

## **AFM Local 1000 Minutes Of General Membership Meeting**

**Date:** 12 November 2015

**Location:** NERFA Conference at Hudson Valley Resort, Kerhonkson, NY

**Time:** 4:00 PM EST

**Members in Attendance:** Tret Fure, President; Scott Berwick, Secretary/Treasurer; Bob Ardern; Steve Deasy; Eric Erickson; Sam Gleaves; Terri Irons; Mara Levine; Sue Massek; Donna Nestler; Rick Nestler; David Roth; Ken Whiteley. (13 members present.) The following members arrived late: Jesse Palidofsky, 4:30 PM; Dave Rowe, 4:50 PM; Rik Barron, 5:04 PM ; Colleen Kattau, 5:30 PM.

**Opening Song:** We opened the meeting with a song. Ken Whiteley led the group in a rendition of "Give Your Hands To Struggle".

**Call To Order:** There being a quorum, President Fure called the meeting to order at 4:14 PM EST. (13 members present.)

**President's Report:** President Fure welcomed the members to the meeting and asked each member to introduce themselves to the group.

**Approval Of Minutes:** The Minutes of the previous Membership Meeting from 5 May 2015 were approved as presented.

**Treasurer's Report:** Secretary/Treasurer Scott Berwick passed around the Year-To-Date 31 October 2015 Balance Sheet and Profit and Loss Report. He noted that the local was in a very tight cash position as he gave a brief summary of their contents and answered questions. He reminded members of the importance of submitting Work Dues from filing contracts or CBA's, or submitting Work Dues under the Work Dues Equivalency provision. There was a brief discussion about what might be done to raise additional funds, such as the banjo raffle held a few years back. The Treasurer's Reports were accepted on a motion by Ken Whiteley and second by Eric Erickson. (The Balance Sheet and the Profit & Loss Report are attached to the Minutes.)

**Election Of Officers:** The Nominating Committee consisting of Steve Eulberg, Charlie King and Amber Rogers presented Aaron Fowler for Vice-President U.S.; Charlie Pilzer for Eastern Representative; Gary Paul Hermus for Western Representative. (The report of the Nominating Committee is attached.) Each office was considered for election individually:

**Vice-President U.S.** - President Fure opened the meeting to nominations from the floor. There being no nominations from the floor, Aaron Fowler is elected Vice-President U.S. by acclamation.

**Eastern Representative** - President Fure opened the meeting to nominations from the floor. There being no nominations from the floor, Charlie Pilzer is elected Eastern Representative by acclamation.

**Western Representative** - President Fure opened the meeting to nominations from the floor. There being no nominations from the floor, Gary Paul Hermus is elected Western Representative by acclamation.

**Election Of Delegates To AFM Convention:** The AFM will hold its convention in Las Vegas in June of 2016. Local 1000 being 503 members strong is entitled to send three delegates elected by their membership. At this point Secretary/Treasurer Berwick took over as Chair of the Meeting. The Nominating Committee consisting of Steve Eulberg, Charlie King and Amber Rogers presented Tret Fure, President; Eve Goldberg, Vice-President Canada; and John O'Connor as candidates to be delegates to the AFM Convention. (The report of the Nominating Committee for Delegates is attached.) The report of the Nominating Committee for Delegates was accepted on a motion by Steve Deasy and second by Donna Nestler. Secretary/Treasurer Berwick opened the meeting to nominations from the floor. There were no nominations from the floor. Bob Ardern made a motion to close nominations and proceed with the election of Tret Fure, Eve Goldberg, and John O'Connor as delegates to the 2016 AFM Convention. Jesse Palidofsky seconded the motion. Secret ballots were collected from the 15 members present and tallied by the Secretary/Treasurer as follows: Tret Fure 15 For, 0 Against; Eve Goldberg 15 For, 0 Against; John O'Connor 15 For, 0 Against. The nominated delegates were duly elected.

President Fure resumed the role of Chair of the Meeting.

