



Financial Statements

For the period ending YTD November 30th, 2024

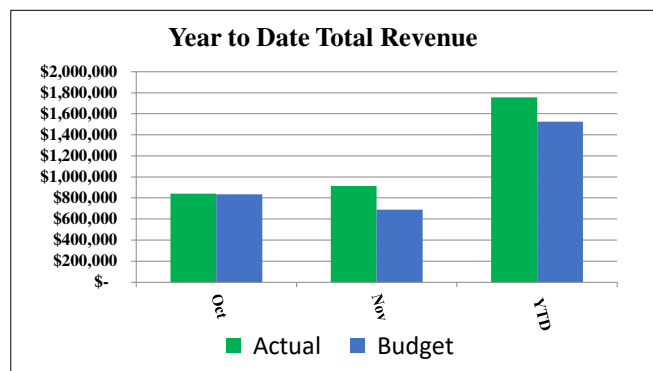
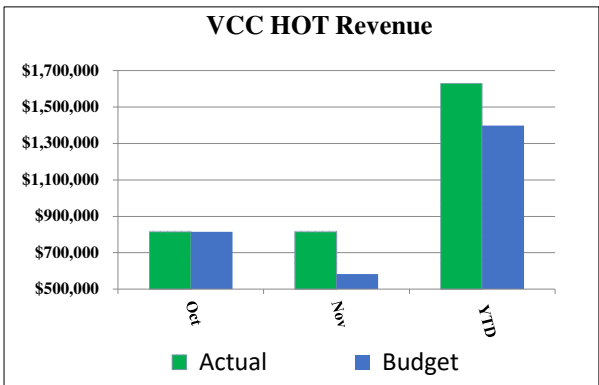
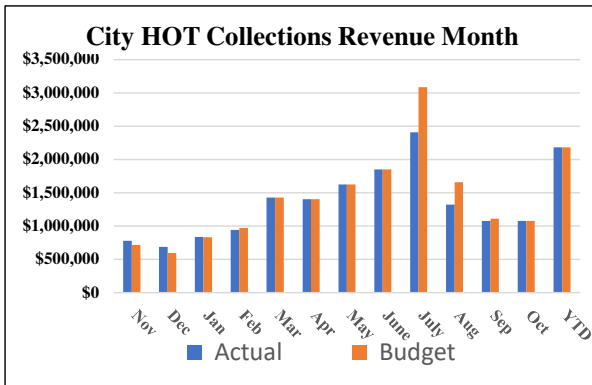
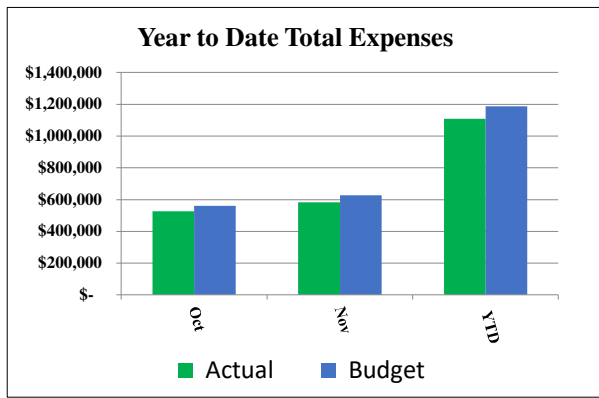
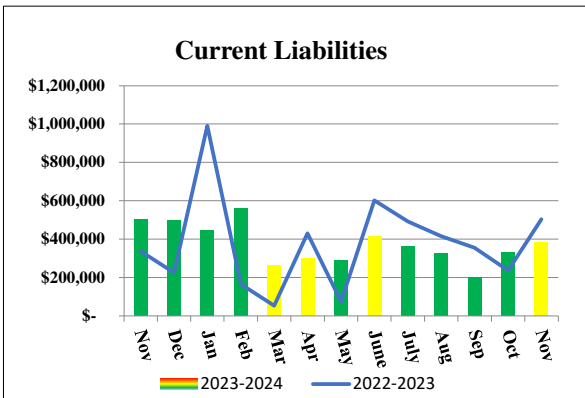
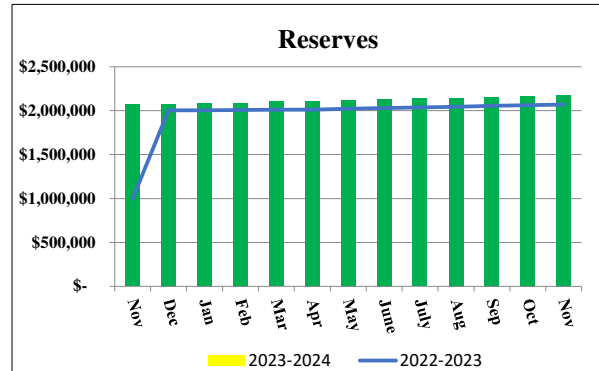
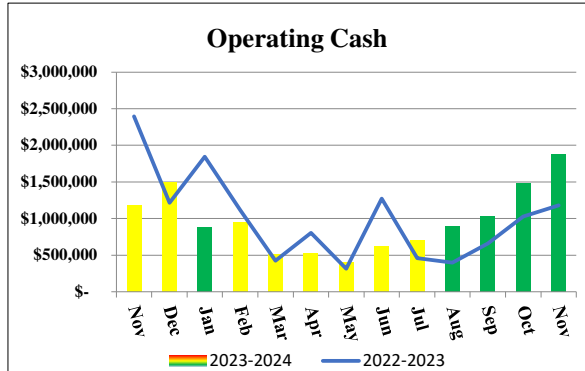
