



**Westlake Demons Athletic Boosters Meeting Agenda
February 7, 2019 – 7p @WHS Red Brick Room**

Special Guest: Dan LaRocco – new Football Head Coach / Weight Room Coordinator

Athletic Director's Report

- Request: re-allocate some \$ that was approved for scanners to the weight room for girl's bars; they are smaller, lighter than the boy's bars
 - \$2325 is needed
 - Current ticket scanning system will be obsolete after this year
 - We can still sell advertising in tickets; like flash seats at Cavs; less cash handling

Motion to approve \$2K in new finding for weight room bars: Megan Moutoux

Second: Chuck Backus

All Vote, Motion carries

- Updates:
 - Thank you to all who helped with spaghetti dinner and Hall of Pride
 - Coach LaRocco will take reigns as new head football coach; 8th grade signing day
 - Boys Basketball position: as soon as we are eliminated from SWC playoffs position will be posted
 - Lakewood may be leaving SWC in 2020
 - Scoreboard in gym has been fixed
 - Spring sports are anxious to get going
 - Tuesday, Feb ?? are going to SWC leadership conference
 - Feb 23 – OSHA Wrestling Sectional – need help in concessions
 - We are going to open football next year against Rocky River – Westwood Country Club will sponsor a cup we will play for every year; involve golf teams, etc.
 - Horns and Talons (North Olmsted) game
 - Watch WCS athletic site for dates of upcoming games/tourneys
 - ACL Prevention: Seth is working with teams; Carolyn Hansen would like him to disseminate information to all the teams
 - Coach LaRocco: there is a lot we are looking at to help prevent concussions, including equipment and technique



- Gina: Can you please provide more communication about the weight room, even small things about what is happening in there? We can help distribute; Coach LaRocco: I am trying, and will continue to be proactive

Officers Reports

President: Gina Redinger

Motion to approve January minutes: Megan Moutoux

Second: Jen Rujawitz

All vote motion carries

- WESTLAKE FLAGS ON HILLIARD BLVD: Funds were approved for Westlake flags to be hung along Hilliard Blvd. Those flags were ordered and are production.
- WDAB FUNDING: 2 new pieces of equipment totaling over \$2000 have arrived for the weight room; \$3000 had been approved
- DEMON NATION NIGHT
 - Spaghetti Dinner – heard great compliments on the food. Thank all of the volunteers who helped our fearless leaders Chuck and Bill.
 - Hall of Pride – had great feedback from lots of folks. Have received numerous emails and communication from coaches, parents, and alumni about missing information.
 - Tony will be writing a press release to outline the parameters based on sanctioned bodies within each sport. This is not a determination by the athletic department nor the athletic boosters.
 - A gymnastics record board will be made.
 - Hall of Fame section of the Demon Elite showcase will be converted into an All-American case – as we have quite a few more than we know.
 - We will be asking for any updates by March 15 and then getting those revisions updated to the Hall of Pride by the end of the school year.
 - Megan and I will be creating guidelines for the frequency of updates to be made through the course of any given year.
 - WDAB will have to budget funds on an annual basis for updates. WDAB approved \$60,000 - We completed what you see now with \$58,500 in expenditures. We may need to request a small additional amount
 - We do feel we need additional trophy showcases. We didn't even come close to displaying all of the showcases that are in the storage room. The showcases are 100% full and we still need showcase space for additional trophies from Wrestling, Cheer, Bowling, Gymnastics and Lacrosse.



- Open Positions for next year:
 - President
 - Vice President
 - Secretary
 - Spirit Wear
 - Publicity? – press releases, info to newspapers – Melissa
 - NEW Promotion & Social Media- online flyers and Facebook/Twitter
 - Need a Nominating Committee
- Donuts with Demon Boosters - An appreciation event for our athletes can coaches. Will take place the morning of Tuesday, February 12 for winter athletes and coaches
- SPRING SEASON
 - When do we need to get yard sign, good luck ad form deadlines in place? Please send to Lori / Gina ASAP.
 - Team reps reviewed – need Boys Tennis, Girls Softball
- White Out TShirts for fall already have a sponsor – Nightengale Stem Cell Therapy

