

Comments on the financial statements for April 30, 2020 and related projections:

-The books are on a cash basis. It is the simplest way to prepare financials but it does not exactly match income with expenses for a particular period. Cash could have been paid in an earlier period for inventory or in a later period for purchases on credit, such as 30-day terms or late payments.

-The books are prepared in a conventional manner for retail operations with a profit and loss statement and a balance sheet. In prior years including 2015, a different presentation was made with a sources and uses statement, which is commonly used for governmental units. The underlying financial health is no different; it's just the presentation.

-The bank account balances have been reconciled to the books and each transaction has been reviewed for correct classification. Because of this, the statements are a good reflection of the current financial position.

Regarding the note due to Sally Spencer, the balloon payment of around \$69,000 was not made on December 31, 2019. Effort is in progress to remake that note.

Remaining past due balances of \$10,545 are expected to be fully paid by June 30, 2020. See the next page for detail of the past due accounts.

-Attention should be made to the line "Net Operating Income". Balances above this line represent current income and expenses for the month. Under the net operating line represent late payments from prior years and taxes collected and paid (which should net to the difference between the payments for the prior period less the payments for the current period made the following month).

-Taxes are usually paid one month after collection, but are sometimes later, as the case of excise taxes for December 2019 excise taxes which were paid in February.

-In the report including projections for May–December, 2020, the following assumptions were made:

1. Flower sales were estimated conservatively assuming the economy does not rebound from the virus in time for the high season of July and August. The graph is intended to show the steadiness of monthly sales of at least \$40,000 and daily sales of at least \$1,200. Based on this, projected sales for 2020 were estimated to be \$1,550/day for July and Aug (2019 actual for July and Aug was around \$2,000/day) and down to as much as \$1,150/day for the fall. See the graphs and table beneath the projections for the detail.

2. Unknown repairs and landscaping fees are estimated at \$300/month.

3. No change of monthly payments for the notes to Fern and Sally are projected.

4. No print ads will be done in 2020. Marketing expense is estimated at \$200/month.

5. Lawyer fees are estimated at \$3,000/mo for 3 months. And a bookkeeper at \$500/mo beginning in June.

6. Property taxes are current now, with the remaining balance for 2020 due in October.

Past-due amounts from 2018-2019 that were unpaid as of December 31, 2019:

-PERS debt	\$ 9,000
-Excise taxes for December	\$15,861
-Late filing fee for November excise taxes	\$ 321
-Sales taxes for December	\$ 3,183
-Property taxes due April 2019	\$ 2,706
-Columbia River Gorge Magazine, full page ad	\$ 2,850
-Wind River Publishing, ads	\$ 900
-Employment Security Dept for Bonneville Events	\$ 255
-Columbia Hardware	\$ 189
-State of Oregon Transit Tax due July 2018	\$ 75
-Skamania Pioneer	<u>\$ 35</u>
Total	\$35,375

-Past due amounts that are unpaid as of May 11, 2020:

-note # 2 to Fern due April 1	\$ 4,098
-final balance of PERS debt from 2018-2019	\$ 2,500
-attorney, Thomas Foley	\$ 2,687
-NB City tax 1.5%	\$ 454
-The Gorge Magazine	<u>\$ 807</u>
Total past due	\$10,546

