

UTAH SYSTEM OF HIGHER EDUCATION

Report of Total Auxiliary Enterprise Operations (2022-23 Actuals)

	<u>UU</u>	<u>USU</u>	<u>WSU</u>	<u>SUU</u>	<u>SNOW</u>	<u>UT</u>	<u>UVU</u>	<u>SLCC</u>
Beg Fund Balance ¹	\$ 4,351,464	\$ 1,775,578	\$ 6,878,050	\$ 1,765,219	\$ 331,927	\$ 3,494,224	\$ 3,055,596	\$ 2,863,549
Revenues	166,668,308	51,730,865	16,849,360	10,406,720	3,393,397	12,528,678	14,492,486	1,809,988
Expenditures	(139,476,256)	(37,489,218)	(16,557,229)	(7,061,224)	(4,270,666)	(8,591,173)	(13,915,059)	(2,266,487)
Net Income	27,192,052	14,241,647	292,131	3,345,496	(877,269)	3,937,505	577,427	(456,498)
Transfers	(27,316,448)	(14,617,894)	(1,100,983)	(3,345,496)	864,359	(3,976,359)	(577,427)	209,167
Change in Fund Balance	(124,396)	(376,247)	(808,852)	-	(12,910)	(38,854)	-	(247,331)
End Fund Balance	<u>\$ 4,227,068</u>	<u>\$ 1,399,331</u>	<u>\$ 6,069,198</u>	<u>\$ 1,765,219</u>	<u>\$ 319,017</u>	<u>\$ 3,455,370</u>	<u>\$ 3,055,596</u>	<u>\$ 2,616,218</u>
	<u>BTC</u>	<u>DTC</u>	<u>DXTC</u>	<u>MTC</u>	<u>OWTC</u>	<u>SWTC</u>	<u>TTC</u>	<u>UBTC</u>
Beg Fund Balance ¹	\$ 47,214	\$ 470,753	\$ -	\$ 791,287	\$ (189,347)	\$ 28,344	\$ -	\$ 736,918
Revenues	639,743	1,599,073	540,696	899,428	1,198,720	222,034	216,963	445,171
Expenditures	(687,167)	(1,604,135)	(524,893)	(1,633,858)	(1,370,430)	(209,040)	(221,296)	(415,516)
Net Income	(47,424)	(5,061)	15,803	(734,430)	(171,710)	12,994	(4,333)	29,654
Transfers	55,000	-	2,758	525,221	191,311	-	4,333	(2,383)
Change in Fund Balance	7,576	(5,061)	18,561	(209,209)	19,601	12,994	-	27,271
End Fund Balance	<u>\$ 54,790</u>	<u>\$ 465,692</u>	<u>\$ 18,561</u>	<u>\$ 582,078</u>	<u>\$ (169,746)</u>	<u>\$ 41,338</u>	<u>\$ -</u>	<u>\$ 764,189</u>

¹ Fund Balance includes cash, inventories, etc. related to running/maintaining Auxiliary Enterprise Operations.

UTAH SYSTEM OF HIGHER EDUCATION
Report of Total Auxiliary Enterprise Operations (2023-24 Budgets)

