

**Third Laguna Hills Mutual**  
**Statement of Revenues & Expenses - Preliminary**  
**6/30/2023**  
(\$ IN THOUSANDS)

		CURRENT MONTH			YEAR TO DATE			PRIOR YEAR	TOTAL
		ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET
Revenues:									
Assessments:									
1	Operating	\$2,388	\$2,388		\$14,328	\$14,329		\$14,301	\$28,657
2	Additions to restricted funds	1,065	1,065		6,390	6,390		6,406	12,780
3	Total assessments	3,453	3,453		20,718	20,719		20,707	41,437
Non-assessment revenues:									
4	Fees and charges for services to residents	73	90	(17)	595	535	60	519	1,075
5	Laundry	17	18	(1)	110	105	5	106	210
6	Investment income	114	35	79	514	210	304	83	420
7	Miscellaneous	62	63	(1)	321	376	(55)	360	753
8	Total non-assessment revenue	267	205	61	1,541	1,227	315	1,067	2,458
9	Total revenue	3,720	3,658	61	22,260	21,945	314	21,774	43,895
Expenses:									
10	Employee compensation and related	1,131	1,188	57	6,423	7,204	781	6,615	14,458
11	Materials and supplies	144	116	(28)	728	676	(52)	681	1,382
12	Utilities and telephone	473	494	21	2,632	2,769	137	2,771	5,977
13	Legal fees	42	34	(8)	174	192	19	84	393
14	Professional fees	4	12	8	54	75	21	70	149
15	Equipment rental	1	4	2	13	22	9	11	45
16	Outside services	1,143	757	(386)	4,267	4,348	81	1,604	9,390
17	Repairs and maintenance	25	32	7	148	189	42	155	379
18	Other Operating Expense	10	14	4	66	89	23	52	182
19	Insurance	692	744	52	4,398	4,462	64	3,895	8,923
20	Uncollectible Accounts	1	5	4	(1)	32	33	106	65
21	(Gain)/loss on sale or trade							4	
22	Depreciation and amortization	9	9		52	52		67	105
23	Net allocation to mutuals	116	116	1	612	703	91	728	1,412
24	Total expenses	3,792	3,524	(267)	19,566	20,814	1,248	16,842	42,861
25	Excess of revenues over expenses	(\$72)	\$134	(\$206)	\$2,693	\$1,131	\$1,562	\$4,931	\$1,034

**Third Laguna Hills Mutual**  
**Statement of Revenues & Expenses - By Fund Type - Preliminary**  
**6/30/2023**  
(\$ IN THOUSANDS)

			OPERATING YEAR TO DATE			RESERVE: YEAR TO DATE			RESTRICTED: YEAR TO DATE			COMBINED: YEAR TO DATE		
			ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
Revenues:														
Assessments:														
1	Operating		\$14,328	\$14,329								\$14,328	\$14,329	
2	Additions to restricted funds					5,895	5,895		495	495		6,390	6,390	
3	Total assessments		14,328	14,329		5,895	5,895		495	495		20,718	20,719	
Non-assessment revenues:														
4	Fees and charges for services to residents		593	535	58	2		2				595	535	60
5	Laundry		110	105	5							110	105	5
6	Investment income					407	210	197	107		107	514	210	304
7	Miscellaneous		321	376	(55)							321	376	(55)
8	Total non-assessment revenue		1,025	1,017	8	410	210	200	107		107	1,541	1,227	315
9	Total revenue		15,353	15,345	8	6,304	6,105	200	602	495	107	22,260	21,945	314
Expenses:														
10	Employee compensation and related		4,937	5,693	756	1,458	1,483	25	28	29	1	6,423	7,204	781
11	Materials and supplies		403	358	(45)	320	308	(12)	5	10	5	728	676	(52)
12	Utilities and telephone		2,627	2,762	135	5	7	2				2,632	2,769	137
13	Legal fees		174	192	19							174	192	19
14	Professional fees		54	75	21							54	75	21
15	Equipment rental		4	4		10	18	8				13	22	9
16	Outside services		839	632	(206)	2,550	3,104	554	878	612	(266)	4,267	4,348	81
17	Repairs and maintenance		147	187	40	1	2	2				148	189	42
18	Other Operating Expense		55	76	21	11	13	2				66	89	23
19	Insurance		4,398	4,462	64							4,398	4,462	64
20	Uncollectible Accounts		(1)	32	33							(1)	32	33
21	(Gain)/loss on sale or trade													
22	Depreciation and amortization		52	52								52	52	
23	Net allocation to mutuals		520	604	84	90	97	7	2	2		612	703	91
24	Total expenses		14,209	15,129	920	4,444	5,032	587	913	653	(260)	19,566	20,814	1,248
25	Excess of revenues over expenses		\$1,144	\$216	\$928	\$1,860	\$1,073	\$787	(\$311)	(\$158)	(\$153)	\$2,693	\$1,131	\$1,562