Vice President: Meredith LaVecchia

- Demon Derby is live on the website, save the date for March 30
- Share on social media, get tables together

Treasurer: Jen Rujawitz – see attached report

- Thank you card from Hockey for the bags
- Need to meet with Tony to true-up for ticket sales, etc.
- There are several deposits that people have made that Jen does not know what they are; please do better at telling her what the deposits are

Secretary: Lori Jolliffe

- Please sign in

Committee Reports

Alumni & Community Relations: Megan Moutoux

- The Hall of Pride is making engaging with the alumni easier; its great to see the families come back to look at the walls
- Special thank you to Gina and her vision for sharing this vision; we gave her a Varsity Letter and pin for her work on the Hall of Pride
- Hall of Fame inductees: Sara Burneson, Molly Barkowitz Mulchahey, Kevin Houser, Steven Schill; Dinner is October 17 at Wagner's – please join us
- 4th of July Parade – for all teams; wear Green & White; we want all teams represented



Concessions: Jenny Pirnat & Angela Kolocouris

- Thank you for all of your support – we need volunteers 2/18, 2/21, 2/23

Membership: Laurel Clarke

- Currently we have 218 memberships for a total of 370 members.

Public Relations: Melissa Grimes

Scholarships: Laurie Walsh

- All submitted on Google, applicants need letter from coach

Senior Banners: Roberta Rence / Jessica Hennessey

Spaghetti Dinner: Chuck Backus & Bill Chmielowiec

- We served 347 dinners
- \$2803 was made – still waiting on some final numbers

Spirit Rally: Dana & Ellen Hartup

Sports Programs: Gina Redinger & Dianne Gallagher

- Ramping up for Spring

Volunteer & Team Reps: Cheryl Bansek

Varsity Jackets: Sharon Prexta

The W Shop/Truck: Kelly Ilg & Fawn Carson

- The W Shop turned 1 last week!
- Will be open for Dollars for Scholars
- We will be doing a physical inventory in April/May
- Need inventory for PE uniforms

Website: Lori Jolliffe

- Site is up to date
- Treasurer forms are online
- Need to open sales for Yard Signs, etc.

Yard Signs: Carolyn Hansen

- Will get info to Lori

New Business

- NEW REQUESTS:
 - #1 - From Mr. Wilson - Flat screen TVs in the Rotunda to scroll student accomplishments and will include lots of athletic recognition for our teams and athletes.
 - The total project is \$1500. He is asking the PTA for some funds and I would like to ask this group to fund some portion of this from WDAB.



Motion to approve \$500 funding for recognition screens in WHS rotunda:

Chris Bednar

Second: Megan Moutoux

All vote motion carries

- #2 - 3 SPORT ATHLETE SHIRTS - to recognize in some way those student-athletes who compete in 3 sports
 - Shirts would run roughly about \$7 per shirt – estimate for funding would be \$350-\$700.

Motion to approve funding for 3-sport t-shirts: Jen Rujawitz

Second: Molly Jones

All vote motion carries

Announcements

Motion to adjourn: Meredith LaVecchia

Second: Megan Moutoux

All vote motion carries

Next meeting: Thursday, March 7, 2019 – 7p at WHS

8:47 PM

Westlake Demon Athletic Boosters

Balance Sheet

As of February 5, 2019

02/05/19

Accrual Basis

	Feb 5, 19
ASSETS	
Current Assets	
Checking/Savings	
1000 · Cash	86,655.92
1099 · Restricted Cash	62,703.36
Total Checking/Savings	149,359.28
Other Current Assets	
1200 · Inventory	
1210 · Spirit Wear Inventory	32,545.18
1220 · Spirit Wear PE Uniforms	4,314.00
Total 1200 · Inventory	36,859.18
Total Other Current Assets	36,859.18
Total Current Assets	186,218.46
TOTAL ASSETS	186,218.46
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2100 · Other Current Liabilities	
2200 · Reserves	
2210 · Baseball	2,521.97
2215 · Basketball - Boys	981.85
2216 · Basketball - Girls	2,993.63
2220 · Golf - Boys	2,414.26
2225 · Football	1,771.55
2230 · Lacrosse - Boys	913.21
2232 · Lacrosse - Girls	2,646.14
2233 · Hockey	7,947.51
2235 · Soccer - Boys	1,520.03
2236 · Soccer - Girls	4,279.38
2240 · Cheerleading	150.00
2245 · Gymnastics	231.90
2250 · Wrestling	192.90
2255 · Softball	1,062.45
2260 · Volleyball	513.45
2265 · Swim - Dive Team Reserve	1,260.00
Total 2200 · Reserves	31,400.23
Total 2100 · Other Current Liabilities	31,400.23
Total Other Current Liabilities	31,400.23
Total Current Liabilities	31,400.23
Total Liabilities	31,400.23
Equity	
30000 · Opening Balance Equity	57,035.89
32000 · Unrestricted Net Assets	106,924.56
Net Income	-9,142.22
Total Equity	154,818.23
TOTAL LIABILITIES & EQUITY	186,218.46

