

Bristol Bay Regional Seafood Development Association
Comparative Statements of Financial Position
As of December 31, 2018 and 2017

ASSETS	<u>12/31/2018</u>	<u>12/31/2017</u>	<u>Variance</u>
Cash and equivalents:			
Undesignated	\$ 1,489,966	1,223,044	266,922
Board designated	2,814,470	2,596,424	218,046
Total cash and equivalents	<u>4,304,436</u>	<u>3,819,468</u>	<u>484,968</u>
Accounts receivable	-	543	(543)
Prepaid expenses	7,215	788	6,427
Inventory	165,300	-	165,300
Total current assets	<u>4,476,951</u>	<u>3,820,799</u>	<u>649,725</u>
Total assets	<u>\$ 4,476,951</u>	<u>3,820,799</u>	<u>656,152</u>
LIABILITIES			
Accounts payable (including credit cards)	\$ 14,822	7,285	7,537
Projects payable			
2018 projects	137,951	-	137,951
2017 projects	-	45,323	(45,323)
2015 projects	-	1,500	(1,500)
Total projects payable	<u>137,951</u>	<u>46,823</u>	<u>91,128</u>
Allowance for conditional projects payable	(67,478)	(17,739)	(49,739)
Accrued payroll	21,525	18,040	3,485
Payroll liabilities	5,099	53	5,046
Deferred revenue	20,500	-	20,500
Total Current Liabilities	<u>132,419</u>	<u>54,462</u>	<u>77,957</u>
 *Current Ratio	 12.6	 22.5	
NET ASSETS			
Unrestricted:			
Undesignated	1,530,062	1,169,913	360,149
Board designated	2,814,470	2,596,424	218,046
Total unrestricted net assets	<u>4,344,532</u>	<u>3,766,337</u>	<u>578,195</u>
Total liabilities and net assets	<u>\$ 4,476,951</u>	<u>3,820,799</u>	<u>656,152</u>

*The current ratio represents an organization's liquidity, which is one indication of an organization's ability to meet its current obligations. A current ratio greater than 1 is indicative of good liquidity.

Bristol Bay Regional Seafood Development Association

Comparative Statements of Activity

For the Years to Date, December 31, 2018 and 2017

	<u>12/31/2018</u>	<u>12/31/2017</u>	<u>Variance</u>
Income			
4000 · Assessments	\$ 2,171,287	1,538,889	632,398
4100 · Interest Income	62,209	21,858	40,351
4200 · Other Income	32,005	195,508	(163,503)
4300 · Sales Income	43,350	-	43,350
Total Income	<u>2,308,851</u>	<u>1,756,255</u>	<u>552,596</u>
Transfer from Board Reserve	300,000	-	300,000
Funds to Reserve (25%)	(542,822)	(384,722)	(158,100)
Expense			
6000 · Payroll Expenses	275,632	221,598	54,034
6100 · Advertising	2,385	5	2,380
6105 · Licenses, Permits & Compliance	100	497	(397)
6150 · Bank Fees	473	287	186
6425 · Dues & Subscriptions	4,180	1,831	2,349
6830 · Non-board Travel	26,697	29,488	(2,791)
6840 · Conference, Convention, Meeting	13,250	-	13,250
6850 · Board Travel	64,518	75,967	(11,449)
7010 · Business Meals	86	-	86
7020 · Computer & Internet	2,237	637	1,600
7026 · Gifts	2,269	119	2,150
7030 · Member Relations/Events	8,525	9,331	(806)
7040 · Office Supplies	4,160	1,975	2,185
7050 · Postage, Shipping & Storage	8,007	2,339	5,668
7060 · Telephone	1,381	1,320	61
7075 · Printing	16,828	5,667	11,161
7076 · Newsletter/Member mailings	8,848	9,433	(585)
7080 · Insurance	4,545	4,165	380
7100 · Professional Services:			
7101 · Accounting Fees	38,849	33,819	5,030
7104 · Legal Fees	21,995	35,524	(13,529)
7105 · Marketing	-	1,048	(1,048)
7106 · Other Professional Services	63,915	19,546	44,369
Total 7100 · Professional Services	<u>124,759</u>	<u>89,937</u>	<u>34,822</u>
7300 · Rent	12,000	12,150	(150)
7500 · Supplies	1,484	-	1,484
7510 · Utilities	-	1,170	(1,170)
7825 · Board/Staff Projects	1,198,032	599,554	598,478
Total Expense	<u>1,780,396</u>	<u>1,067,470</u>	<u>712,926</u>
7800.1 Project allowance adjustment	(49,739)	50,621	(100,360)
Total Change in Net Assets	<u>\$ 335,372</u>	<u>253,442</u>	<u>81,931</u>