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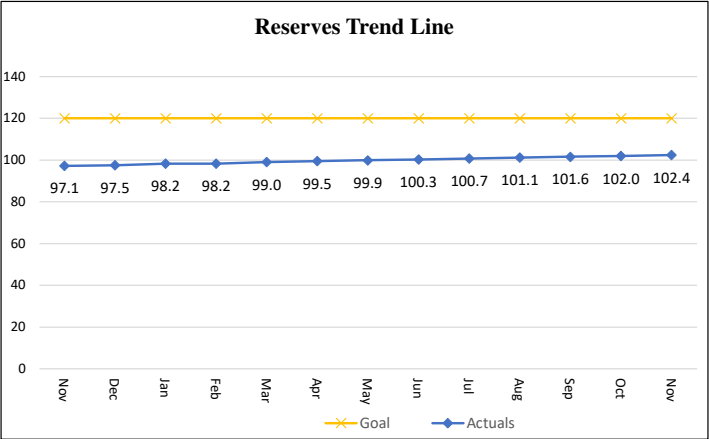
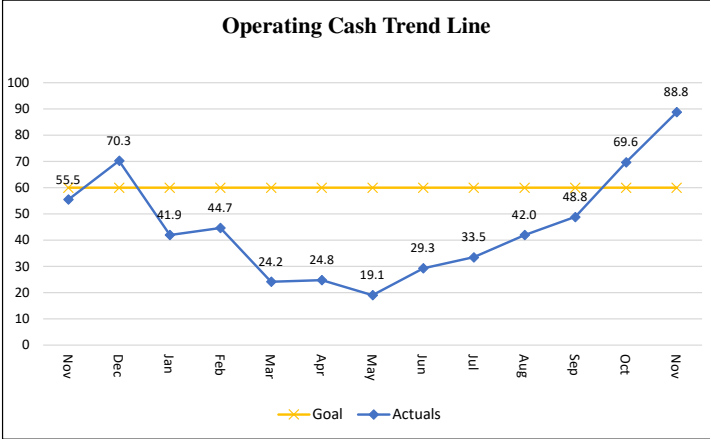
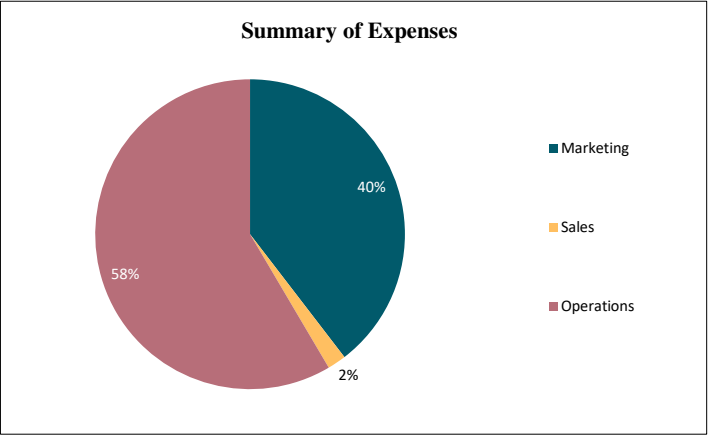
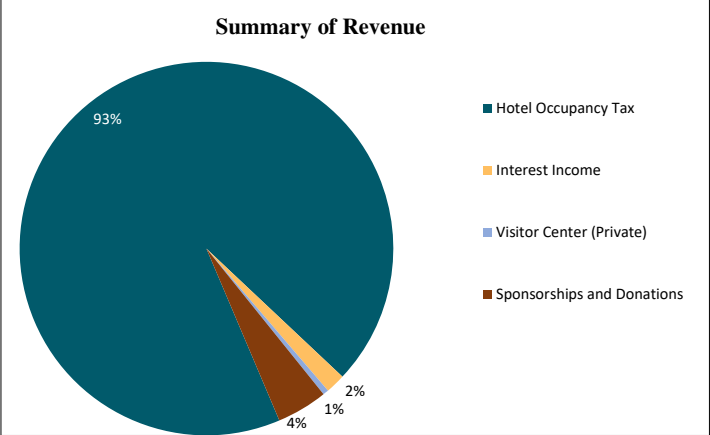
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Financial Dashboard
For the period ending YTD November 30th ,2024