**By-Laws Change Discussion:** Charlie Pilzer has been working on some proposed By-Laws changes related to the election of officers to the Local 1000 Executive Board. The present structure calls for a President, a Secretary/Treasurer, a Vice-president U.S., a Vice-president Canada, an Eastern (U.S.) Representative, a Midwestern (U.S.) Representative, and a Western (U.S.) Representative. One proposed change would be to make the Representatives "At-Large" rather than Regional, and to charge the Nominating Committee to select candidates with regard to the diversity of our membership and the geographic distribution of our membership to strike an appropriate balance to Local 1000's Executive Board. As proposed by Terri Irons, the sense of the discussion was that we should retain the three Regional categories for the Representatives, but that the regions should be expanded to make Canadian members eligible for election. This move recognizes that nearly one-third of our members are Canadian. Any changes to the By-Laws would be phased in as elected terms expire. The plan is to submit By-Laws Changes for a vote at the Membership Meeting at Folk Alliance in Kansas City, MO, on 17 February 2016.

**Canadian Report:** Bob Ardern presented the Canadian Report on behalf of Eve Goldberg. The biggest issue right now is the excessive delays that Canadian Artists are experiencing with P2 Visas to the U.S. that are now over 90 days. On the issue of currency exchange rates between U.S. and Canada, Terri Irons suggested that Local 1000 consider using TD Bank, citing her good experiences working with TD Bank. (Canadian Report is attached.)

**Membership Services:** The “Virtual Union Hall” online (also “on phone”) workshops have had good participation and show excellent promise as a way for Local 1000 to reach out to our geographically dispersed membership.

**Member Gathering:** Linda Tillery has confirmed that she will be a mentor for the Member Gathering at the Ashokan Center, Olivebridge, NY, May 2, 3, 4, 2016.

**Fair Trade Music:** Tret Fure, President reported that 2 more venues had joined our Fair Trade Music program.

**New Business:** Mara Levine gave a brief report on how a number of Local 1000 members were doing on the top folk playlists.

**Closing Song:** Colleen Kattau led us in song to close the meeting with “Justice, Peace & Mental Health”.

**Adjournment:** The meeting was adjourned at 5:40 PM EST on motion by Terri Irons and second by David Roth.

Respectively submitted,

Scott Berwick, Secretary/Treasurer

Attachments: Treasurer's Reports -  
Balance Sheet 31 October 2015  
Profit & Loss YTD 31 October 2015  
Nominating Committee Report for Officers  
Nominating Committee Report for Delegates to AFM Convention  
Canadian V-P Report

On Jul 14, 2015, at 2:19 AM, Steve Eulberg <[seulberg@gmail.com](mailto:seulberg@gmail.com)> wrote:

Here is the Nominating Committee Report for November 2015 Elections:

We need to elect:

1) a **Vice President (USA)**. **Aaron Fowler** is nominated to run for that seat in November. Term: Jan 2016-Dec 2018

[If he is elected, that vacates his **Midwest** Representative slot with two years left in that term: Jan 2015-Dec 2017]

2) The **Eastern** Rep position: I have heard conversation from Tret and Scott Berwick that **Charlie Pilzer** may be willing to stand for re-election, but I haven't heard that directly from Charlie. Term: Jan 2016-Dec 2018

3) The **Western** Rep position: Current Rep, Daniel Boling has suggested **Gary Paul Hermus**, a member in Santa Fe who has been very active in FA events, someone he says is a roll-up your sleeves and get results kind of person. I've just heard back from him that **Gary is willing** to stand for election.

Term: Jan 2016-Dec 2018

With the vacancy of the Midwest slot, I have heard that **Amber Rogers** is willing to serve, if appointed to fill the vacancy. Because that would happen after the election of the Vice President, it doesn't affect her status on this committee which serves a serve and advisory function.

A second issue that has been mentioned:

The issue of changing the bylaws to permit Canadians from the corresponding geographical regions is separate from this election and would only affect elections that take place after this one in November. This should be referred to the **Bylaws Committee**.

Thanks,

Steve Eulberg

Chair, Nominating Committee, Local 1000 AFM with Charlie King & Amber Rogers

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## Nominations Report for Federation 2016

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From: **Steve Eulberg** (seulberg@gmail.com)  
Sent: Tue 11/03/15 10:26 AM  
To: Albert Berwick (ascottberwick@hotmail.com)  
Cc: Charlie King (VaguelyRem@aol.com); Amber Rogers (booking@s-e-a-folkgrass.com)

Hi Scott,

Here is the Nominations Report for Delegates to the Federation Gathering 2016. (9/16/15)

Although our Bylaws select our President and Secretary-Treasurer to be our first two delegates, the AFM stipulates that we elect all the Delegates to represent our Local. By virtue of the size of our membership, we are entitled (3) three delegates.