Bristol Bay Regional Seafood Development Association
Statement of Activity vs. Budget
through December 2018

	Total		
	12/31/2018	Budget	Variance
Income			
4000 · Assessments	\$ 2,171,287	2,171,287	100%
4100 · Interest Income	62,209	62,209	100%
4200 · Other Income	32,005	32,005	100%
4300 · Sales Income	43,350	43,350	100%
Total Income	<u>2,308,851</u>	<u>2,308,851</u>	<u>100%</u>
Transfer from Board Reserve	300,000	300,000	100%
Funds to Reserve (25%)	(542,822)	(542,822)	100%
Expense			
6000 · Payroll Expenses	275,632	275,632	100%
6100 · Advertising	2,385	2,385	100%
6105 · Licenses, Permits & Compliance	100	100	100%
6150 · Bank Fees	473	473	100%
6425 · Dues & Subscriptions	4,180	4,180	100%
6830 · Non-board Travel	26,697	26,697	100%
6840 · Conference, Convention, Meeting	13,250	13,250	100%
6850 · Board Travel	64,518	115,237	56%
7010 · Business Meals	86	86	100%
7020 · Computer & Internet	2,237	2,237	100%
7026 · Gifts	2,269	3,833	59%
7030 · Member Relations/Events	8,525	8,525	100%
7040 · Office Supplies	4,160	4,462	93%
7050 · Postage, Shipping & Storage	8,007	8,007	100%
7060 · Telephone	1,381	1,381	100%
7075 · Printing	16,828	16,828	100%
7076 · Newsletter/Member mailings	8,848	9,424	94%
7080 · Insurance	4,545	4,545	100%
7100 · Professional Services:			
7101 · Accounting Fees	38,849	38,849	100%
7104 · Legal Fees	21,995	23,566	93%
7106 · Other Professional Services	63,915	63,915	100%
Total 7100 · Professional Services	<u>124,759</u>	<u>126,330</u>	<u>99%</u>
7300 · Rent	12,000	12,000	100%
7500 · Supplies	1,484	1,484	100%
7825 · Board/Staff Projects	1,198,032	1,198,033	100%
Total Expense	<u>1,780,396</u>	<u>1,835,129</u>	<u>97%</u>
7800.1 Project allowance adjustment	(49,739)	(49,739)	100%
Total Change in Net Assets	<u>\$ 335,372</u>	<u>280,639</u>	<u>120%</u>

Bristol Bay Regional Seafood Development Association
Statement of Activity vs. Budget
through December 2018

	Organization		
	12/31/2018	Budget	Variance %
Income			
4000 · Assessments	\$ 2,171,287	2,171,287	100%
4100 · Interest Income	62,209	62,209	100%
Total Income	<u>2,233,496</u>	<u>2,233,496</u>	<u>100%</u>
Funds to Reserve (25%)	<u>(542,822)</u>	<u>(542,822)</u>	<u>100%</u>
Expense			
6000 · Payroll Expenses	45,253	45,253	100%
6100 · Advertising	10	10	100%
6425 · Dues & Subscriptions	3,053	3,053	100%
6830 · Non-board Travel	10,158	10,158	100%
6840 · Conference, Convention, Meetin;	1,650	1,650	100%
6850 · Board Travel	59,482	110,201	54%
7020 · Computer & Internet	216	216	100%
7026 · Gifts	2,186	3,750	58%
7030 · Member Relations/Events	8,525	8,525	100%
7040 · Office Supplies	453	755	60%
7050 · Postage, Shipping & Storage	2,425	2,425	100%
7075 · Printing	5,139	5,139	100%
7076 · Newsletter/Member mailings	4,424	5,000	88%
7100 · Professional Services:			
7101 · Accounting Fees	267	267	100%
7104 · Legal Fees	6,929	8,500	82%
7106 · Other Professional Services	15,075	15,075	100%
Total 7100 · Professional Services	<u>22,271</u>	<u>23,842</u>	<u>93%</u>
7500 · Supplies	194	194	100%
7825 · Board/Staff Projects	40,000	40,000	100%
Total Expense	<u>205,439</u>	<u>260,171</u>	<u>79%</u>
Total Change in Net Assets	<u>\$ 1,485,235</u>	<u>1,430,503</u>	<u>104%</u>