	<u>UU</u>	<u>USU</u>	<u>WSU</u>	<u>SUU</u>	<u>SNOW</u>	<u>UT</u>	<u>UVU</u>	<u>SLCC</u>
Beg Fund Balance ¹	\$ 4,227,069	\$ 1,399,331	\$ 6,069,198	\$ 1,765,219	\$ 319,017	\$ 3,455,370	\$ 3,055,596	\$ 2,616,217
Revenues	171,719,347	51,258,659	16,986,635	10,039,615	3,727,000	13,050,000	13,636,279	1,828,300
Expenditures	(144,868,253)	(40,729,141)	(16,818,228)	(7,072,416)	(3,396,000)	(8,800,000)	(13,200,193)	(2,100,000)
Net Income	26,851,094	10,529,518	168,406	2,967,199	331,000	4,250,000	436,086	(271,700)
Transfers	(26,776,964)	(10,507,283)	-	(2,967,199)	230,000	(3,415,000)	(436,086)	271,700
Change in Fund Balance	74,130	22,235	168,406	-	561,000	835,000	-	-
End Fund Balance	<u>\$ 4,301,199</u>	<u>\$ 1,421,566</u>	<u>\$ 6,237,605</u>	<u>\$ 1,765,219</u>	<u>\$ 880,017</u>	<u>\$ 4,290,370</u>	<u>\$ 3,055,596</u>	<u>\$ 2,616,217</u>
	<u>BTC</u>	<u>DTC</u>	<u>DXTC</u>	<u>MTC</u>	<u>OWTC</u>	<u>SWTC</u>	<u>TTC</u>	<u>UBTC</u>
Beg Fund Balance ¹	\$ 54,790	\$ 465,691	\$ -	\$ 582,078	\$ (169,746)	\$ 41,338	\$ -	\$ 289,813
Revenues	708,300	1,471,200	545,000	940,000	1,048,000	188,700	213,012	432,000
Expenditures	(708,300)	(1,488,552)	(545,000)	(1,500,000)	(1,031,450)	(188,700)	(207,438)	(432,000)
Net Income	-	(17,352)	-	(560,000)	16,550	-	5,574	-
Transfers	-	-	-	492,922	-	-	-	-
Change in Fund Balance	-	(17,352)	-	(67,078)	16,550	-	5,574	-
End Fund Balance	<u>\$ 54,790</u>	<u>\$ 448,339</u>	<u>\$ -</u>	<u>\$ 515,000</u>	<u>\$ (153,196)</u>	<u>\$ 41,338</u>	<u>\$ 5,574</u>	<u>\$ 289,813</u>

¹ Fund Balance includes cash, inventories, etc. related to running/maintaining Auxiliary Enterprise Operations.

UTAH SYSTEM OF HIGHER EDUCATION

Auxiliary Enterprise Operations Comparisons of Totals (FY 2022 to FY 2023)

	UU				USU				WSU			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 168,045,500	\$ 166,668,308	\$ (1,377,192)	-1%	\$ 45,706,057	\$ 51,730,865	\$ 6,024,808	13%	\$ 16,768,666	\$ 16,849,360	\$ 80,694	0%
Expenditures	(145,044,541)	(139,476,256)	5,568,285	4%	(32,963,103)	(37,489,218)	(4,526,115)	-14%	(15,411,796)	(16,557,229)	(1,145,433)	-7%
Net Income	23,000,959	27,192,052	4,191,093	18%	12,742,954	14,241,647	1,498,693	12%	1,356,870	292,131	(1,064,739)	-78%
End Fund Bal	\$ 4,168,639	\$ 4,227,068	\$ 58,428	1%	\$ 1,765,295	\$ 1,399,331	\$ (365,964)	-21%	\$ 6,878,050	\$ 6,069,198	\$ (808,852)	-12%

	SUU				SNOW				UT			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 9,231,510	\$ 10,406,720	\$ 1,175,210	13%	\$ 4,071,711	\$ 3,393,397	\$ (678,314)	-17%	\$ 12,483,779	\$ 12,528,678	\$ 44,899	0%
Expenditures	(6,444,679)	(7,061,224)	(616,545)	-10%	(3,509,505)	(4,270,666)	(761,161)	-22%	(8,287,102)	(8,591,173)	(304,071)	-4%
Net Income	2,786,831	3,345,496	558,665	20%	562,206	(877,269)	(1,439,475)	-256%	4,196,677	3,937,505	(259,173)	-6%
End Fund Bal	\$ 1,765,219	\$ 1,765,219	\$ (0)	0%	\$ 331,927	\$ 319,017	\$ (12,910)	-4%	\$ 3,493,598	\$ 3,455,370	\$ (38,228)	-1%

	UVU				SLCC				BTC			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 10,518,424	\$ 14,492,486	\$ 3,974,062	38%	\$ 1,741,724	\$ 1,809,988	\$ 68,264	4%	\$ 610,826	\$ 639,743	\$ 28,917	5%
Expenditures	(10,444,604)	(13,915,059)	(3,473,455)	-33%	(1,692,758)	(2,266,487)	(573,729)	-34%	(567,440)	(687,167)	(119,727)	-21%
Net Income	76,820	577,427	500,607	652%	48,967	(456,498)	(505,465)	-1032%	43,386	(47,424)	(90,810)	-209%
End Fund Bal	\$ 3,055,596	\$ 3,055,596	\$ -	0%	\$ 2,863,549	\$ 2,616,218	\$ (247,332)	-9%	\$ 47,214	\$ 54,790	\$ 7,576	16%