**Third Laguna Hills Mutual  
Operating Statement - Preliminary  
6/30/2023  
THIRD LAGUNA HILLS MUTUAL**

	Actual	YEAR TO DATE Budget	VAR\$ B/(W)	VAR% B/(W)	TOTAL BUDGET
Revenues:					
Assessments:					
<b>Operating</b>					
41001000 - Monthly Assessments	\$14,328,388	\$14,328,742	(\$354)	0.00%	\$28,657,484
<b>Total Operating</b>	<b>14,328,388</b>	<b>14,328,742</b>	<b>(354)</b>	<b>0.00%</b>	<b>28,657,484</b>
<b>Additions To Restricted Funds</b>					
41002000 - Monthly Assessments - Disaster Fund	448,863	448,863	0	0.00%	897,726
41003500 - Monthly Assessments - Replacement Fund	5,638,248	5,638,248	0	0.00%	11,276,496
41004000 - Monthly Assessments - Elevator Replacement Fund	183,060	183,060	0	0.00%	366,120
41004500 - Monthly Assessments - Laundry Replacement Fund	73,224	73,224	0	0.00%	146,448
41006000 - Monthly Assessments - Garden Villa Recreation Room Fund	46,575	46,575	0	0.00%	93,150
<b>Total Additions To Restricted Funds</b>	<b>6,389,970</b>	<b>6,389,970</b>	<b>0</b>	<b>0.00%</b>	<b>12,779,940</b>
<b>Total Assessments</b>	<b>20,718,358</b>	<b>20,718,712</b>	<b>(354)</b>	<b>0.00%</b>	<b>41,437,424</b>
Non-Assessment Revenues:					
<b>Fees and Charges for Services to Residents</b>					
46501000 - Permit Fee	128,865	171,330	(42,465)	(24.79%)	342,660
46501500 - Inspection Fee	35,190	42,463	(7,272)	(17.13%)	84,928
46502000 - Resident Maintenance Fee	431,295	321,658	109,636	34.08%	647,532
<b>Total Fees and Charges for Services to Residents</b>	<b>595,350</b>	<b>535,451</b>	<b>59,899</b>	<b>11.19%</b>	<b>1,075,119</b>
<b>Laundry</b>					
46005000 - Coin Op Laundry Machine	110,480	105,000	5,480	5.22%	210,000
<b>Total Laundry</b>	<b>110,480</b>	<b>105,000</b>	<b>5,480</b>	<b>5.22%</b>	<b>210,000</b>
<b>Investment Income</b>					
49001000 - Investment Income	514,198	210,000	304,198	144.86%	420,000
<b>Investment Interest Income</b>	<b>514,198</b>	<b>210,000</b>	<b>304,198</b>	<b>144.86%</b>	<b>420,000</b>
<b>Miscellaneous</b>					
46004500 - Resident Violations	6,200	31,722	(25,522)	(80.46%)	63,444
44501000 - Additional Occupant Fee	24,250	45,900	(21,650)	(47.17%)	91,805
44501510 - Lease Processing Fee - Third	127,840	124,896	2,944	2.36%	249,803
44502000 - Variance Processing Fee	2,250	7,941	(5,691)	(71.67%)	15,888
44502500 - Non-Sale Transfer Fee - Third	950	1,500	(550)	(36.67%)	3,000
44503520 - Resale Processing Fee - Third	67,856	81,600	(13,744)	(16.84%)	163,200
44505500 - Hoa Certification Fee	2,640	7,500	(4,860)	(64.80%)	15,000
44507000 - Golf Cart Electric Fee	32,495	33,498	(1,003)	(2.99%)	67,000
44507200 - Electric Vehicle Plug-In Fee	13,304	6,246	7,058	113.00%	12,500
44507500 - Cartport/Carport Space Rental Fee	1,920	2,196	(276)	(12.57%)	4,400
47001500 - Late Fee Revenue	38,105	30,498	7,607	24.94%	61,000
47002020 - Collection Administrative Fee - Third	0	600	(600)	(100.00%)	1,200
47002500 - Collection Interest Revenue	0	132	(132)	(100.27%)	273
47501000 - Recycling	3,539	1,998	1,541	77.12%	4,000
49009000 - Miscellaneous Revenue	(80)	0	(80)	0.00%	0
<b>Total Miscellaneous</b>	<b>321,269</b>	<b>376,227</b>	<b>(54,959)</b>	<b>(14.61%)</b>	<b>752,512</b>
<b>Total Non-Assessment Revenue</b>	<b>1,541,296</b>	<b>1,226,678</b>	<b>314,618</b>	<b>25.65%</b>	<b>2,457,631</b>
<b>Total Revenue</b>	<b>22,259,654</b>	<b>21,945,391</b>	<b>314,264</b>	<b>1.43%</b>	<b>43,895,056</b>
Expenses:					
<b>Employee Compensation</b>					
51011000 - Salaries & Wages - Regular	1,451,542	1,590,596	139,054	8.74%	3,220,777
51021000 - Union Wages - Regular	2,422,392	2,800,705	378,313	13.51%	5,647,830
51041000 - Wages - Overtime	8,160	11,769	3,609	30.67%	23,548
51051000 - Union Wages - Overtime	33,628	18,397	(15,231)	(82.79%)	36,808
51061000 - Holiday & Vacation	426,749	371,058	(55,691)	(15.01%)	749,370
51071000 - Sick	139,367	151,353	11,986	7.92%	305,664
51091000 - Missed Meal Penalty	2,021	1,795	(226)	(12.61%)	3,617
51101000 - Temporary Help	28,275	13,430	(14,844)	(110.53%)	26,863
51981000 - Compensation Accrual	12,615	0	(12,615)	0.00%	0
<b>Total Employee Compensation</b>	<b>4,524,749</b>	<b>4,959,103</b>	<b>434,354</b>	<b>8.76%</b>	<b>10,014,478</b>