North Bonneville Public Development Authority
Balance Sheet
As of April 30, 2020

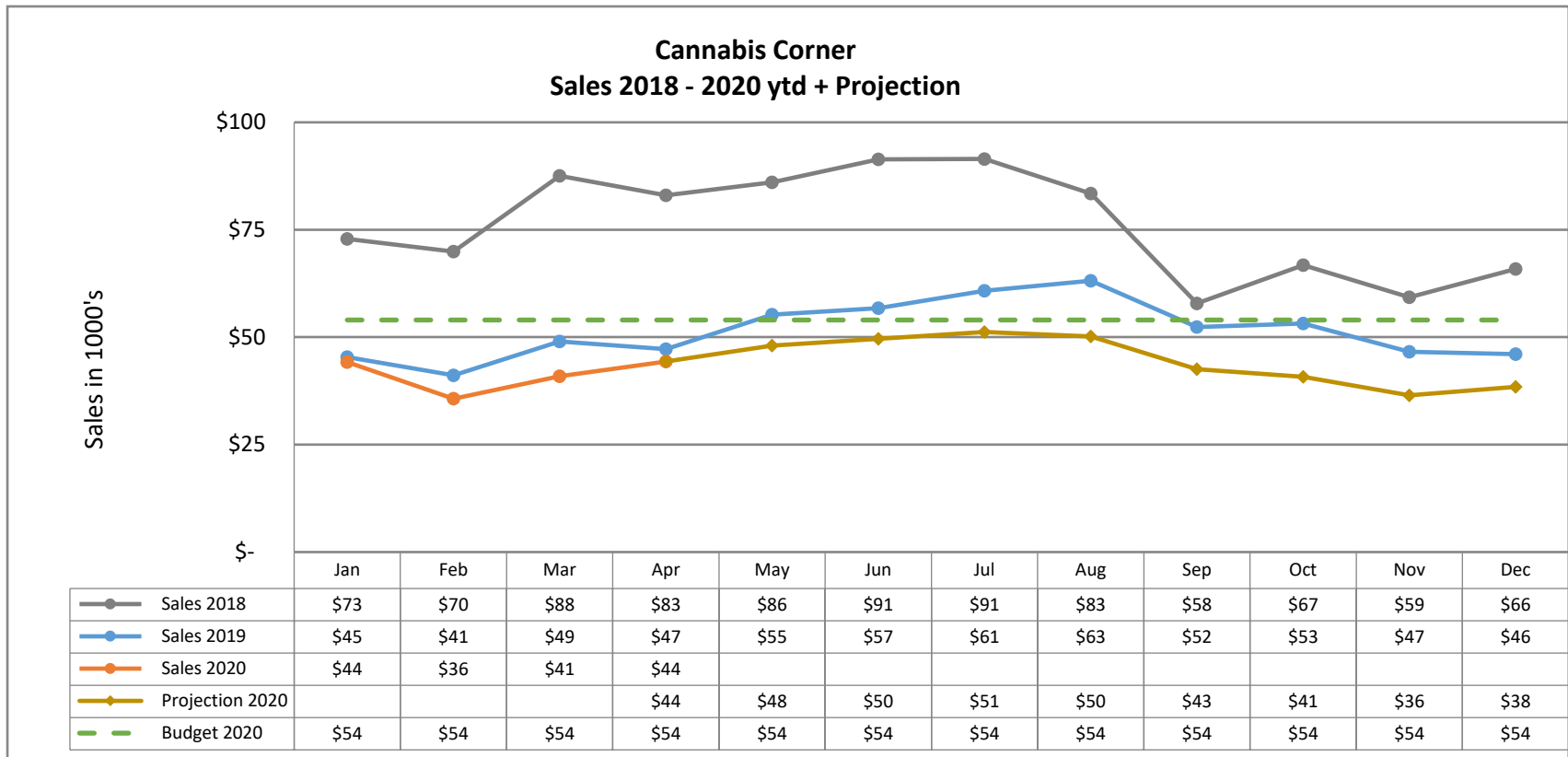
	Total
ASSETS	
Current Assets	
Bank Accounts	
ATM	3,000
Change Fund	200
Petty Cash	0
Salal Checking	25,682
Salal Savings	880
Vault	2,402
Total Bank Accounts	32,164
Other Current Assets	
Old Change Fund	0
Old Petty Cash Fund	0
Total Other Current Assets	0
Total Current Assets	32,164
Other Assets	
Security Deposits	5,000
Total Other Assets	5,000
TOTAL ASSETS	37,164
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Taxes Withheld	0
WA PERS	0
Total Other Current Liabilities	0
Total Current Liabilities	0
Long-Term Liabilities	
F. Armstrong Loan 1	85,512
F. Armstrong Loan 2	78,865
S. Spencer Loan	68,676
Total Long-Term Liabilities	233,053
Total Liabilities	233,053
Equity	
Retained Earnings	-211,527
Net Income	15,637
Total Equity	-195,890
TOTAL LIABILITIES AND EQUITY	37,164

Prepared by: NBPDA 05/11/2020

North Bonneville Public Development Authority
Profit and Loss by Month
January - April, 2020