	DTC				DXTC				MTC			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 1,475,587	\$ 1,599,073	\$ 123,486	8%	\$ 407,882	\$ 540,696	\$ 132,814	33%	\$ 1,156,790	\$ 899,428	\$ (257,362)	-22%
Expenditures	(1,517,925)	(1,604,135)	(86,210)	-6%	(549,531)	(524,893)	24,638	4%	(1,783,774)	(1,633,858)	149,916	8%
Net Income	(42,338)	(5,061)	37,276	88%	(141,649)	15,803	157,452	111%	(626,985)	(734,430)	(107,445)	-17%
End Fund Bal	\$ 470,752	\$ 465,692	\$ (5,061)	-1%	\$ (141,649)	\$ 18,561	\$ 160,210	113%	\$ 791,287	\$ 582,078	\$ (209,210)	-26%

	OWTC				SWTC				TTC			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 1,564,459	\$ 1,198,720	\$ (365,739)	-23%	\$ 199,710	\$ 222,034	\$ 22,324	11%	\$ 141,969	\$ 216,963	\$ 74,994	53%
Expenditures	(1,763,692)	(1,370,430)	393,262	22%	(180,648)	(209,040)	(28,392)	-16%	(228,465)	(221,296)	7,169	3%
Net Income	(199,233)	(171,710)	27,523	14%	19,062	12,994	(6,068)	-32%	(86,496)	(4,333)	82,163	95%
End Fund Bal	\$ -	\$ (169,746)	\$ (169,746)	0%	\$ 58,090	\$ 41,338	\$ (16,752)	-29%	\$ -	\$ -	\$ -	0%

	UBTC				Total			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 382,189	\$ 445,171	\$ 62,981	16%	\$ 274,506,783	\$ 283,641,630	\$ 9,134,847	3%
Expenditures	(323,074)	(415,516)	(92,442)	-29%	(230,709,637)	(236,293,647)	(5,584,010)	-2%
Net Income	59,115	29,654	(29,461)	-50%	43,797,146	47,347,983	3,550,837	8%
End Fund Bal	\$ 736,917	\$ 764,189	\$ 27,272	4%	\$ 26,284,485	\$ 24,663,918	\$ (1,620,567)	-6%

UTAH SYSTEM OF HIGHER EDUCATION

Campus Store Auxiliary Enterprise Operations Comparisons (FY 2022 to FY 2023)

	UU				USU				WSU			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 27,637,579	\$ 26,122,079	\$ (1,515,500)	-5%	\$ 9,189,465	\$ 9,034,542	\$ (154,923)	-2%	\$ 7,933,213	\$ 7,314,392	\$ (618,820)	-8%
Expenditures	(23,910,510)	(25,687,387)	(1,776,877)	-7%	(9,194,570)	(9,249,197)	(54,627)	-1%	(8,532,023)	(8,676,813)	(144,790)	-2%
Net Income	\$ 3,727,069	\$ 434,692	(3,292,377)		\$ (5,105)	\$ (214,655)	(209,550)		\$ (598,811)	\$ (1,362,421)	(763,610)	

	SUU				SNOW				UT			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 3,768,112	\$ 3,750,195	\$ (17,917)	0%	\$ 206,361	\$ 193,160	\$ (13,201)	-6%	\$ 4,053,991	\$ 3,720,381	\$ (333,610)	-8%
Expenditures	(3,532,731)	(3,640,779)	(108,048)	-3%	(210,246)	(138,986)	71,260	34%	(3,878,230)	(3,605,469)	272,761	7%
Net Income	\$ 235,381	\$ 109,416	(125,965)		\$ (3,885)	\$ 54,174	58,059		\$ 175,761	\$ 114,913	(60,849)	

	UVU				SLCC				BTC			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 3,343,968	\$ 4,665,759	\$ 1,321,791	40%	\$ 216,506	\$ 169,012	\$ (47,494)	-22%	\$ 483,048	\$ 587,648	\$ 104,600	22%
Expenditures	(3,815,217)	(4,982,656)	(1,167,439)	-31%	(151,504)	(268,916)	(117,412)	-77%	(459,234)	(617,771)	(158,537)	-35%
Net Income	\$ (471,249)	\$ (316,897)	154,352		\$ 65,002	\$ (99,904)	(164,906)		\$ 23,814	\$ (30,123)	(53,937)	