Bristol Bay Regional Seafood Development Association
Statement of Activity vs. Budget
through December 2018

	Administration		
	12/31/2018	Budget	Variance %
Income			
4200 · Other Income	\$ 672	672	100%
Total Income	<u>672</u>	<u>672</u>	<u>100%</u>
Expense			
6000 · Payroll Expenses	117,844	117,844	100%
6105 · Licenses, Permits & Compliance	100	100	100%
6150 · Bank Fees	473	473	100%
6425 · Dues & Subscriptions	1,127	1,127	100%
6830 · Non-board Travel	10,168	10,168	100%
7020 · Computer & Internet	1,245	1,245	100%
7040 · Office Supplies	3,690	3,690	100%
7050 · Postage, Shipping & Storage	2,497	2,497	100%
7060 · Telephone	1,381	1,381	100%
7076 · Newsletter/Member mailings	4,424	4,424	100%
7080 · Insurance	4,545	4,545	100%
7100 · Professional Services:			
7101 · Accounting Fees	36,115	36,115	100%
7104 · Legal Fees	6,325	6,325	100%
7106 · Other Professional Services	15,771	15,771	100%
Total 7100 · Professional Services	<u>58,211</u>	<u>58,211</u>	<u>100%</u>
7300 · Rent	12,000	12,000	100%
Total Expense	<u>217,705</u>	<u>217,705</u>	<u>100%</u>
Total Change in Net Assets	<u>\$ (217,033)</u>	<u>(217,033)</u>	<u>100%</u>

Bristol Bay Regional Seafood Development Association
Statement of Activity vs. Budget
through December 2018

	Marketing		
	12/31/2018	Budget	Variance %
Income			
4000 · Assessments	\$ -	-	0%
Total Income	-	-	0%
Expense			
6000 · Payroll Expenses	51,023	51,023	100%
6830 · Non-board Travel	6,371	6,371	100%
6840 · Conference, Convention, Meeting	11,100	11,100	100%
6850 · Board Travel	5,036	5,036	100%
7010 · Business Meals	86	86	100%
7020 · Computer & Internet	776	776	100%
7026 · Gifts	83	83	100%
7040 · Office Supplies	4	4	100%
7050 · Postage, Shipping & Storage	2,603	2,603	100%
7075 · Printing	3,633	3,633	100%
7100 · Professional Services:			
7104 · Legal Fees	2,571	2,571	100%
7106 · Other Professional Services	33,069	33,069	100%
Total 7100 · Professional Services	35,640	35,640	100%
7825 · Board/Staff Projects	520,363	520,364	100%
Total Expense	636,718	636,719	100%
7800.1 Project allowance adjustment	8,440	8,440	100%
Total Change in Net Assets	\$ (645,158)	(645,159)	100%

Bristol Bay Regional Seafood Development Association
Statement of Activity vs. Budget
through December 2018

	Quality		
	12/31/2018	Budget	Variance %
Income			
4000 · Assessments	\$ -	-	0%
Total Income	-	-	0%
Expense			
6000 · Payroll Expenses	32,134	32,134	100%
6100 · Advertising	2,375	2,375	100%
7040 · Office Supplies	13	13	100%
7050 · Postage, Shipping & Storage	349	349	100%
7075 · Printing	7,925	7,925	100%
7100 · Professional Services:			
7101 · Accounting Fees	267	267	100%
7104 · Legal Fees	40	40	100%
Total 7100 · Professional Services	307	307	100%
7500 · Supplies	1,290	1,290	100%
7825 · Board/Staff Projects	208,937	208,937	100%
7900 · Uncategorized	-		0%
Total Expense	253,330	253,330	100%
7800.1 Project allowance adjustment	9,299	9,299	100%
Total Change in Net Assets	\$ (262,629)	(262,629)	100%

Bristol Bay Regional Seafood Development Association
Statement of Activity vs. Budget
through December 2018