Prepared by: NBPDA, 05/11/2020

	Jan 2020	Feb 2020	Mar 2020	Apr 2020	Total	Notes
Income						
3417010 Sales - Marijuana Flower	41,117	33,525	38,708	42,168	155,518	
3417030 Sales - Marijuana Related Paraphernalia	2,550	1,671	1,632	1,622	7,475	
3417040 Sales - ATM Fee	523	480	562	542	2,106	
Total Income	44,189	35,676	40,902	44,332	165,099	
Cost of Goods Sold						
5715341 Marijuana Flower	16,768	15,782	16,935	14,088	63,572	
5715343 Marijuana-Related Paraphernalia	298	1,216			1,514	due to Covid-19, unable to get appointment at paraphernalia store, will order online
Total Cost of Goods Sold	17,066	16,998	16,935	14,088	65,086	
Gross Profit	27,123	18,678	23,967	30,245	100,013	
Expenses						
557 Employee Expenses					0	
5711100 Salaries and Wages	14,761	6,311	6,156	4,218	31,445	Restructuring reduced payroll, Apr ~\$600 check didn't clear, applied to May
5711102 Payroll Expenses	218	109	151	223	701	
5711200 Benefits	1,220	1,220		645	3,086	
Child Support Paid		140			140	
Retirement		4,500	2,000		6,500	Backpay to PERS from 2019, remaining past due balance to pay
Total 557 Employee Expenses	16,200	12,280	8,307	5,086	41,872	
571 Non Employee Expenses					0	
2041000 Professional Services - LLC	2,610	3,915			6,525	Joshua Tree Creative LLC Consulting
3699000 Register Over/Short	-6	-1	-6		-13	
5148149 Bank Service Charges	783	826	830	746	3,185	renamed this category (was "Licensing/ Fees") and added Taxes & Licences below
5711310 General Store Supplies	81	653	45	125	905	
5711420 Communications/marketing	1,287		98	83	1,468	
5712450 Rent or Lease	1,900	1,100	1,500	1,500	6,000	Office+ Shop
5712470 Utilities	1,285	253	1,392	376	3,306	Office+ Shop
5712480 Repair & Maintenance	146				146	
5716466 Liability Insurance	510			2,835	3,345	Apr Annual Ins Payment
5717417 IT Support	288	42	4,273	90	4,692	March Annual Greenbits ~\$4k
5861443 B&O / Litter Taxes	221	221	213	372	1,028	
5921883 Debt Interest and Service Costs	2,613	2,916	1,496	564	7,589	updated to reflect latest P.Notes, Fern loans not paid in March & April pay both in May, pay May/June in June
Taxes and Licenses		1,559			1,559	Feb, \$1392 Business License +misc
Total 571 Non Employee Expenses	11,719	11,484	9,841	6,692	39,735	
Total Expenses	27,918	23,764	18,148	11,778	81,608	
Net Operating Income	-795	-5,085	5,819	18,466	18,405	
Other Income						
3490000 ATM activity	220	-1,520	2,640	-2,540	-1,200	
361 Interest Earned	0	1	0	0	1	
3860010 Marijuana Excise Tax Collected	15,215	12,405	14,323	15,603	57,547	
3860020 Sales Tax Collected	3,181	2,593	2,993	3,260	12,028	
5861442 Sales Tax Paid	-3,502	-3,504	-3,362	-5,897	-16,265	One month past due from 2019 carryover, paid double in Apr, now current
5861444 Marijuana Excise Tax Paid		-15,861	-15,297	-26,793	-57,951	Excise Tax not paid in Jan, Paid double in April, now current, Feb, adjusted \$322 to Debt Interest/Services Costs
Transfer from Bonneville Events			3,112		3,112	
Total Other Income	15,115	-5,887	4,409	-16,365	-2,728	
Other Expenses						
Reconciliation Discrepancies		40			40	
Total Other Expenses	0	40	0	0	40	
Net Other Income	15,115	-5,927	4,409	-16,365	-2,768	
Net Income	14,320	-11,012	10,228	2,101	15,637	
Less Loan Payments against Principal	-2,820	-2,844	-140		-5,803	updated to reflect latest P.Notes, Fern loans not paid in March & April pay both in May, pay May/June in June Spencer check did not clear in Apr
Net Cash Flow	11,500	-13,856	10,089	2,101	9,834	



- Shows sales trends as a partial basis for 2020 projections
- Assume less tourism and cancelled events as result of Covid-19, therefore, lower sales throughout summer compared with 2019
- Assume continued slower sales through the year due to uncertainty of Covid-19 impact
- Budget line shown for reference (does not account for seasonal affects)
- Although 2018 reflects higher sales, there are also considerable costs not reflected

Prepared by NBPDA, 05/11/2020

North Bonneville Public Development Authority
2020 Profit and Loss by Month (Actuals & Projections)
 January - April are Actuals; May - December are Projections

