\$1,256.73	(79.8)%
Electricity	\$5,192.42	\$3,149.47	\$2,042.95	64.9%
Judges Expenses	\$106.82	\$644.02	-\$537.20	(83.4)%
Judges Exec. Committee Exp	\$200.00	\$0.00	\$200.00	NA
Legal Fees	\$344.00	\$953.00	-\$609.00	(63.9)%
Consultancy Fees	\$3,750.30	\$0.00	\$3,750.30	NA
Service Fee	\$249.65	\$0.00	\$249.65	NA
Company Secretariat Services	\$2,520.00	\$0.00	\$2,520.00	NA
Maintenance - Building	\$2,645.36	\$645.00	\$2,000.36	310.1%
Maintenance Equipment	\$371.35	\$1,024.00	-\$652.65	(63.7)%
Office Equipment	\$91.15	\$477.12	-\$385.97	(80.9)%
Postage/Courier Charges	\$14,648.98	\$15,557.37	-\$908.39	(5.8)%
Printing (excl Printer Lease)	\$3,851.63	\$3,511.78	\$339.85	9.7%
Printing - Printer lease	\$12,964.76	\$14,753.04	-\$1,788.28	(12.1)%
Promotions Purchases	\$0.00	\$2,905.45	-\$2,905.45	(100.0)%
Prov for Annual Leave - expense	\$5,781.24	-\$43,201.67	\$48,982.91	113.4%
Provision for LSL - expense	\$8,616.13	-\$71,107.41	\$79,723.54	112.1%

This report includes Year-End Adjustments.

Profit & Loss [Last Year Analysis]

January 2023 To December 2023

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	This Year	Last Year	\$ Difference	% Difference
Refunds - General	-\$136.37	\$0.00	-\$136.37	NA
Staff Amenities	\$365.83	\$554.46	-\$188.63	(34.0)%
Stationery	\$1,657.58	\$5,788.39	-\$4,130.81	(71.4)%
Sponsorship Paid	\$454.55	\$465.91	-\$11.36	(2.4)%
Subscriptions, Licences, Permits & Memberships etc	\$1,907.87	\$1,580.86	\$327.01	20.7%
Telephone, Fax & Internet	\$7,460.98	\$7,522.55	-\$61.57	(0.8)%
Testing Expenses(excl. DNA)	\$84.55	\$0.00	\$84.55	NA
WAHO Expenses	\$0.00	\$5,903.59	-\$5,903.59	(100.0)%
WAHO inventory revaluation	-\$660.00	\$0.00	-\$660.00	NA
WAHO Annual Fee	\$1,439.54	\$1,482.50	-\$42.96	(2.9)%
WAHO Annual Foal Levy	\$2,763.91	\$2,387.83	\$376.08	15.7%
WAHO IAM fee	\$0.00	\$98.83	-\$98.83	(100.0)%
Championships				
Advertising Promotion Photos Videos	\$3,090.91	\$1,454.54	\$1,636.37	112.5%
Auction expenses AANC	\$0.00	\$174.20	-\$174.20	(100.0)%
Bedding	\$11,060.92	\$12,073.27	-\$1,012.35	(8.4)%
Cabins	\$3,829.08	\$4,629.10	-\$800.02	(17.3)%
Camping	\$3,861.82	\$4,358.18	-\$496.36	(11.4)%
Caravans	\$695.55	\$0.00	\$695.55	NA
Catalogue	\$3,340.00	\$3,160.00	\$180.00	5.7%
Catering & Hospitality	\$8,205.36	\$11,924.26	-\$3,718.90	(31.2)%
Daystay	\$160.00	\$171.83	-\$11.83	(6.9)%
Entertainment & Announcer	\$0.00	\$400.00	-\$400.00	(100.0)%
Exhibitor expenses	\$96.12	\$1,201.66	-\$1,105.54	(92.0)%
Gifts	\$0.00	\$490.91	-\$490.91	(100.0)%
Golf Carts	\$3,290.00	\$2,233.07	\$1,056.93	47.3%
Helpers Expenses/Travel/ Accomodation	\$5,281.59	\$2,783.64	\$2,497.95	89.7%
JudgesAccomodation/Hospitalit	\$5,202.05	\$5,242.60	-\$40.55	(0.8)%
Judges Expenses - Dressage	\$277.00	\$435.00	-\$158.00	(36.3)%
Judges Airfares & Travel Australlia	\$787.81	\$1,316.52	-\$528.71	(40.2)%
Judges Airfares & Travel International	\$9,232.99	\$2,439.20	\$6,793.79	278.5%
Prize money	\$6,000.00	\$0.00	\$6,000.00	NA
Refunds Championships	\$536.36	\$2,163.06	-\$1,626.70	(75.2)%
Sashes	\$15,216.28	\$15,112.44	\$103.84	0.7%
Scoring System	\$0.00	\$1,973.50	-\$1,973.50	(100.0)%
Show Coordinator expenses	\$400.00	\$1,545.45	-\$1,145.45	(74.1)%
Stables	\$17,746.19	\$19,084.54	-\$1,338.35	(7.0)%
Sponsorship	\$180.54	\$1,212.26	-\$1,031.72	(85.1)%
Sundry Items	\$65.37	\$0.00	\$65.37	NA
Swabbing & Vet	\$1,185.17	\$1,108.31	\$76.86	6.9%
Trophies	\$19,057.78	\$17,607.27	\$1,450.51	8.2%
Venue Hire & Associated Expenses	\$19,653.51	\$22,065.68	-\$2,412.17	(10.9)%
Cleaning Expenses	\$6,372.95	\$6,301.37	\$71.58	1.1%
Trade Stalls	\$276.83	\$265.45	\$11.38	4.3%
Security	\$352.72	\$0.00	\$352.72	NA
Total Championships	\$145,454.90	\$142,927.31	\$2,527.59	1.8%
Payroll Expenses				
Wages & Salaries Expenses	\$167,612.39	\$340,369.70	-\$172,757.31	(50.8)%
Work Cover Premiums	\$1,294.72	\$381.17	\$913.55	239.7%
Superannuation Expense	\$17,480.52	\$19,924.47	-\$2,443.95	(12.3)%
Adjustments & Rounding	\$0.49	-\$0.46	\$0.95	206.5%
Total Payroll Expenses	\$186,388.12	\$360,674.88	-\$174,286.76	(48.3)%