	Sustainability		
	12/31/2018	Budget	Variance %
Income			
4200 · Other Income	\$ 31,333	31,333	100%
Total Income	<u>31,333</u>	<u>31,333</u>	<u>100%</u>
Expense			
6000 · Payroll Expenses	18,026	18,026	100%
6840 · Conference, Convention, Meeting	500	500	100%
7050 · Postage, Shipping & Storage	19	19	100%
7075 · Printing	131	131	100%
7100 · Professional Services:			
7101 · Accounting Fees	1,933	1,933	100%
7104 · Legal Fees	6,130	6,130	100%
Total 7100 · Professional Services	<u>8,063</u>	<u>8,063</u>	<u>100%</u>
7825 · Board/Staff Projects	378,907	378,907	100%
Total Expense	<u>405,646</u>	<u>405,646</u>	<u>100%</u>
7800.1 Project allowance adjustment	<u>(65,000)</u>	<u>(65,000)</u>	<u>100%</u>
Total Change in Net Assets	<u><u>\$ (309,313)</u></u>	<u><u>(309,313)</u></u>	<u><u>100%</u></u>

Bristol Bay Regional Seafood Development Association
Statement of Activity vs. Budget
through December 2018

	RSW Discount		
	12/31/2018	Budget	Variance %
Income			
4300 · Sales Income	\$ 43,350	43,350	100%
Total Income	43,350	43,350	100%
Transfer from Board Reserve	300,000	300,000	100%
Expense			
6000 · Payroll Expenses	11,352	11,352	100%
7050 · Postage, Shipping & Storage	114	114	100%
7100 · Professional Services:			
7101 · Accounting Fees	267	267	100%
Total 7100 · Professional Services	267	267	100%
7825 · Board/Staff Projects	49,825	49,825	100%
Total Expense	61,558	61,558	100%
7800.1 Project allowance adjustment	(2,478)	(2,478)	100%
Total Change in Net Assets	\$ 284,270	284,270	100%

Bristol Bay Regional Seafood Development Association
 Projects Payable Vendor Summary
 All Active Projects December 31, 2018

	<u>Date</u>	<u>Amount</u>	<u>Balance</u>
BBSRI - Port Moller Expansion			-
	04/30/2018	30,000.00	30,000.00
	10/09/2018	(25,899.03)	4,100.97
	12/31/2018	(4,100.97)	-
Total BBSRI - Port Moller Expansion		-	-
BBSRI - BBFC			-
	11/15/2018	163,270.00	163,270.00
	11/28/2018	(13,270.00)	150,000.00
	11/28/2018	(50,000.00)	100,000.00
	11/29/2018	(50,000.00)	50,000.00
	11/30/2018	(50,000.00)	-
Total BBSRI - BBFC		-	-
C.K. Consulting			1,500.00
	07/25/2018	(1,500.00)	-
Total C.K. Consulting		(1,500.00)	-
Camai Community Health Center			-
	02/01/2018	5,000.00	5,000.00
	02/14/2018	(2,500.00)	2,500.00
	09/19/2018	(2,500.00)	-
Total Camai Community Health Center		-	-
Chefs USA LLC			-
	06/21/2018	2,500.00	2,500.00
	09/06/2018	5,000.00	7,500.00
	09/12/2018	(1,500.00)	6,000.00
	11/01/2018	(1,000.00)	5,000.00
	12/26/2018	(4,750.00)	250.00
	12/31/2018	(250.00)	-
Total Chefs USA LLC		-	-
Coastwise Press, LLC			-
	01/29/2018	10,000.00	10,000.00
	01/30/2018	(10,000.00)	-
Total Coastwise Press, LLC		-	-
Copper River Seafoods			-
	05/18/2018	41,916.00	41,916.00
	05/23/2018	(16,766.00)	25,150.00
	10/03/2018	(25,150.00)	-
Total Copper River Seafoods		-	-
Giant Eagle Inc.			-

Bristol Bay Regional Seafood Development Association
 Projects Payable Vendor Summary
 All Active Projects December 31, 2018