Prepared by: NBPDA, 05/11/2020

Description	Actuals				Projections								Act&Proj	Notes
	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep-20	Oct-20	Nov-20	Dec-2020	Total	
Income														
3417010 Sales - Marijuana Flower	41,117	33,525	38,708	42,168	44,950	46,500	48,050	48,050	40,500	38,750	34,500	36,425	493,243	
3417030 Sales - Marijuana Related Paraphernalia	2,550	1,671	1,632	1,622	2,500	2,500	2,500	1,500	1,500	1,500	1,500	1,500	22,475	Incr projection for Jun-Aug
3417040 Sales - ATM Fee	523	480	562	542	623	643	663	650	551	528	472	498	6,734	
Total Income	44,189	35,676	40,902	44,332	48,073	49,643	51,213	50,200	42,551	40,778	36,472	38,423	522,452	
Cost of Goods Sold														
5715341 Marijuana Flower	16,768	15,782	16,935	14,088	17,980	18,600	19,220	19,220	16,200	15,500	13,800	14,570	198,662	
5715343 Marijuana-Related Paraphernalia	298	1,216			1,000	1,000	1,000	600	600	600	600	600	7,514	Incr projection for Jun-Aug
Total Cost of Goods Sold	17,066	16,998	16,935	14,088	18,980	19,600	20,220	19,820	16,800	16,100	14,400	15,170	206,176	
Gross Profit	27,123	18,678	23,967	30,245	29,093	30,043	30,993	30,380	25,751	24,678	22,072	23,253	316,276	
Expenses														
557 Employee Expenses														
5711100 Salaries and Wages	14,761	6,311	6,156	4,218	5,800	6,700	6,700	6,700	5,200	5,200	5,200	5,200	78,145	Restructuring reduced payroll, Apr chk for \$600 did not clear, added to May, assume incr hours Jun-Aug
5711102 Payroll Expenses	218	109	151	223	300	300	300	300	300	300	300	300	3,101	
5711200 Benefits	1,220	1,220		645	645	645	645	645	645	645	645	645	8,246	Benefit credit Mar,incr frm \$610 to \$645 to inc dental
Child Support Paid		140											140	
Retirement		4,500	2,000		4,742	2,200	1,200	1,200	1,000	1,000	1,000	1,000	19,842	Backpay to PERS from 2019 paid Feb/Mar/May, Pay May/June in June, \$1k-1.2k /mo from July
Total 557 Employee Expenses	16,200	12,280	8,307	5,086	11,487	9,845	8,845	8,845	7,145	7,145	7,145	7,145	109,475	
571 Non Employee Expenses														
2041000 Professional Services - LLC	2,610	3,915			4,037	0	3,000	3,000	3,000	0	0	0	19,562	Joshua Tree Creative LLC \$1350 May Legal = \$2687.45 May Invoice, estimate after Added \$500/mo to alleviate PDA board & volunteer CPA, July Audit fee \$1,150
Professional Financial Services					0	500	1,650	500	500	500	500	500	4,650	
3699000 Register Over/Short	-6	-1	-6		0	0	-3	-6	-2	-6	-4	-6	-40	
5148149 Bank Service Charges	783	826	830	746	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	11,185	
5711310 General Store Supplies	81	653	45	125	300	300	300	300	300	300	300	300	3,305	
5711420 Communications/marketing	1,287		98	83	200	200	200	200	200	200	200	200	3,068	
5712450 Rent or Lease	1,900	1,100	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	
5712470 Utilities	1,285	253	1,392	376	1,300	450	1,500	450	1,300	350	1,300	1,300	11,256	
5712480 Repair & Maintenance	146				300	300	300	300	300	300	300	300	2,546	
5716466 Liability Insurance	510			2,835	336	336	336	336	336	336	336	336	6,033	
5717417 IT Support	288	42	4,273	90	300	300	300	300	300	300	300	300	7,092	March Annual Greenbits ~\$4k
5861443 B&O / Litter Taxes	221	221	213	372	213	231	238	246	241	204	196	175	2,770	
5861445 NB City 1.5%					454	436	451	465	456	386	370	331	3,349	
5921883 Debt Interest and Service Costs	2,613	2,916	1,496	564	3,551	3,503	2,131	2,105	2,080	2,054	2,028	2,002	27,044	reflects 2x loan pymts May/June for Fern loans Spencer check did not clear Apr, applied to May Feb Bus. Lic., Prop taxes = \$2.7k frm 2019 + 1/2 of 2020 \$1.2k Pd Apr, clr May, Oct = 1/2 of 2020 \$1.2k
Taxes and Licenses		1,559			3,912					1,206			6,678	
Total 571 Non Employee Expenses	11,719	11,484	9,841	6,692	17,403	9,056	12,903	10,696	11,510	8,631	8,326	8,238	126,498	
Total Expenses	27,918	23,764	18,148	11,778	28,890	18,901	21,748	19,541	18,655	15,776	15,471	15,383	235,972	
Net Operating Income	-795	-5,085	5,819	18,466	202	11,142	9,246	10,839	7,096	8,903	6,601	7,870	80,304	
Other Income														
3490000 ATM activity	220	-1,520	2,640	-2,540	0	0	0	0	0	0	0	0	-1,200	
361 Interest Earned	0	1	0	0	1	1	0	1	0	0	1	0	5	
3860010 Marijuana Excise Tax Collected	15,215	12,405	14,323	15,603	16,632	17,205	17,779	17,779	14,985	14,338	12,765	13,477	182,505	
3860020 Sales Tax Collected	3,181	2,593	2,993	3,260	3,461	3,581	3,700	3,700	3,119	2,984	2,657	2,805	38,033	
5861442 Sales Tax Paid	-3,502	-3,504	-3,362	-5,897	-3,260	-3,461	-3,581	-3,700	-3,700	-3,119	-2,984	-2,657	-42,726	One month past due from 2019 carryover, paid 2x in Apr, now current
5861444 Marijuana Excise Tax Paid		-15,861	-15,297	-26,793	-15,603	-16,632	-17,205	-17,779	-17,779	-14,985	-14,338	-12,765	-185,035	Excise Tax not paid in Jan, Paid 2x in April, now current, Feb, adjusted \$322 to Debt Int/Svcs Costs
Transfer from Bonneville Events			3,112										3,112	From Bonneville Events cash in safe
Total Other Income	15,115	-5,887	4,409	-16,365	1,229	694	693	1	-3,375	-782	-1,899	861	-5,306	