Westlake Demon Athletic Boosters Profit & Loss by Class July 2018 through June 2019

8:35 PM
02/05/19
Accrual Basis

Ordinary Income/Expense	50/50 Raffle	Concessions	Demon Derby	Membership	Programs	Spaghetti Dinner	Spirit Wear	Sports Passes	White Out	Yard Signs	Unclassified	TOTAL
Income												
4100 - Revenue - Events												
4105 - 50/50 Raffle	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	210.00	800.00
4110 - Spaghetti Dinner Advertising	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	0.00	50.00	1,050.00
4115 - Spaghetti Dinner	0.00	0.00	0.00	0.00	0.00	285.00	0.00	0.00	0.00	0.00	0.00	285.00
4125 - Demon Derby	0.00	0.00	410.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	410.00
4130 - Spirit Rally	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,511.00	1,511.00
Total 4100 - Revenue - Events	500.00	0.00	410.00	0.00	0.00	1,285.00	0.00	0.00	0.00	0.00	1,771.00	4,059.00
4200 - Revenue - Spirit												
4205 - Yard Signs	0.00	0.00	0.00	0.00	20.00	0.00	0.00	0.00	0.00	1,637.50	0.00	1,637.50
4215 - Senior Banners	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,463.00	3,463.00
4220 - Spirit Wear	0.00	0.00	0.00	0.00	0.00	0.00	45,952.20	0.00	0.00	0.00	0.00	45,952.20
4225 - White Out T-Shirts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 4200 - Revenue - Spirit	0.00	0.00	0.00	0.00	20.00	0.00	45,952.20	0.00	0.00	1,637.50	3,463.00	57,440.70
4300 - Revenue - Concessions												
4400 - Revenue - Membership	0.00	25,720.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,720.00
Total 4400 - Revenue	500.00	25,720.00	410.00	29,589.00	145.00	1,285.00	45,952.20	0.00	0.00	1,637.50	5,382.00	117,081.70
4450 - Income - Sports Passes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,396.00	0.00	0.00	48.00	6,444.00
4500 - Other Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	0.00	0.00	2,859.00	4,859.00
4600 - Programs												
4605 - Good Luck Ads	0.00	0.00	0.00	0.00	595.00	0.00	0.00	0.00	0.00	0.00	0.00	595.00
4610 - Program Gate Sales	0.00	0.00	0.00	0.00	371.00	0.00	0.00	0.00	0.00	0.00	0.00	371.00
4600 - Programs - Other	0.00	0.00	0.00	0.00	15,030.00	0.00	0.00	0.00	0.00	0.00	0.00	15,030.00
Total 4600 - Programs	0.00	0.00	0.00	0.00	15,996.00	0.00	0.00	0.00	0.00	0.00	0.00	15,996.00
4800 - Revenue from Banners	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,100.00	1,100.00
Total Income	500.00	25,720.00	410.00	29,589.00	16,141.00	1,285.00	45,952.20	8,396.00	6,396.00	1,637.50	9,399.00	145,480.70
Cost of Goods Sold												
5000 - Cost of Goods Sold												
5100 - Events												
5115 - Spaghetti Dinner	0.00	0.00	0.00	0.00	0.00	359.78	0.00	0.00	0.00	0.00	0.00	359.78
5125 - Demon Derby	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	200.00
5130 - Spirit Rally	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,108.95	1,108.95
Total 5100 - Events	0.00	0.00	200.00	0.00	0.00	359.78	0.00	0.00	0.00	0.00	1,108.95	1,668.73
5200 - Spirit												
5205 - Yard Signs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,003.80	0.00	1,003.80
5210 - All Sports Cards	0.00	0.00	0.00	0.00	0.00	0.00	0.00	653.05	0.00	0.00	0.00	653.05
5215 - Senior Banners	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,510.00	4,510.00
5220 - Spirit Wear	0.00	0.00	0.00	0.00	0.00	0.00	31,064.57	0.00	0.00	0.00	0.00	31,064.57
5225 - White Out T-Shirts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,510.00	0.00	0.00	3,510.00
5200 - Spirit - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	811.54	811.54
Total 5200 - Spirit	0.00	0.00	0.00	0.00	0.00	0.00	31,064.57	653.05	3,510.00	1,003.80	5,321.54	41,552.96
5300 - Concessions	0.00	8,993.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,993.55
5400 - Membership	0.00	0.00	0.00	0.00	0.00	0.00	90.00	0.00	0.00	0.00	0.00	90.00
5600 - Programs	0.00	0.00	0.00	0.00	3,801.14	0.00	0.00	0.00	0.00	0.00	0.00	3,801.14
Total 5000 - Cost of Goods Sold	0.00	8,993.55	200.00	0.00	3,801.14	359.78	31,154.57	653.05	3,510.00	1,003.80	6,430.49	56,106.36
Total COGS	0.00	8,993.55	200.00	0.00	3,801.14	359.78	31,154.57	653.05	3,510.00	1,003.80	6,430.49	56,106.36
Gross Profit	500.00	16,726.45	210.00	29,589.00	12,339.86	925.24	14,797.63	7,742.95	2,886.00	633.70	2,958.51	89,374.34
Expense												
6000 - Expenses												
6020 - Awards - Fall	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	555.10	555.10
6025 - Awards - Spring	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	480.50	480.50
6035 - Weight Room	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,382.14	2,382.14
6040 - Weigh In	0.00	0.00	0.00	0.00	0.00	0.00	691.00	0.00	0.00	0.00	0.00	691.00
6045 - Hall of Fame	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	58,340.61	58,340.61
6050 - Hall of Fame	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,399.00	4,399.00
6055 - Huddle	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,475.00	4,475.00
6060 - Positive Coaching Alliance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6100 - Other Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	70,642.35	70,642.35
Total 6000 - Expenses	0.00	0.00	0.00	0.00	0.00	0.00	891.00	0.00	0.00	0.00	70,642.35	71,333.35