	<u>Date</u>	<u>Amount</u>	<u>Balance</u>
	08/08/2018	5,000.00	5,000.00
	11/14/2018	(5,000.00)	-
Total Giant Eagle Inc.		-	-
Grundens			-
	12/31/2018	12,376.80	12,376.80
Total Grundens		12,376.80	12,376.80
H-E-B			-
	10/09/2018	828.00	828.00
	12/31/2018	(100.00)	728.00
Total H-E-B		728.00	728.00
HEINEN'S			-
	04/01/2018	5,000.00	5,000.00
	09/05/2018	(5,000.00)	-
Total HEINEN'S		-	-
Icicle Seafoods			-
	03/14/2018	15,080.00	15,080.00
	03/14/2018	21,810.00	36,890.00
	03/14/2018	21,194.00	58,084.00
	03/21/2018	(6,032.00)	52,052.00
	03/21/2018	(8,724.00)	43,328.00
	03/21/2018	(8,478.00)	34,850.00
	10/03/2018	(13,086.00)	21,764.00
	10/03/2018	(9,048.00)	12,716.00
	10/09/2018	(10,797.66)	1,918.34
	12/31/2018	(1,918.34)	-
Total Icicle Seafoods		-	-
Kai Raymond			-
	04/04/2018	10,000.00	10,000.00
	04/11/2018	(500.00)	9,500.00
	04/13/2018	(4,500.00)	5,000.00
	10/03/2018	(5,000.00)	-
Total Kai Raymond		-	-
KDLG			12,500.00
	01/03/2018	(12,500.00)	-
	03/09/2018	35,000.00	35,000.00
	03/14/2018	(17,500.00)	17,500.00
	06/01/2018	17,500.00	35,000.00
	06/20/2018	(17,500.00)	17,500.00
	06/25/2018	6,100.00	23,600.00

Bristol Bay Regional Seafood Development Association
 Projects Payable Vendor Summary
 All Active Projects December 31, 2018

	<u>Date</u>	<u>Amount</u>	<u>Balance</u>
	06/27/2018	(6,100.00)	17,500.00
Total KDLG		5,000.00	17,500.00
Lunds & Byerlys			6,940.00
	02/28/2018	(3,975.00)	2,965.00
	08/08/2018	(1,965.00)	1,000.00
	12/31/2018	(1,000.00)	-
Total Lunds & Byerlys		(6,940.00)	-
Marine Refrigeration Solutions			-
	01/01/2018	25,000.00	25,000.00
	01/03/2018	(10,000.00)	15,000.00
	06/06/2018	(10,000.00)	5,000.00
	12/31/2018	(5,000.00)	-
Total Marine Refrigeration Solutions		-	-
MRJ and Associates			3,500.00
	01/01/2018	54,000.00	57,500.00
	01/03/2018	(3,500.00)	54,000.00
	02/07/2018	(4,500.00)	49,500.00
	03/07/2018	(4,500.00)	45,000.00
	04/04/2018	(4,500.00)	40,500.00
	05/02/2018	(4,500.00)	36,000.00
	06/06/2018	(4,500.00)	31,500.00
	07/06/2018	(4,500.00)	27,000.00
	08/08/2018	(4,500.00)	22,500.00
	09/05/2018	(4,500.00)	18,000.00
	10/03/2018	(4,500.00)	13,500.00
	11/07/2018	(4,500.00)	9,000.00
	12/05/2018	(4,500.00)	4,500.00
Total MRJ and Associates		1,000.00	4,500.00
Northern Economics			10,870.00
	01/10/2018	(1,571.25)	9,298.75
	02/28/2018	(2,052.00)	7,246.75
	03/14/2018	(6,143.00)	1,103.75
	05/23/2018	(1,103.75)	-
Total Northern Economics		(10,870.00)	-
Ocean Beauty Seafoods			-
	03/12/2018	20,000.00	20,000.00
	03/14/2018	(10,000.00)	10,000.00
	11/14/2018	(10,000.00)	-
Total Ocean Beauty Seafoods		-	-

Bristol Bay Regional Seafood Development Association
 Projects Payable Vendor Summary
 All Active Projects December 31, 2018

