		10/31/2011	10/31/2012	10/31/2013	Note 2013
Assets:					
Assets.	Cash in Bank - Checking	19,606.48	4,990.23	11,055.28	
	Cash In Bank - Money Market	236,978.27	30,441.64	64,274.64	
	Petty Cash	100.00	61.79	73.78	
	Petty Cash-Auditorium	100.00			
	Petty Cash-Special Events	240.00	240.00	240.00	
	Deposits	659.86			
	Accounts Receivable	26,558.95	11,490.80	2,369.54	
	Total Assets	284,243.56	47,224.46	78,013.24	
Liabiliti					
	Accounts Payable	31,690.90	22,392.25	53,850.51	BB King?
	Events payable	-1,220.00			
	Due to auditorium-piano fund	584.76			
	Visa		836.07	2,465.17	
	Total Liabilities	31,055.66	23,228.32	56,315.68	
	Fund Balance ("Equity")	358,226.53	191,915.06	60,241.18	
l					
Income	e:   ex Collections:				
Ta	Restaurant Collections	405,583.15	468,669.79	481,265.21	
	Hotel Collections	122,232.40	129,951.00	129,190.27	
	Motel Collections	214,334.25	240,398.24	237,954.00	
	Bed & Breakfast Collections	52,629.15	56,029.70	56,430.03	
	Cabin/Cottage Collections	60,956.66	71,890.02	73,150.50	
To	otal Tax Collections:	855,735.61	966,938.75	977,990.01	
10	rax concetions.	033,733.01	300,330.73	377,330.01	
Αu	uditorium Income:				
	Auditorium income	2,966.00	23,149.02	4,113.25	
	Auditorium Concession Income	4,435.46	8,614.32	8,375.24	
	Tent Income	200.00		·	
To	otal Auditorium Income	7,601.46	31,763.34	12,488.49	
Ot	ther Income:				
	Interest Income	1,434.80	390.93	161.62	
	Misc/Outside Income	790.16	574.74	1,030.52	
	Website Linking Revenue	2,586.80	6,900.00	4,623.60	
	Event Ticket Sales			69,469.03	-53,850.53
	Uncategorized Income		868.75		
		4,811.76	8,734.42	75,284.77	
	Total Income	868,148.83	1,007,436.51	1,065,763.27	
Expense					
AC	dvertising, Media, PR: Auditorium · Pollstar Guide		700.00		
		F7F 00	789.00		
	Bridal Shows	575.00	20 444 90	24 452 42	
	(Direct Mail) Chamber Guide Postage	19,228.57	29,441.88	24,452.12	
	Web Site-Upgrade Web Site Maintenance	96,100.98 3,906.00	7,321.50	43,576.00	

		10/31/2011	10/31/2012	10/31/2013	Note 2013
Public Relations		3,123.67	7,928.78	5,522.76	
Museum Information	Center	4,950.00	4,500.00	4,800.00	
Creative Production		47,094.56			
Media Placement-Prir	t Coop	5,094.60	16,780.60	90.00	
Media Placement-Tele	evision	85,542.50	237,573.10	176,080.07	
Media Placement-Inte	rnet	27,350.77	39,233.87	37,003.04	
Media Placement · Ou	tdoor Billboards		27,731.85	25,000.00	
Media Placement · Air	port Information	1200	36,675.00	28,800.00	
Media Placement-We	ddings	2,854.73			
Media Placement-Rad	io	15,199.75	28,299.65	24,891.40	
Media Placement-Prir	t Other	53,366.05	126,853.75	89,600.90	
Media Placement · Co	ntingency Media		4,965.08	3,831.70	
Media Placement-GLB	Т	4,813.75			
Media Placement-Cyc		2,275.00			
Media Placement-Gov	Conference	2,095.00			
Graphic Video Produc	tion		62,249.42	65,565.00	
Crystal Bridges			5,200.00		
Total Advertising, Media, P	R	374,770.93	635,543.48	529,212.99	
Festivals & Events:					
Mardi Gras		5,000.00			
Folk Festival		6,462.59	11,927.47	45,912.86	
MFA Festival		27,516.06	24,909.89	8,047.57	
Blues Festival		10,871.45	9,947.66	8,832.45	
Africa in the Ozarks		5,000.00	2,815.43	0,032.43	
All Sports Weekend		20,000.00	15,000.00	10,000.00	
Bluegrass Festival		10,633.53	10,263.80	15,997.73	
Jazz Festival		10,556.60	14,552.08	15,985.56	
Music in the Park		29,076.49	20,855.00	13,590.67	
Seasonal/Special Pron	notions	1,500.00	20,033.00	15,550.07	
Christmas Festival	10010113	1,500.00		613.05	
Marketing Support Fu	nds	14,461.05	14,421.85	7,452.26	
Total Festivals & Events	iius	141,077.77	124,693.18	126,432.15	
Total restivais & Events		141,077.77	124,093.18	120,432.13	
Salaries, Wages, Contract:					
Event Coordinator Wa	ge/Benefit	16,089.64			
Technical Director Cor	ntract	33,336.00	33,340.00	33,340.00	
Salaries & Wages		223,232.50	206,263.58	234,698.27	
Wages/Benefits -2011		12,105.06		52,527.50	
Restroom/Aud Maint	-	1,395.81			
Auditorium Contract I	abor	2,000.00	1,034.25	1,186.50	
Total Salaries, Wages, Cont	ract:	288,159.01	240,637.83	321,752.27	
Group: 2012 Group Expenses		11,310.00			
Group Travel-Member	chine	2,860.00	0.210.00	2 122 50	
Group Travel-Nember			9,310.00	2,122.50	
Group Travel-Registra		2,578.69	2,935.90 8,846.38	2,856.42 13,878.84	
Group Travel-Registra  Group Travel-Lodging	u011	5,973.10 5,485.22	8,760.47	5,920.66	
Group Travel-Transpo	rtation	5,483.22	7,988.44	6,511.37	
Joroup Havel-Hallspo	itation	25,606.19	7,368.44	15,285.50	