Here is the slate we are presenting to the Membership Meeting in NERFA in November:

Tret Fure (President)  
Eve Goldberg  
John O'Connor

Submitted by Steve Eulberg, Nominations Committee Chair

*“smile-inducing, toe-tapping folkgrass”*

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## **Local 1000 Canadian VP Report** **November 11, 2015**

### **Canadian Conference**

- Local 1000 has been working on being granted membership in the Canadian Conference of the AFM. This is the conference of the AFM made up of the geographic locals across Canada.
- In June 2015 we asked to become members and indicated we would like to attend the annual meeting of the Canadian Conference in August. We said if the timeline was too short to approve membership in time for the meeting, we would be happy to come as guests/observers. It is common practice for the various conferences of the AFM and CFM to visit each other's conferences, and usually guests are welcomed with open arms. Unfortunately our request was denied.
- When we asked why, we were not given a reason but we were told that the Canadian Conference would entertain a request for us to attend as guests/observers at the 2016 conference.
- The E-Board agreed we should once again request to be granted membership in the Conference, and we have sent another letter with that request.
- There is some historical mistrust and suspicion of Local 1000 that we are working to change, and we hope by taking this tact we can overcome some misinformation and misunderstandings and be able to work together to improve things for our Canadian members, and for musicians in Canada in general.

### **Canadian Committee**

- We have a Canadian Committee that is in touch around issues of importance to Canadian members: Cathy Miller (BC), John Wort Hannam (AB), Eve Goldberg (Canadian VP, Toronto), Ken Whiteley (Former Canadian VP, Toronto), Bob Ardern (NS).

### **P2 Visas and Border Crossing for Canadians**

- Much of my time over the last few months has been dealing with a sudden slowdown in the approval of P2 visas for Canadian members who have booked tours in the US. Over the summer and into this fall, we saw approval times for applications go from 45 days up to somewhere between 75 and 90 days. This has created terrible situations for some of our members who have had to cancel gigs or entire tours. I have been helping individual members as best as I can (although there is not much in practical terms that we can do).
- I am in close contact with Liana White, Executive Director of the Canadian Federation of Musicians, who has gone above and beyond the call of duty in assisting our members (as has the entire CFM staff).

- Local 1000 sponsored a “Cyber Union Hall” on crossing the border that Liana attended, and I was also part of a webinar organized by Folk Music Canada last week.
- I have been in conversations with Tamara Kater from Folk Music Canada, and a representative from Folk Alliance about developing materials to help people through this particular blip (Folk Music Canada is at NERFA and has some materials available for artists and venues). In the long term we are looking at collaborating with these organizations to create some good solid “how to” information that we can easily circulate to our members. Our current recommendation if you are going to apply for a P2 visa is to get your application in 100 days before the first gig, if at all possible.

### **“Harperman” Campaign**

- Local 1000 wrote a letter of solidarity to the public service union representing Tony Turner, a Canadian musician who was suspended from his job at Environment Canada for singing and making a video of his song “Harperman.” This was a big issue in the recent Canadian election, and Tony has been a mainstay of the Ottawa folk music scene for many years. He is not a member of Local 1000 (but maybe he will be someday!).

### **Folk Music Ontario Conference**

- We had a successful Local 1000 get-together on Thursday night of the Folk Music Ontario Conference in October. We probably had about 15 – 20 people attend, including Cathy Lee and Fatima Gueye from the Canadian Federation of Musicians office.

### **Canadian Exchange Rate**

- We are discussing how to handle the Canadian/US dollar exchange rate, which is hurting Canadian members quite a bit right now since all dues and fees are paid in U.S. dollars and the Canadian dollar has dropped in value quite a bit over the last year. Unfortunately, our expenses as a Local are also all in U.S. dollars, and they don’t go down, so we haven’t figured out if there is anything we can do, but we are aware of the situation.

Sorry I can’t be with you all this weekend!