	DTC				DXTC				MTC			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 1,343,338	\$ 1,399,425	\$ 56,087	4%	\$ 301,585	\$ 373,331	\$ 71,746	24%	\$ 1,051,807	\$ 725,712	\$ (326,095)	-31%
Expenditures	(1,301,616)	(1,403,552)	(101,936)	-8%	(358,964)	(347,513)	11,451	3%	(1,491,399)	(1,219,109)	272,290	18%
Net Income	\$ 41,721	\$ (4,127)	(45,848)		\$ (57,379)	\$ 25,818	83,197		\$ (439,593)	\$ (493,397)	(53,804)	

	OWTC				SWTC				TTC			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 1,027,424	\$ 957,874	\$ (69,550)	-7%	\$ 172,355	\$ 222,034	\$ 49,679	29%	\$ 141,969	\$ 216,963	\$ 74,994	53%
Expenditures	(1,221,292)	(1,047,868)	173,424	14%	(181,208)	(209,040)	(27,832)	-15%	(228,465)	(221,296)	7,169	3%
Net Income	\$ (193,868)	\$ (89,994)	103,874		\$ (8,853)	\$ 12,994	21,847		\$ (86,496)	\$ (4,333)	82,163	

	UBTC				Total			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 241,888	\$ 298,746	\$ 56,858	24%	\$ 61,112,608	\$ 59,751,254	\$ (1,361,355)	-2%
Expenditures	(193,183)	(296,887)	(103,704)	-54%	(58,660,393)	(61,613,239)	(2,952,846)	-5%
Net Income	\$ 48,705	\$ 1,859	(46,846)		\$ 2,452,215	\$ (1,861,985)	(4,314,200)	

UTAH SYSTEM OF HIGHER EDUCATION

Housing Auxiliary Enterprise Operations Comparisons (FY 2022 to FY 2023)

	UU				USU				WSU			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 62,921,907	\$ 77,319,034	\$ 14,397,127	23%	\$ 18,703,012	\$ 20,525,530	\$ 1,822,518	10%	\$ 5,405,934	\$ 5,678,308	\$ 272,374	5%
Expenditures	(58,486,459)	(68,025,869)	(9,539,410)	-16%	(8,934,032)	(8,914,815)	19,217	0%	(3,507,352)	(4,210,037)	(702,684)	-20%
Net Income	\$ 4,435,448	\$ 9,293,165	4,857,717		\$ 9,768,980	\$ 11,610,715	1,841,735		\$ 1,898,582	\$ 1,468,271	(430,311)	

	SUU				SNOW				UT			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 2,306,188	\$ 3,206,862	\$ 900,674	39%	\$ 1,687,081	\$ 1,513,336	\$ (173,745)	-10%	\$ 5,004,471	\$ 5,187,493	\$ 183,022	4%
Expenditures	(1,048,203)	(1,436,964)	(388,761)	-37%	(1,190,312)	(1,206,937)	(16,625)	-1%	(1,316,605)	(1,494,353)	(177,748)	-14%
Net Income	\$ 1,257,985	\$ 1,769,898	511,913		\$ 496,769	\$ 306,399	(190,370)		\$ 3,687,866	\$ 3,693,140	5,274	

	UVU				SLCC				Total			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	No Housing				No Housing				\$ 96,028,593	\$ 113,430,563	\$ 17,401,970	18%
Expenditures									(74,482,963)	(85,288,975)	(10,806,011)	-15%
Net Income									\$ 21,545,630	\$ 28,141,588	6,595,959	

UTAH SYSTEM OF HIGHER EDUCATION

Food Services Auxiliary Enterprise Operations Comparisons (FY 2022 to FY 2023)

	UU				USU				WSU			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 18,473,000	\$ 22,107,600	\$ 3,634,600	20%	\$ 11,557,244	\$ 12,856,960	\$ 1,299,716	11%	\$ 102,013	\$ 172,049	\$ 70,036	69%
Expenditures	(18,470,000)	(21,965,100)	(3,495,100)	-19%	(11,188,528)	(12,068,511)	(879,983)	-8%	(93,936)	(32,563)	61,373	65%
Net Income	\$ 3,000	\$ 142,500	139,500		\$ 368,716	\$ 788,449	419,733		\$ 8,077	\$ 139,486	131,409	