North Bonneville Public Development Authority
2020 Profit and Loss by Month (Actuals & Projections)
 January - April are Actuals; May - December are Projections

Prepared by: NBPDA, 05/11/2020

Description	Actuals				Projections								Act&Proj	Notes
	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep-20	Oct-20	Nov-20	Dec-2020	Total	
Other Expenses														
Reconciliation Discrepancies		40												40
Total Other Expenses	0	40	0	0	0	0	0	0	0	0	0	0	0	40
Net Other Income	15,115	-5,927	4,409	-16,365	1,229	694	693	1	-3,375	-782	-1,899	861	-5,347	
Net Income	14,320	-11,012	10,228	2,101	1,432	11,835	9,939	10,840	3,721	8,120	4,702	8,730	74,957	
Less Loan Payments against Principal	-2,820	-2,844	-140	0	-5,764	-5,697	-2,967	-2,992	-3,018	-3,044	-3,070	-3,096	-35,450	reflects 2x loan pymts May/June for Fern loans Spencer check did not clear Apr, applied to May
Net Cash Flow	11,500	-13,856	10,088	2,101	-4,332	6,139	6,972	7,847	703	5,077	1,633	5,634	39,507	
Bank Balances beginning of Month	19,129	30,629	16,774	26,862	28,963	24,632	30,770	37,742	45,589	46,292	51,369	53,002		
Bank Balances end of Month	30,629	16,774	26,862	28,963	24,632	30,770	37,742	45,589	46,292	51,369	53,002	58,636		Cumulative positive/negative cash position
<i>(Savings, Checking and Vault)</i>														

Assumptions for Flower Sales

Monthly Flower Sales	see above for actuals				44,950	46,500	48,050	48,050	40,500	38,750	34,500	36,425
Average Daily Flower Sales	1326	1156	1249	1406	1450	1550	1550	1550	1350	1250	1150	1175
days in month	31	29	31	30	31	30	31	31	30	31	30	31
	calculate daily from actual monthly				manually estimate daily, calculate monthly							

Assumptions:

- Jan-Apr, used actual monthly flower sales to calculate daily averages

-May-Dec Projections, Calculate monthly flower sales based on estimates for daily averages, which are based on actual daily averages from Jan-Apr and slower than normal growth for high summer season due to Covid-19 with cancelled events and lack of tourism

-Note that we are seeing a steady increase of at least \$100/day total sales for Feb-Apr, above projection is using conservative estimates for high season of July and August @ \$1550/day

-Since last submittal in April, we have added and/or changed several expense items:

- > Added legal invoice for May, 2020
- > Added 1.5% NB City Tax payment, starting for sales month of April, due May
- > Renamed 5148149 "Licensing/ Fees" to "Bank Service Charges", added "Taxes & Licences", split out accordingly
- > Reflects 2019 past due property taxes of \$2706.43 + 1/2 of 2020 in May (check written 4/27, cleared 5/6), 2nd half in Oct
- > Adjusted Salaries & Wages and PERS to reflect proper split
- > Increased salaries, utilities and daily sales projection for Jun-Aug, assuming incr. summer hrs (still tbd)
- > Shows double loan payments in May/June for both Fern loans to become current
- > April reflects catching up on Excise taxes which were one month behind beginning Jan-2020, now current
- > April reflects catching up on sales taxes which were one month behind beginning Nov-2019, now current

Total Past Due \$10,545.95

Past Due as of 5/11/2020

Entity	Description, Explanation	Amount
Fern Armstrong x 2 loans @ \$4,097.87/mo	On 5/7, Paid Remaining balance for March payments + \$4,097.87 April payments Plan to pay May and June payments in June to become current	\$4,097.87
Mr. Thomas Foley, Attorney	First bill was due 5/8, may be able to pay by end of Month, otherwise Mr. Foley has agreed to deferred payments understanding the current financial situation of the NBPDA, there was a slight discount if paid by 5/8, but no late penalties will accrue	\$2,687.45
PERS	Updated past due amount is \$4,742.14, including 2019 & 2020 ytd Paid \$2,242.14 May 6, hope to pay remaining \$2500 in May or June	\$2,500.00
NB City Tax @ 1.5% of sales	Last invoice for consultant March 11, Payments to city begin applied to April Sales, due in May	\$453.67
The Gorge Magazine	Original Invoice from 12/12/2019, received resubmittal from them dated 4/30/2020. Investigating previous response to this bill. NBPDA understanding was that it was taken care of and no longer past due.	\$806.96

Prepared by NBPDA: 5/11/2020

North Bonneville Public Development Authority
Profit and Loss Comparison
January 1 - April 30, 2020

Description	Jan 1 - Apr 30, 2020	Jan 1 - Apr 30, 2019	2020-2019
Income			
341 Sales		1,294	-1,294
3417010 Sales - Marijuana Flower	155,518	167,948	-12,430
3417030 Sales - Marijuana Related Paraphernalia	7,475	11,409	-3,934
3417040 Sales - ATM Fee	2,106	2,046	60
Total Income	165,099	182,696	-17,597
Cost of Goods Sold			
5715341 Marijuana Flower	63,572	66,616	-3,044
5715343 Marijuana-Related Paraphernalia	1,514	4,121	-2,607
Total Cost of Goods Sold	65,086	70,736	-5,650
Gross Profit	100,013	111,960	-11,947
Expenses			
557 Employee Expenses			
5711100 Salaries and Wages	31,445	75,152	-43,706
5711102 Payroll Expenses	701	-1,169	1,870
5711200 Benefits	3,086	8,649	-5,564
Child Support Paid	140		140
Health Insurance		570	-570
Retirement	6,500	1,026	5,474
Total 557 Employee Expenses	41,872	84,228	-42,356
571 Non Employee Expenses			
2041000 Professional Services - LLC	6,525		6,525
2045000 Office Rent		1,600	-1,600
3699000 Register Over/Short	-13	51	-64
5142041 Finance-Related Professional Services		1,097	-1,097
5148149 Bank Service Charges	3,185	4,257	-1,072
5711310 General Store Supplies	905	1,337	-432
5711420 Communications/marketing	1,468	3,392	-1,924
5712450 Rent or Lease	6,000	27,741	-21,741
5712451 Stevenson Store Rent		4,800	-4,800
5712470 Utilities	3,306	4,363	-1,058
5712480 Repair & Maintenance	146	612	-466
5716466 Liability Insurance	3,345	800	2,544
5717417 IT Support	4,692	2,310	2,382
5861443 B&O / Litter Taxes	1,028	863	165
5861445 NB City 1.5%		1,975	-1,975
5921883 Debt Interest and Service Costs	7,589	10,075	-2,486
Taxes and Licenses	1,559	259	1,301
Total 571 Non Employee Expenses	39,735	65,534	-25,799
Total Expenses	81,608	149,762	-68,155
Net Operating Income	18,405	-37,802	56,208

North Bonneville Public Development Authority
Profit and Loss Comparison
January 1 - April 30, 2020