Eve Goldberg  
Canadian Vice President  
Local 1000

3:01 PM

11/11/15

Accrual Basis

**Local 1000**  
**Balance Sheet Prev Year Comparison**  
**As of October 31, 2015**

	Oct 31, 15	Oct 31, 14	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>1000 · Cash</b>				
1010 · Amalgamated Bank - primary	409.07	2,648.29	-2,239.22	-84.6%
1011 · Actors Federal Credit Union	100.00	0.00	100.00	100.0%
1015 · Amalgamated Savings ERF	1,081.45	2,680.17	-1,598.72	-59.7%
1020 · Greenfield Savings	929.83	1,645.83	-716.00	-43.5%
1025 · Petty Cash	300.00	300.00	0.00	0.0%
<b>Total 1000 · Cash</b>	<u>2,820.35</u>	<u>7,274.29</u>	<u>-4,453.94</u>	<u>-61.2%</u>
<b>Total Checking/Savings</b>	2,820.35	7,274.29	-4,453.94	-61.2%
<b>Accounts Receivable</b>				
3400 · Accounts Receivable	10,281.57	10,039.06	242.51	2.4%
<b>Total Accounts Receivable</b>	10,281.57	10,039.06	242.51	2.4%
<b>Other Current Assets</b>				
1900 · Undeposited Funds	344.00	1,641.44	-1,297.44	-79.0%
<b>Total Other Current Assets</b>	<u>344.00</u>	<u>1,641.44</u>	<u>-1,297.44</u>	<u>-79.0%</u>
<b>Total Current Assets</b>	13,445.92	18,954.79	-5,508.87	-29.1%
<b>Other Assets</b>				
<b>3000 · Other Assets</b>				
3410 · Loans Receivable	9,031.00	0.00	9,031.00	100.0%
<b>Total 3000 · Other Assets</b>	<u>9,031.00</u>	<u>0.00</u>	<u>9,031.00</u>	<u>100.0%</u>
<b>Total Other Assets</b>	9,031.00	0.00	9,031.00	100.0%
<b>TOTAL ASSETS</b>	<u><b>22,476.92</b></u>	<u><b>18,954.79</b></u>	<u><b>3,522.13</b></u>	<u><b>18.6%</b></u>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
3550 · Accounts Payable	2,009.73	0.00	2,009.73	100.0%
<b>Total Accounts Payable</b>	2,009.73	0.00	2,009.73	100.0%
<b>Other Current Liabilities</b>				
3500 · Other Liabilities				
3515 · TEMPO-AFM Legislative Actn Fnd	43.00	5.00	38.00	760.0%
3520 · ERF - tracking	0.00	6,926.20	-6,926.20	-100.0%
3525 · Member Overpayments	0.00	45.00	-45.00	-100.0%
3530 · Payroll Liabilities	684.45	1,671.77	-987.32	-59.1%
3535 · Joe Hill Ed. Fund Tracking Acct	0.00	37.00	-37.00	-100.0%
<b>Total 3500 · Other Liabilities</b>	<u>727.45</u>	<u>8,684.97</u>	<u>-7,957.52</u>	<u>-91.6%</u>
<b>Total Other Current Liabilities</b>	727.45	8,684.97	-7,957.52	-91.6%
<b>Total Current Liabilities</b>	<u>2,737.18</u>	<u>8,684.97</u>	<u>-5,947.79</u>	<u>-68.5%</u>
<b>Total Liabilities</b>	2,737.18	8,684.97	-5,947.79	-68.5%
<b>Equity</b>				
4005 · Retained Earnings	20,562.00	11,652.59	8,909.41	76.5%
Net Income	-822.26	-1,382.77	560.51	40.5%
<b>Total Equity</b>	<u>19,739.74</u>	<u>10,269.82</u>	<u>9,469.92</u>	<u>92.2%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>22,476.92</b></u>	<u><b>18,954.79</b></u>	<u><b>3,522.13</b></u>	<u><b>18.6%</b></u>