Westlake Demon Athletic Boosters

Profit & Loss by Class

July 2018 through June 2019

	50/50 Raffle	Concessions	Demon Derby	Membership	Programs	Spaghetti Dinner	Spirit Wear	Sports Passes	White Out	Yard Signs	Unclassified	TOTAL
6150 - Spend per Team by WDAB												
6150BB - Boys Basketball	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,340.00	4,340.00
6150BL - Baseball	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	994.00	994.00
6150BL - Bowling	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	520.00	520.00
6150BS - Boys Soccer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,568.00	2,568.00
6150Ch - Cheerleading	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,240.99	1,240.99
6150FB - Football	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,724.56	1,724.56
6150GB - Girls Basketball	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,000.00	6,000.00
6150GS - Girls Soccer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	3,000.00
6150GT - Girls Tennis	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6150GY - Gymnastics	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,453.96	3,453.96
6150HO - Hockey	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,917.94	2,917.94
6150HS - Softball	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	994.00	994.00
6150SD - Swimming and Diving	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	345.87	345.87
6150W - Wrestling	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Total 6150 - Spend per Team by WDAB	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	29,066.12	29,066.12
6200 - Administrative Expenses												
6210 - Credit Card Fees	0.00	0.00	0.00	0.00	0.00	-198.50	0.00	0.00	0.00	0.00	887.91	489.41
6215 - Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	291.50	291.50
6220 - Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	145.75	145.75
6225 - Printing	0.00	0.00	0.00	145.95	0.00	35.00	41.15	0.00	0.00	0.00	121.00	343.10
6230 - Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	151.19	151.19
6235 - Misc	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-50.00	-50.00
Total 6200 - Administrative Expenses	0.00	0.00	0.00	145.95	0.00	-163.50	41.15	0.00	0.00	0.00	1,357.45	1,351.05
6900 - Uncategorized Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-3,895.96	-3,895.96
7000 - Sports												
7010 - Fall Sports	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 7000 - Sports	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7999 - Donations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	500.00
Total Expense	0.00	0.00	0.00	145.95	0.00	-163.50	732.15	0.00	0.00	0.00	97,701.98	98,416.56
Net Ordinary Income	590.00	16,726.45	210.00	26,443.05	12,339.86	1,091.74	14,065.48	7,742.95	2,856.00	633.70	-94,743.45	-9,042.22
Net Income	590.00	16,726.45	210.00	29,443.05	12,339.86	1,091.74	14,065.48	7,742.95	2,856.00	633.70	-94,743.45	-9,042.22