	SUU				SNOW				UT			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 141,505	\$ 348,557	\$ 207,052	146%	\$ 1,925,423	\$ 1,428,918	\$ (496,505)	-26%	\$ 2,914,936	\$ 3,152,556	\$ 237,620	8%
Expenditures	(304,020)	(310,613)	(6,593)	-2%	(1,875,354)	(2,182,471)	(307,117)	-16%	(2,648,203)	(3,027,091)	(378,888)	-14%
Net Income	\$ (162,515)	\$ 37,944	200,459		\$ 50,069	\$ (753,553)	(803,622)		\$ 266,733	\$ 125,465	(141,268)	

	UVU				SLCC				BTC			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 2,188,910	\$ 4,333,756	\$ 2,144,846	98%	\$ 45,027	\$ 157,087	\$ 112,059	249%	\$ 127,778	\$ 52,095	\$ (75,683)	-59%
Expenditures	(2,223,205)	(4,188,901)	(1,965,696)	-88%	(478,221)	(555,233)	(77,011)	-16%	(108,206)	(69,396)	38,810	36%
Net Income	\$ (34,295)	\$ 144,855	179,150		\$ (433,194)	\$ (398,146)	35,048		\$ 19,572	\$ (17,301)	(36,873)	

	DTC				DXTC				MTC			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 132,249	\$ 199,648	\$ 67,399	51%	\$ 106,297	\$ 167,365	\$ 61,068	57%	\$ 104,983	\$ 173,716	\$ 68,733	65%
Expenditures	(216,308)	(200,583)	15,726	7%	(190,567)	(177,380)	13,187	7%	(292,375)	(414,749)	(122,374)	-42%
Net Income	\$ (84,059)	\$ (934)	83,125		\$ (84,270)	\$ (10,015)	74,255		\$ (187,392)	\$ (241,033)	(53,641)	

	OWTC				SWTC				TTC			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 198,745	\$ 240,846	\$ 42,101	21%	\$ 27,355	\$ -	\$ (27,355)	-100%	No Food Service			
Expenditures	(252,014)	(322,562)	(70,548)	-28%	(560)	-	560	100%				
Net Income	\$ (53,269)	\$ (81,716)	(28,447)		\$ 26,795	\$ -	(26,795)					

	UBTC				Total			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 31,525	\$ 41,269	\$ 9,745	31%	\$ 38,049,635	\$ 45,432,423	\$ 7,382,787	19%
Expenditures	(33,689)	(39,094)	(5,405)	-16%	(38,374,627)	(45,554,246)	(7,179,619)	-19%
Net Income	\$ (2,164)	\$ 2,176	4,340		\$ (324,991)	\$ (121,823)	203,168	

UTAH SYSTEM OF HIGHER EDUCATION

Student Center Auxiliary Enterprise Operations Comparisons (FY 2022 to FY 2023)

	UU				USU				WSU			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 3,486,961	\$ 3,575,834	\$ 88,873	3%	\$ 2,589,295	\$ 2,507,118	\$ (82,177)	-3%	\$ 2,417,167	\$ 2,734,039	\$ 316,872	13%
Expenditures	(3,506,445)	(3,905,497)	(399,052)	-11%	(1,922,773)	(2,189,574)	(266,801)	-14%	(2,430,449)	(2,791,858)	(361,408)	-15%
Net Income	\$ (19,484)	\$ (329,663)	(310,179)		\$ 666,522	\$ 317,544	(348,978)		\$ (13,283)	\$ (57,818)	(44,536)	

	SUU				SNOW				UT			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 3,015,705	\$ 3,101,106	\$ 85,401	3%	No Student Center				\$ 510,381	\$ 468,248	\$ (42,133)	-8%
Expenditures	(1,559,725)	(1,672,868)	(113,143)	-7%					(444,064)	(464,261)	(20,197)	-5%
Net Income	\$ 1,455,980	\$ 1,428,238	(27,742)						\$ 66,317	\$ 3,986	(62,330)	

	UVU				SLCC				Total			
	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change	2021-22	2022-23	\$ Change	% Change
Revenues	\$ 1,863,616	\$ 2,057,791	\$ 194,175	10%	\$ 1,480,191	\$ 1,483,890	\$ 3,699	0%	\$ 15,363,315	\$ 15,928,025	\$ 564,710	4%
Expenditures	(1,640,281)	(1,901,080)	(260,799)	-16%	(1,063,032)	(1,442,338)	(379,306)	-36%	(12,566,770)	(14,367,475)	(1,800,706)	-14%
Net Income	\$ 223,335	\$ 156,711	(66,624)		\$ 417,159	\$ 41,552	(375,607)		\$ 2,796,546	\$ 1,560,550	(1,235,996)	