Color Code

	Significant Underperformance (over 20% budget variance)
	Underperforming Expectations (between 6 – 20% of budget)
	Operating as Expected (within 5% of budget)



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Financial Dashboard
For the period ending YTD November 30th, 2024



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Balance Sheet
For the period ending YTD November 30th, 2024 and November 30th, 2023

Note: Fiscal year is October 2024 through December 2024

	November 2024 \$	November 2023 \$	Variance \$	Variance %
ASSETS				
CURRENT ASSETS				
Operating Cash				
Operating Public Account	203,923	233,193	(29,270)	(12.6%)
Operating Private Account	108,330	107,778	552	0.5%
American Bank Reserves	1,778	1,710	69	4.0%
Bill.com Money Out Clearing	(21)	5,728	(5,749)	(100.4%)
American Bank HOT Revenue MMA Account	1,573,321	834,345	738,977	88.6%
American Bank GIP/CEF	91,452	72,274	19,178	27%
Petty Cash	1,000	1,000	-	-
Total Operating Cash	1,979,785	1,256,028	723,757	57.6%
Investments				
American Bank Wealth Management Account	2,174,394	2,068,869	105,525	5.1%
American Bank Wealth Management Account -GIP	365,647	826,198	(460,551)	(55.7%)
Total Investments	2,540,041	2,895,066	(355,026)	(12.3%)
Accounts Receivable	27,703	21,804	5,899	27.1%
TPID Receivable	44,573	42,814	1,759	4.1%
Total Current Assets	4,592,101	4,215,712	376,389	8.9%
FIXED ASSETS				
Vehicle, Equipment and Leasehold Improvements	488,191	476,872	11,319	2.4%
Less: Accumulated Depreciation	(232,695)	(143,240)	(89,454)	(62.5%)
Website	85,171	85,171	-	-
Less: Accumulated Amortization	(85,171)	(80,925)	(4,246)	(5.2%)
TOTAL FIXED ASSETS	255,496	337,877	(82,381)	(24.4%)
OTHER ASSETS				
Prepaid Expenses	115,230	358,355	(243,125)	(67.8%)
ROU Asset - Operating Lease	474,555	474,555	-	-
TOTAL OTHER ASSETS	589,785	832,910	(243,125)	(29.2%)
TOTAL ASSETS	\$ 5,437,382	\$ 5,386,499	\$ 50,883	0.9%
LIABILITIES				
CURRENT LIABILITIES				
Trade Accounts Payable	328,852	423,080	(94,228)	(22.3%)
Divvy Credit Card	1,427	(4,484)	5,911	131.8%
Accrued Expenses	-	26,097	(26,097)	(100.0%)
Salary & Benefits Payable	52,274	58,026	(5,752)	(9.9%)
Miscellaneous Payables	484	625	(141)	(22.5%)
Total Current Liabilities	383,037	503,344	(120,307)	(23.9%)
Deferred Revenue				
Deferred Revenue - GIP	216,279	705,993	(489,715)	(69.4%)
Total Deferred Revenue	216,279	705,993	(489,715)	(69.4%)
LONG TERM LIABILITIES				
Operating Lease Liability	328,198	328,198	-	-
Current Portion - Lease Liability	153,820	153,820	-	-
Total Long term Liabilities	482,018	482,018	-	-
TOTAL LIABILITIES	\$ 1,081,334	\$ 1,691,355	\$ (610,022)	(36.1%)
NET ASSETS				
Unrestricted Net Assets	3,708,960	3,051,170	657,789	21.6%
Current Year Net Assets	647,089	643,973	3,116	0.5%
TOTAL NET ASSETS	\$ 4,356,049	\$ 3,695,144	\$ 660,905	17.9%
TOTAL LIABILITIES & NET ASSETS	\$ 5,437,382	\$ 5,386,499	\$ 50,883	0.9%