**Local 1000**  
**Profit & Loss Prev Year Comparison**  
 January through October 2015

	Jan - Oct 15	Jan - Oct 14	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5000 · Membership Dues & Assesmnt				
5010 · Annual Dues	68,023.13	56,254.96	11,768.17	20.9%
5015 · Canadian Dues	41.73	0.00	41.73	100.0%
5020 · Quarterly Dues	14,922.50	16,301.00	-1,378.50	-8.5%
5025 · Work Dues	14,336.77	21,729.24	-7,392.47	-34.0%
5030 · Initiation Fee	1,670.00	1,900.00	-230.00	-12.1%
5035 · Re-Instatement Fees	175.00	440.00	-265.00	-60.2%
5040 · Work Dues Equiv Donation	1,511.27	1,055.92	455.35	43.1%
5045 · Individual Donations				
5049 · Deportree Memorial Donate	3.13	0.00	3.13	100.0%
<b>Total 5045 · Individual Donations</b>	3.13	0.00	3.13	100.0%
5050 · Joe Hill Educational Fund	588.00	25.00	563.00	2,252.0%
5055 · ERF contributions	762.99	0.00	762.99	100.0%
5060 · Member Retreat Reg	4,610.00	4,425.00	185.00	4.2%
<b>Total 5000 · Membership Dues &amp; Assesmnt</b>	106,644.52	102,131.12	4,513.40	4.4%
<b>Total Income</b>	106,644.52	102,131.12	4,513.40	4.4%
<b>Gross Profit</b>	106,644.52	102,131.12	4,513.40	4.4%
<b>Expense</b>				
6000 · Payroll and Allowances				
6005 · Payroll Expenses				
6006 · Salaries	30,481.34	30,240.47	240.87	0.8%
6005 · Payroll Expenses - Other	1,556.00	2,404.00	-848.00	-35.3%
<b>Total 6005 · Payroll Expenses</b>	32,037.34	32,644.47	-607.13	-1.9%
<b>Total 6000 · Payroll and Allowances</b>	32,037.34	32,644.47	-607.13	-1.9%
6100 · Payroll Taxes				
6105 · Employer Payroll Taxes	3,158.84	3,346.23	-187.39	-5.6%
<b>Total 6100 · Payroll Taxes</b>	3,158.84	3,346.23	-187.39	-5.6%
6200 · Employee Benefits				
6205 · Health	0.00	500.00	-500.00	-100.0%
6210 · Pension	3,469.82	2,833.96	635.86	22.4%
<b>Total 6200 · Employee Benefits</b>	3,469.82	3,333.96	135.86	4.1%
6300 · Occupancy				
6305 · Rent	5,000.00	5,000.00	0.00	0.0%
<b>Total 6300 · Occupancy</b>	5,000.00	5,000.00	0.00	0.0%
6400 · Telecommunications				
6405 · Telephone	1,178.45	1,314.45	-136.00	-10.4%
<b>Total 6400 · Telecommunications</b>	1,178.45	1,314.45	-136.00	-10.4%
6500 · Printing				
6510 · Checks and Deposit Slips	97.05	195.95	-98.90	-50.5%
6520 · Utah Phillips Award Plaque	118.29	0.00	118.29	100.0%
6525 · Newsletter				
6340 · Mailing Services	824.50	771.15	53.35	6.9%
6530 · Design Newsletter	600.00	450.00	150.00	33.3%
6535 · Printing Newsletter	2,090.00	895.00	1,195.00	133.5%
<b>Total 6525 · Newsletter</b>	3,514.50	2,116.15	1,398.35	66.1%
6570 · Membership Cards	175.00	0.00	175.00	100.0%
6580 · artwork and proof	30.00	0.00	30.00	100.0%
<b>Total 6500 · Printing</b>	3,934.84	2,312.10	1,622.74	70.2%
6600 · Postage & Shipping				
6605 · Postage	2,335.38	948.43	1,386.95	146.2%
6610 · Shipping	148.80	27.15	121.65	448.1%
6600 · Postage & Shipping - Other	24.00	0.00	24.00	100.0%
<b>Total 6600 · Postage &amp; Shipping</b>	2,508.18	975.58	1,532.60	157.1%
6700 · Office				
6710 · Office Supplies	436.21	371.46	64.75	17.4%
6720 · Bank Charges				
6725 · Bank Service Charge	-20.37	45.26	-65.63	-145.0%
6726 · Bank Svc Charge Foreign	154.00	91.71	62.29	67.9%
6727 · CAD to USD (exchange rate)	147.17	74.75	72.42	96.9%
6720 · Bank Charges - Other	20.56	0.00	20.56	100.0%
<b>Total 6720 · Bank Charges</b>	301.36	211.72	89.64	42.3%
6730 · Merchant Account Fees	0.00	86.23	-86.23	-100.0%
6740 · Paypal fees	2,382.06	1,804.98	577.08	32.0%
6745 · Stripe fees	17.22	46.48	-29.26	-63.0%
6750 · Square fees	12.34	44.84	-32.50	-72.5%
6760 · Credit Card Interest/Fees	-20.06	0.00	-20.06	-100.0%
6770 · Dues and Subscriptions	250.00	381.26	-131.26	-34.4%
6780 · Taxes - Sales Tax	341.01	147.87	193.14	130.6%
6785 · Taxes - Tax Fee	340.35	0.00	340.35	100.0%
6795 · Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
<b>Total 6700 · Office</b>	4,060.49	3,094.84	965.65	31.2%