8:00 PM

02/05/19

Accrual Basis

Westlake Demon Athletic Boosters

Profit & Loss Budget vs. Actual

July 2018 through June 2019

Ordinary Income/Expense	Jul '18 - Jun 19	Budget	\$ Over Budget	% of Budget
Expense				
6000 · Expenses				
6035 · Weight Room	2,392.14	3,000.00	-607.86	79.7%
6040 · W Shop	691.00	750.00	-59.00	92.1%
6050 · Hall of Pride	58,340.61	60,000.00	-1,659.39	97.2%
6051 · HUDL	4,399.00	4,500.00	-101.00	97.8%
6052 · Tickets	0.00	3,000.00	-3,000.00	0.0%
6053 · Platform SC Package	0.00	1,200.00	-1,200.00	0.0%
6054 · Positive Coaching Alliance	4,475.00	4,000.00	475.00	111.9%
Total 6000 · Expenses	70,297.75	76,450.00	-6,152.25	92.0%
6150 · Spend per Team by WDAB				
6150BB · Boys Basketball	4,340.00	4,000.00	340.00	108.5%
6150BBL · Baseball	994.00	1,000.00	-6.00	99.4%
6150BL · Bowling	520.00	1,000.00	-480.00	52.0%
6150BLX · Boys Lacrosse	0.00	2,000.00	-2,000.00	0.0%
6150BS · Boys Soccer	2,568.00	3,000.00	-432.00	85.6%
6150BT · Boys Track and Field	0.00	1,500.00	-1,500.00	0.0%
6150BTe · Boys Tennis	0.00	2,500.00	-2,500.00	0.0%
6150Bx · Boys XC	0.00	2,000.00	-2,000.00	0.0%
6150ch · Cheerleading	1,240.99	1,250.00	-9.01	99.3%
6150FB · Football	1,724.56	5,000.00	-3,275.44	34.5%
6150GB · Girls Basketball	6,000.00	9,000.00	-3,000.00	66.7%
6150GS · Girls Soccer	3,000.00	3,000.00	0.00	100.0%
6150GT · Girls Tennis	0.00	5,500.00	-5,500.00	0.0%
6150GTF · Girls Track and Field	0.00	1,500.00	-1,500.00	0.0%
6150GX · Girls XC	0.00	0.00	0.00	0.0%
6150GY · Gymnastics	3,453.96	4,000.00	-546.04	86.3%
6150HO · Hockey	2,917.94	3,000.00	-82.06	97.3%
6150LB · LBMS	0.00	0.00	0.00	0.0%
6150SB · Softball	994.00	1,000.00	-6.00	99.4%
6150SD · Swimming and Diving	345.67	600.00	-254.33	57.6%
6150VB · Volleyball	0.00	2,500.00	-2,500.00	0.0%
6150W · Wrestling	1,000.00	1,000.00	0.00	100.0%
Total 6150 · Spend per Team by WDAB	29,099.12	54,350.00	-25,250.88	53.5%
Total Expense	99,396.87	130,800.00	-31,403.13	76.0%
Net Ordinary Income	-99,396.87	-130,800.00	31,403.13	76.0%
Net Income	-99,396.87	-130,800.00	31,403.13	76.0%