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Trend Balance Sheet Ratios
For the period ending November 30th, 2024

	November 2023	December 2023	January 2024	February 2024	March 2024	April 2024	May 2024	June 2024	July 2024	August 2024	September 2024	October 2024	November 2024
Operating Cash ¹	55.50	70.26	41.95	44.70	24.19	24.80	19.07	29.27	33.49	41.96	48.85	69.64	88.82
Current Ratio ²	8.38	8.97	8.74	6.84	12.92	11.22	11.22	8.43	9.64	11.10	18.92	12.97	11.99
Leverage ³	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reserves ⁴	97.13	97.54	98.23	98.23	99.04	99.46	99.87	100.30	100.71	101.14	101.57	101.97	102.37
Savings Indicator ⁵	0.56	0.49	0.15	0.09	0.01	0.01	0.00	0.03	0.06	0.08	0.10	0.60	0.58

1 Operating Cash = Cash/Daily Expenses. Indicates how many days a company can survive without additional cash.

2 Current Ratio = Current Assets/Current Liabilities. Measures a company's ability to repay short term debts with short term assets.
A ratio between 3 and 4 is ideal, with a high number indicating greater ability to repay short term debt.

3 Leverage = Long Term Liabilities/Total Net Assets. Indicates how assets are financed.
A lower number indicates that assets are financed through savings/net assets while a higher number indicates that assets are financed through debt and puts the company at greater risk of default on its obligations.

4 Reserves = Investments/Daily Expenses. Measures the number of days of investments a company can survive on.

5 Savings Indicator = (Revenue - Expenses) / Expenses. Expresses surplus (or deficit) of revenues over expenses.
Positive Savings Indicators allows you to add to net assets. Negative Savings Indicator indicates that there is consumption of the net assets.

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Statement of Activities
For the Period Ending YTD November 30th, 2024