	<u>Date</u>	<u>Amount</u>	<u>Balance</u>
Pacific West Refrigeration			-
	01/17/2018	211,625.00	211,625.00
	01/29/2018	(106,000.00)	105,625.00
	02/20/2018	(105,625.00)	-
Total Pacific West Refrigeration		-	-
Perishable Distributors Inc			-
	09/26/2018	10,000.00	10,000.00
Total Perishable Distributors Inc		10,000.00	10,000.00
Rising Tide Communications - Marketing			11,513.19
	01/10/2018	(1,368.19)	10,145.00
	01/10/2018	(10,145.00)	-
	01/01/2018	360,000.00	360,000.00
	10/25/2018	20,000.00	380,000.00
	11/14/2018	(4,144.14)	375,855.86
	11/21/2018	(2,640.31)	373,215.55
	12/26/2018	(22,542.50)	350,673.05
	12/27/2018	3,500.00	354,173.05
	12/31/2018	(868.42)	353,304.63
	09/17/2018	(1.00)	353,303.63
	09/19/2018	(26,595.00)	326,708.63
	09/19/2018	(9,635.98)	317,072.65
	10/24/2018	(19,161.25)	297,911.40
	10/17/2018	(8,416.00)	289,495.40
	11/14/2018	(17,477.50)	272,017.90
	01/10/2018	(6,236.18)	265,781.72
	02/14/2018	(22,296.75)	243,484.97
	02/16/2018	(502.50)	242,982.47
	02/14/2018	(716.77)	242,265.70
	03/14/2018	(5,917.71)	236,347.99
	03/07/2018	(13,658.75)	222,689.24
	04/04/2018	(18,643.00)	204,046.24
	04/04/2018	(48,025.00)	156,021.24
	05/15/2018	(13,373.57)	142,647.67
	05/23/2018	(36,932.50)	105,715.17
	05/15/2018	(2,916.76)	102,798.41
	06/27/2018	(25,560.00)	77,238.41
	06/20/2018	(11,433.39)	65,805.02
	07/10/2018	(12,250.00)	53,555.02
	07/18/2018	(5,970.17)	47,584.85
	07/25/2018	(8,982.50)	38,602.35
	08/22/2018	(12,976.25)	25,626.10
	08/16/2018	(845.73)	24,780.37
	08/16/2018	(12,149.06)	12,631.31

Bristol Bay Regional Seafood Development Association
 Projects Payable Vendor Summary
 All Active Projects December 31, 2018

	<u>Date</u>	<u>Amount</u>	<u>Balance</u>
Total Rising Tide Communications - Marketing		1,118.12	12,631.31
Rising Tide Communications - Quality			-
	01/02/2018	54,500.00	54,500.00
	01/16/2018	(10,000.00)	44,500.00
	02/21/2018	(7,000.00)	37,500.00
	09/06/2018	908.22	38,408.22
	02/14/2018	(5,838.75)	32,569.47
	03/07/2018	(3,666.25)	28,903.22
	04/04/2018	(5,449.86)	23,453.36
	05/23/2018	(13,728.73)	9,724.63
	06/27/2018	(4,562.50)	5,162.13
	06/27/2018	(977.50)	4,184.63
	06/27/2018	(2,582.50)	1,602.13
	07/10/2018	(1,343.38)	258.75
	07/18/2018	(258.75)	-
Total Rising Tide Communications - Quality		-	-
Santa Monica Seafoods			-
	08/27/2018	5,000.00	5,000.00
	11/21/2018	(5,000.00)	-
Total Santa Monica Seafoods		-	-
Seattle Marine			-
	02/08/2018	3,500.00	3,500.00
	03/28/2018	(350.00)	3,150.00
	06/06/2018	(672.40)	2,477.60
Total Seattle Marine		2,477.60	2,477.60
The Nature Conservancy			-
	12/12/2018	41,500.00	41,500.00
	12/31/2018	(28,762.41)	12,737.59
Total The Nature Conservancy		12,737.59	12,737.59
Trident Seafoods			-
	01/25/2018	20,000.00	20,000.00
	01/30/2018	(10,000.00)	10,000.00
	11/21/2018	(10,000.00)	-
Total Trident Seafoods		-	-
University of Washington			-
	06/04/2018	130,000.00	130,000.00
	06/06/2018	(65,000.00)	65,000.00
Total University of Washington		65,000.00	65,000.00

Bristol Bay Regional Seafood Development Association
 Projects Payable Vendor Summary
 All Active Projects December 31, 2018

	<u>Date</u>	<u>Amount</u>	<u>Balance</u>
Wink Research & Consulting			-
	01/26/2018	47,000.00	47,000.00
	01/30/2018	(23,500.00)	23,500.00
	04/30/2018	58,000.00	81,500.00
	05/02/2018	(14,500.00)	67,000.00
	06/06/2018	(14,500.00)	52,500.00
	06/25/2018	(29,000.00)	23,500.00
	07/25/2018	(23,500.00)	-
Total Wink Research & Consulting		-	-
		<u>91,128.11</u>	<u>137,951.30</u>