		10/31/2011	10/31/2012	10/31/2013	Note 2013
	Group Travel Fams	560.39	1,152.10	666.48	
	Group Travel Panels	1,631.26			
	Group Travel Contingency	3,718.72	3,363.89	2,048.37	
	Group Travel-Sponsorships	15,645.00	10,926.05	14,837.00	
	Group Travel-Postage	1,117.31	1,095.52	1,521.57	
Tota	l Group	81,537.56	93,059.80	65,648.71	
Audi	torium (other than payroll):				
	Auditorium	1,796.39	33,567.42	15,162.82	
	Auditorium Maintenance	1,513.16			
	Music License Fees	605.00	885.00	1,010.00	
	Auditorium Concessions	1,709.98	3,542.64	624.33	
Tota	l Auditorum (other than payroll:)	5,624.53	37,995.06	16,797.15	
Othe	er Expenses:				
	Memberships	11,347.00	5,550.00	11,515.00	
	Professional Services	2,478.85	- /	,=====	
	Contingency - Office	2,	1,863.62	1,833.63	
	Bank chgs/Credit Card fees	756.44	35.00	751.72	
	Office Supplies/Expenses	8,644.73	5,310.12	2,674.98	
	Computer Software	5,962.03	1,620.53	194.00	
	Computer Hardware	5,367.00	1,020.55	154.00	
	Email Web Hosting	3,307.00		2,146.03	
	Travel	1,144.00	1,925.36	1,533.12	
	Office Maintenance	1,144.00	1,623.37	1,455.00	
	Rent	11,836.48	11,530.00	11,530.00	
	Rent-Tent Storage	672.00	11,330.00	11,330.00	
	Utilities	2,470.58	1,425.31	1,406.97	
	Telephone	6,109.38	4,797.73	4,076.01	
	Telephone	1,914.63	4,737.73	4,070.01	
	·	5,356.11	4 160 00	4 450 00	
	Copier		4,160.99	4,458.08	
	Continuing Education	797.09 1,698.61	2.052.04	990.09	
	Postage		2,053.94	889.08	
	Modification to Space	12,610.40	1 520 11		
	Capital Expenditures	2.052.22	1,530.11		
	Write Off Uncollectables	2,852.33	42.426.00	44.462.62	
Tota	l Other Expenses	82,017.66	43,426.08	44,463.62	
	Total Expenses	973,187.46	1,175,355.43	1,104,306.89	
	•		, -,	, : ,::::::	
	Net Income/Loss	(105,038.63)	(167,918.92)	(38,543.62)	
	Income reduction BB King Tickets (est?)			(53,850.51)	
	Corrected			(92,394.13)	
ncome ([				(92,394.13) Was it booked as	
eck:					

	10/31/2011	10/31/2012	10/31/2013	Note 2013
Assets	284,243.56	47,224.46	78,013.24	
Liabilities	-31,055.66	-23,228.32	-56,315.68	
Income	-868,148.83	-1,007,436.51	-1,065,763.27	
Expense	973,187.46	1,175,355.43	1,104,306.89	
Fund Balance	-358,226.53	-191,915.06	-60,241.18	
Check sum	0.00	0.00	0.00	