Note: Fiscal year is October 2024 through December 2024

	Nov-24 YTD - ACTUALS		Nov-24 YTD - BUDGET	Over/(Under) VARIANCE TO BUDGET		Nov-23 YTD - ACTUALS		Nov-24 to Nov-23 ACTUALS VARIANCE		Annual Budget (Oct - Dec)		Budget Remaining	
	\$	%	\$	\$	%	\$	%	\$	%	\$	%	\$	%
REVENUES & OTHER SUPPORT:													
Hotel Occupancy Tax	1,630,966	92.9%	1,397,993	232,973	16.7%	1,608,363	89.5%	22,603	1.4%	1,872,549	92.7%	241,583	12.9%
Interest Income	29,823	1.7%	26,400	3,423	13.0%	25,986	1.4%	3,837	14.8%	39,600	2.0%	9,777	24.7%
Visitor Center	8,620	0.5%	6,800	1,820	26.8%	6,827	0.4%	1,794	26.3%	13,400	0.7%	4,780	35.7%
Cooperative Revenue (Private)	4,638	0.3%	3,849	789	20.5%	73,355	4.1%	(68,717)	(93.7%)	5,549	0.3%	911	16.4%
Sponsorships and Donations (HOSPIS)	76,450	4.4%	90,000	(13,550)	(15.1%)	77,875	4.3%	(1,425)	(1.8%)	90,000	4.5%	13,550	15.1%
Miscellaneous Income	4,528	0.3%	-	4,528	100.0%	5,583	0.3%	(1,055)	(18.9%)	-	-	(4,528)	-
TOTAL REVENUES													
& OTHER SUPPORT:	\$ 1,755,026	100.0%	\$ 1,525,042	\$ 229,983	15.1%	\$ 1,797,989	100.0%	\$ (42,963)	(2.4%)	\$ 2,021,098	100.0%	\$ 266,073	14.2%
PROGRAM EXPENSES:													
Marketing													
Printed Collateral Materials	4,400	0.3%	22,900	(18,500)	(80.8%)	24,487	1.4%	(20,086)	(82.0%)	30,300	1.5%	25,900	85.5%
Giveaway Promotions	12,803	0.7%	22,300	(9,497)	(42.6%)	5,393	0.3%	7,410	137.4%	26,050	1.3%	13,247	50.9%
Media Advertising	351,638	20.0%	351,684	(46)	(0.0%)	360,218	20.0%	(8,580)	(2.4%)	528,074	26.1%	176,436	33.4%
Website & Digital Assets	28,206	1.6%	30,608	(2,402)	(7.8%)	24,307	1.4%	3,898	16.0%	45,911	2.3%	17,705	38.6%
Market Research	30,912	1.8%	31,287	(375)	(1.2%)	27,141	1.5%	3,771	13.9%	53,195	2.6%	22,283	41.9%
Marketing Projects	8,379	0.5%	13,083	(4,704)	(36.0%)	10,777	0.6%	(2,399)	(22.3%)	17,333	0.9%	8,954	51.7%
Sales													
Trade Shows/Missions	2,962	0.2%	-	2,962	100.0%	425	0.0%	2,537	597.6%	-	-	(2,962)	-
Convention Commitments	-	-	-	-	-	(725)	(0.0%)	725	100.0%	-	-	-	-
Dues/Subscriptions	18,504	1.1%	26,595	(8,091)	(30.4%)	18,409	1.0%	95	0.5%	38,528	1.9%	20,024	52.0%
Visitor Center Exp	5,629	0.3%	7,550	(1,921)	(25.4%)	4,970	0.3%	659	13.2%	13,175	0.7%	7,546	57.3%
Private Expenses	76,704	4.4%	87,335	(10,631)	(12.2%)	75,031	4.2%	1,672	2.2%	93,850	4.6%	17,146	18.3%
Operations													
Salaries & Benefits	371,042	21.1%	381,036	(9,994)	(2.6%)	417,275	23.2%	(46,233)	(11.1%)	561,836	27.8%	190,794	34.0%
Professional Fees	70,412	4.0%	65,404	5,008	7.7%	37,734	2.1%	32,678	86.6%	114,758	5.7%	44,346	38.6%
Insurance	1,676	0.1%	2,582	(906)	(35.1%)	4,328	0.2%	(2,652)	(61.3%)	3,873	0.2%	2,197	56.7%
Bank Fees	833	0.0%	896	(63)	(7.0%)	833	0.0%	-	-	1,344	0.1%	511	38.0%
Board Meeting Expense	8,468	0.5%	4,570	3,898	85.3%	2,398	0.1%	6,069	253.1%	5,930	0.3%	(2,538)	(42.8%)
Rent & Utilities	30,076	1.7%	31,786	(1,710)	(5.4%)	33,361	1.9%	(3,285)	(9.8%)	47,714	2.4%	17,638	37.0%
Computer Expense	13,205	0.8%	9,424	3,781	40.1%	2,284	0.1%	10,920	478.0%	14,136	0.7%	931	6.6%
Maintenance and Repair	255	0.0%	800	(545)	(68.1%)	-	-	255	100.0%	1,200	0.1%	945	78.8%
Office Supplies	6,329	0.4%	9,417	(3,088)	(32.8%)	4,993	0.3%	1,335	26.7%	13,550	0.7%	7,221	53.3%
Staff Development	34,562	2.0%	47,296	(12,734)	(26.9%)	45,278	2.5%	(10,715)	(23.7%)	49,177	2.4%	14,615	29.7%
Community Relations	13,950	0.8%	22,500	(8,550)	(38.0%)	37,790	2.1%	(23,840)	(63.1%)	33,000	1.6%	19,050	57.7%
Miscellaneous Expense	204	-	-	204	100.0%	-	-	204	100.0%	-	-	(204)	-
Depreciation/Amortization	14,340	0.8%	15,833	(1,493)	(9.4%)	14,286	0.8%	54	0.4%	23,750	1.2%	9,410	39.6%
Local Meetings/Events	2,449	0.1%	3,000	(551)	(18.4%)	3,021	0.2%	(572)	(18.9%)	4,500	0.2%	2,051	45.6%
TOTAL PROGRAM EXPENSES	1,107,937	63.1%	1,187,886	(79,949)	(6.7%)	1,154,016	64.2%	(46,079)	(4.0%)	1,721,184	85.2%	613,247	35.6%
CHANGE IN NET ASSETS	\$ 647,089	36.9%	337,156	\$ 309,933	91.9%	\$ 643,973	35.8%	\$ 3,116	0.5%	\$ 299,914	14.8%	\$ (347,175)	(115.8%)