Description	Jan 1 - Apr 30, 2020	Jan 1 - Apr 30, 2019	2020-2019
Other Income			
3490000 ATM activity	-1,200	1,080	-2,280
361 Interest Earned	1	2	-1
3860010 Marijuana Excise Tax Collected	57,547	62,148	-4,601
3860020 Sales Tax Collected	12,028	13,794	-1,766
5861442 Sales Tax Paid	-16,265	-13,783	-2,482
5861444 Marijuana Excise Tax Paid	-57,951	-61,705	3,754
Transfer from Bonneville Events	3,112		3,112
Total Other Income	-2,728	1,536	-4,264
Other Expenses			
5911879 Private Debt Redemption		1,200	-1,200
Reconciliation Discrepancies	40		40
Total Other Expenses	40	1,200	-1,160
Net Other Income	-2,768	336	-3,104
Net Income	15,637	-37,466	53,104

Note: Does not include loan payments toward principal

Prepared by: NBPDA 05/11/2020

North Bonneville Public Development Authority
Budget vs. Actuals: 2020 Budget (FINAL) - FY20 P&L
January - April, 2020

	Jan - Apr, 2020		
	Actual	Budget	Act-Budget
Income			
3417010 Sales - Marijuana Flower	155,518	216,667	-61,149
3417030 Sales - Marijuana Ralated Paraphernalia	7,475	13,333	-5,858
3417040 Sales - ATM Fee	2,106	2,400	-294
Total Income	165,099	232,400	-67,301
Cost of Goods Sold			
5715341 Marijuana Flower	63,572	80,000	-16,428
5715343 Marijuana-Related Paraphernalia	1,514	8,333	-6,819
Total Cost of Goods Sold	65,086	88,333	-23,247
Gross Profit	100,013	144,067	-44,054
Expenses			
557 Employee Expenses	0	0	0
5711100 Salaries and Wages	31,445	46,667	-15,221
5711102 Payroll Expenses	701	0	701
5711200 Benefits	3,086	13,333	-10,248
Child Support Paid	140	0	140
Retirement	6,500	0	6,500
Total 557 Employee Expenses	41,872	60,000	-18,128
571 Non Employee Expenses	0	0	0
2041000 Professional Services - LLC	6,525	0	6,525
2045000 Office Rent	0	1,600	-1,600
2051100 Intergov't Services to Board - Mission	0	167	-167
3699000 Register Over/Short	-13	0	-13
5142041 Finance-Related Professional Services	0	1,000	-1,000
5148149 Bank Service Charges	3,185	667	2,518
5149999 Financial Services - Audit	0	6,667	-6,667
5153041 Professional Services - Legal	0	167	-167
5711310 General Store Supplies	905	1,667	-762
5711420 Communications/marketing	1,468	6,000	-4,532
5711490 Travel/Meals/Memberships	0	167	-167
5712450 Rent or Lease	6,000	6,000	0
5712470 Utilities	3,306	3,400	-94
5712480 Repair & Maintenance	146	667	-520
5716466 Liability Insurance	3,345	3,333	11
5717307 IT Supplies	0	833	-833
5717417 IT Support	4,692	2,333	2,359
5861443 B&O / Litter Taxes	1,028	1,083	-56
5861445 NB City 1.5%	0	3,450	-3,450
5921883 Debt Interest and Service Costs	7,589	0	7,589
Taxes and Licenses	1,559	0	1,559
Total 571 Non Employee Expenses	39,735	39,200	535

North Bonneville Public Development Authority
Budget vs. Actuals: 2020 Budget (FINAL) - FY20 P&L
January - April, 2020

	Jan - Apr, 2020		
	Actual	Budget	Act-Budget
Total Expenses	81,608	99,200	-17,592
Net Operating Income	18,405	44,867	-26,461
Other Income			
3490000 ATM activity	-1,200	0	-1,200
361 Interest Earned	1	0	1
3860010 Marijuana Excise Tax Collected	57,547	80,167	-23,107
3860020 Sales Tax Collected	12,028	18,793	-6,278
5861442 Sales Tax Paid	-16,265	-17,710	1,445
5861444 Marijuana Excise Tax Paid	-57,951	-80,167	22,216
Transfer from Bonneville Events	3,112	0	3,112
Total Other Income	-2,728	1,083	-3,811
Other Expenses			
591 Debt Payments	0	20,000	-20,000
Reconciliation Discrepancies	40	0	40
Total Other Expenses	40	20,000	-19,960
Net Other Income	-2,768	-18,917	16,149
Net Income	15,637	25,950	-10,313

Note: 2020 does not include loan payments toward principal

Prepared by: NBPDA 05/11/2020

Greetings Mayor Sabo et al,

Please see responses to your questions in addition to an updated NBPDA Financial package which includes some additional clarifications.