**Local 1000**  
**Profit & Loss Prev Year Comparison**  
 January through October 2015

	Jan - Oct 15	Jan - Oct 14	\$ Change	% Change
<b>6900 · Accounting</b>				
6911 · Prof. Fees (1099-MISC tracking)	0.00	4,000.00	-4,000.00	-100.0%
<b>Total 6900 · Accounting</b>	0.00	4,000.00	-4,000.00	-100.0%
<b>7100 · Computer</b>				
7110 · Computer Related				
7121 · Software	162.22	852.48	-690.26	-81.0%
7130 · Backup service	176.97	56.99	119.98	210.5%
<b>Total 7110 · Computer Related</b>	339.19	909.47	-570.28	-62.7%
7150 · Website				
7156 · Website Services	371.77	685.21	-313.44	-45.7%
7150 · Website - Other	0.00	14.00	-14.00	-100.0%
<b>Total 7150 · Website</b>	371.77	699.21	-327.44	-46.8%
<b>Total 7100 · Computer</b>	710.96	1,608.68	-897.72	-55.8%
<b>7200 · Insurance</b>				
7215 · Disability Insurance	75.83	114.41	-38.58	-33.7%
7220 · Work Comp	653.19	370.74	282.45	76.2%
<b>Total 7200 · Insurance</b>	729.02	485.15	243.87	50.3%
<b>7300 · Conference &amp; Exec Meetings</b>				
7305 · Airfare	2,715.58	2,222.11	493.47	22.2%
7310 · Conference Fees	552.62	678.75	-126.13	-18.6%
7315 · Lodging	2,867.50	2,404.05	463.45	19.3%
7320 · Meals	0.00	162.40	-162.40	-100.0%
7330 · Parking	156.00	32.00	124.00	387.5%
7335 · Ground transportation	1,392.56	1,596.55	-203.99	-12.8%
7340 · Per Diem	2,078.00	1,251.23	826.77	66.1%
7345 · SFZ (Showcase Free Zone)	68.11	44.96	23.15	51.5%
7300 · Conference & Exec Meetings - Other	0.00	158.00	-158.00	-100.0%
<b>Total 7300 · Conference &amp; Exec Meetings</b>	9,830.37	8,550.05	1,280.32	15.0%
<b>7350 · Member Gatherings</b>				
7355 · Gathering Travel	690.87	1,210.18	-519.31	-42.9%
7365 · Gathering Lodging	4,200.00	3,009.00	1,191.00	39.6%
7370 · Gathering Honoraria	2,100.00	600.00	1,500.00	250.0%
7375 · Gathering Meals	22.85	0.00	22.85	100.0%
<b>Total 7350 · Member Gatherings</b>	7,013.72	4,819.18	2,194.54	45.5%
7400 · AFM Per Capita Taxes	33,097.00	30,482.50	2,614.50	8.6%
7500 · AFM FIF	585.00	1,040.00	-455.00	-43.8%
<b>7800 · Organizing</b>				
7805 · Organizing Travel	0.00	101.14	-101.14	-100.0%
<b>Total 7800 · Organizing</b>	0.00	101.14	-101.14	-100.0%
<b>8000 · Advertising/Promotion</b>				
8020 · Trade Show	0.00	400.00	-400.00	-100.0%
8000 · Advertising/Promotion - Other	230.00	0.00	230.00	100.0%
<b>Total 8000 · Advertising/Promotion</b>	230.00	400.00	-170.00	-42.5%
<b>Total Expense</b>	107,544.03	103,508.33	4,035.70	3.9%
<b>Net Ordinary Income</b>	-899.51	-1,377.21	477.70	34.7%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
5100 · Investment Income				
5105 · Bank Interest	1.04	2.59	-1.55	-59.9%
<b>Total 5100 · Investment Income</b>	1.04	2.59	-1.55	-59.9%
5500 · Other Income	76.21	-8.15	84.36	1,035.1%
<b>Total Other Income</b>	77.25	-5.56	82.81	1,489.4%
<b>Net Other Income</b>	77.25	-5.56	82.81	1,489.4%
<b>Net Income</b>	-822.26	-1,382.77	560.51	40.5%