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Insurance Expenses				
Business Insurance	\$1,522.97	\$1,490.56	\$32.41	2.2%
Liability Insurance	\$50,403.48	\$50,090.20	\$313.28	0.6%
Broker Fee	\$3,426.49	\$2,941.74	\$484.75	16.5%
Underwriter Fee	\$150.00	\$150.00	\$0.00	0.0%
Stamp Duty	\$5,159.57	\$5,188.69	-\$29.12	(0.6)%
ESL	\$310.32	\$302.43	\$7.89	2.6%
Personal Accident	\$0.00	\$950.00	-\$950.00	(100.0)%
Total Insurance Expenses	\$60,972.83	\$61,113.62	-\$140.79	(0.2)%
Total Expenses	\$602,564.84	\$667,725.20	-\$65,160.36	(9.8)%
Operating Profit	\$73.67	\$50,219.56	-\$50,145.89	(99.9)%
Other Income				
Interest Income	\$1,357.22	\$314.24	\$1,042.98	331.9%
Australian Government National Energy Bill Relief Package	\$325.00	\$0.00	\$325.00	NA
Vanguard income- VAS	\$5,465.76	\$9,575.01	-\$4,109.25	(42.9)%
Vanguard income -VHY	\$7,161.76	\$9,421.83	-\$2,260.07	(24.0)%
Vaneck Vectors income - QHAL shares	\$1,087.50	\$925.00	\$162.50	17.6%
Sundry Income	\$181.82	\$0.00	\$181.82	NA
Bowman Street Rental income				
Rent Bowman Street	\$3,385.72	\$7,846.42	-\$4,460.70	(56.9)%
Outgoings relating to rent Bowman Street	\$0.00	\$454.55	-\$454.55	(100.0)%
Total Other Income	\$18,964.78	\$28,537.05	-\$9,572.27	(33.5)%
Other Expenses				
Loss on disposal of asset	\$269.00	\$268.00	\$1.00	0.4%
Lease Bowman Street expenses				
Management & Letting Fees	\$203.14	\$787.09	-\$583.95	(74.2)%
Postage & Sundries relating to Lease	\$4.54	\$31.82	-\$27.28	(85.7)%
Cleaning & Maintenance relating to lease	\$0.00	\$122.73	-\$122.73	(100.0)%
Total Other Expenses	\$476.68	\$1,209.64	-\$732.96	(60.6)%
Net Profit/(Loss)	\$18,561.77	\$77,546.97	-\$58,985.20	(76.1)%

This report includes Year-End Adjustments.