Original email from B. Sabo 5/6/2020 with responses:

This e-mail is intended to address some PDA reported discrepancies as well as a request for information to be provided for City Council review.

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1. According to the PDA posted meeting minutes for April 15, 2020, there is an allegation Mr. Good presented a January P&L for the PDA to the City Council that was not done correctly. To set the record straight, Mr. Good never presented said P&L to the council. This type of false allegation publicly noted implies that council may unknowingly take into consideration an incorrect report when making any decisions concerning their oversight responsibilities for the PDA.
 - The mayor reported in the city council minutes of Feb 11 that a balance sheet was given to him by Josh. This would imply that a P&L statement was also given to the mayor to complete a set of financial statements. Invoice from JTC LLC also charged the PDA for finalizing the January P&L. The January bank accounts were not reconciled in QuickBooks resulting in sales tax paid being overstated since a sales tax payment expense of \$3,947 was included which had not cleared the bank and was not deleted.

According to the Profit and Loss by Month statement Germaine LaFleur provided, the following discrepancies are being questioned for clarification;

1. # 5711200 Benefits, Why would the benefit amount paid for both Jan. 2020 and Feb. 2020 be exactly the same when gross salaries for these months show a 42.7% variance? For the month of March 2020 no benefits are showed to be paid?

- The Benefits account only includes health insurance for Matt and Robyn. A credit for an advance payment of Robin's insurance in Feb was offset by the charge for Matt's insurance in March to create a zero entry for the month of March.

2. # 5712450 Rent or Lease, Why was the Stevenson Store rent \$400.00 less for the month of Feb. 2020? Fern Armstrong was paid an additional automatic deduction of \$400.00 in February for the office in NB after the office was vacated and the lease was terminated. Even though she paid the money back why wasn't it reflected as rent paid and adjusted in misc. income or somewhere else as money coming back noting a reason?

- Financial statements are presented to help the reader to understand the overall financial condition of the entity. Too many lines tend to confuse especially if they refer to a vague title like Miscellaneous income. Specifically Accounting Standards Codification 225 states that an offset should be separately listed if it exceeds 10% of the revenue which in this case it does not.

3. # 3490000 ATM Activity, this account is an income account, why does the month of Feb. 2020 reflect a negative \$1,520.00?

- ATM activity is the net of money going into the ATM machine vs what is taken out and deposited to the bank. This will not equal zero because ATM monies are held at least one day before depositing and sometimes over the weekend for deposit. ATM fee income is recorded separately.

4. # 3860010 Marijuana Excise Tax Collected and # 3860020 Sales Tax Collected are not matching what is paid for # 5861444 Marijuana Excise Tax Paid and # 55861442 Sales Tax paid even taking in consideration the payments may be a month late? I'm assuming the amounts reflected are different due to

late fees? If so late fees need to be reflected in other than the number the tax was paid as they are not a tax but a penalty for not paying on time as required. If this is the fact, anyone looking at the P&L's has a right to see an accurate picture when it comes to what additional public funds are being used to pay late and penalty charges. Additionally, the projected Marijuana Excise Tax Collected for April 2020 is \$14,985.00 but paid in May 2020 \$14,430.00 creating an under payment of \$555.00?

- The late fees and penalties are recorded in Interest expense. However, excise taxes in Feb included \$322 penalty which has now been rectified. The projections sheet had an error due to last minute updating to get April closer to actuals, that has now been corrected. For sales taxes, there seems to be a discrepancy between what is collected and paid up to \$200. A review will be made as to why.

In closing, please provide a simple spreadsheet showing a total for all monies owed for back property taxes, the balances owed presently for Pers, Marijuana Excise Taxes, retail & B&O taxes, loan payments, and liability insurance.

- A list of known past due amounts is contained in the financials with commentary and explanation on payment plans. In addition, the projection sheet reflects plans to pay down past due expenses and keep current on future expenses, while maintaining a positive cash flow.

If you are going to include sending the information to Councilors directly please make sure you have the right e-mail and attach any information you want to include in the e-mail. Some Councilors complained that the last e-mail sent to them by the PDA had no attachment or was sent to the wrong e-mail address.

- The email sent by Ms. LaFleur with the preliminary NBPDA Financials on 4/13/2020 at 10:51pm had bounced back for J. Acton's email address typo, which was forwarded to him by separate email with the corrected email address 2 minutes later. All councilor email addresses are pulled from the city website.