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	Actual	YEAR TO DATE Budget	VAR\$ B/(W)	VAR% B/(W)	TOTAL BUDGET
<b>Compensation Related</b>					
52411000 - F.I.C.A.	338,195	375,867	37,673	10.02%	753,615
52421000 - F.U.I.	7,160	9,924	2,764	27.85%	9,924
52431000 - S.U.I.	27,383	51,016	23,633	46.32%	52,781
52441000 - Union Medical	866,391	971,961	105,570	10.86%	1,943,923
52451000 - Workers' Compensation Insurance	201,854	267,364	65,510	24.50%	539,543
52461000 - Non Union Medical & Life Insurance	169,415	226,465	57,049	25.19%	452,930
52471000 - Union Retirement Plan	243,531	272,653	29,122	10.68%	549,826
52481000 - Non-Union Retirement Plan	43,614	69,854	26,240	37.56%	141,446
52981000 - Compensation Related Accrual	912	0	(912)	0.00%	0
<b>Total Compensation Related</b>	<b>1,898,455</b>	<b>2,245,104</b>	<b>346,649</b>	<b>15.44%</b>	<b>4,443,987</b>
<b>Materials and Supplies</b>					
53001000 - Materials & Supplies	212,766	291,354	78,588	26.97%	580,244
53003000 - Materials Direct	513,377	382,389	(130,988)	(34.26%)	797,881
53004000 - Freight	1,396	1,925	529	27.47%	3,892
<b>Total Materials and Supplies</b>	<b>727,539</b>	<b>675,668</b>	<b>(51,872)</b>	<b>(7.68%)</b>	<b>1,382,017</b>
<b>Utilities and Telephone</b>					
53301000 - Electricity	280,405	240,825	(39,580)	(16.44%)	399,821
53301500 - Sewer	693,168	727,200	34,032	4.68%	1,494,600
53302000 - Water	1,112,379	1,264,512	152,133	12.03%	3,009,336
53302500 - Trash	546,499	536,462	(10,037)	(1.87%)	1,072,920
<b>Total Utilities and Telephone</b>	<b>2,632,451</b>	<b>2,768,999</b>	<b>136,548</b>	<b>4.93%</b>	<b>5,976,677</b>
<b>Legal Fees</b>					
53401500 - Legal Fees	173,827	192,494	18,668	9.70%	393,325
<b>Total Legal Fees</b>	<b>173,827</b>	<b>192,494</b>	<b>18,668</b>	<b>9.70%</b>	<b>393,325</b>
<b>Professional Fees</b>					
53402020 - Audit & Tax Preparation Fees - Third	39,500	23,832	(15,668)	(65.74%)	47,670
53403500 - Consulting Fees	8,438	5,632	(2,806)	(49.82%)	11,271
53403520 - Consulting Fees - Third	6,100	45,186	39,086	86.50%	90,416
<b>Total Professional Fees</b>	<b>54,038</b>	<b>74,650</b>	<b>20,612</b>	<b>27.61%</b>	<b>149,357</b>
<b>Equipment Rental</b>					
53501500 - Equipment Rental/Lease Fees	13,472	22,285	8,813	39.55%	44,576
<b>Total Equipment Rental</b>	<b>13,472</b>	<b>22,285</b>	<b>8,813</b>	<b>39.55%</b>	<b>44,576</b>
<b>Outside Services</b>					
53601000 - Bank Fees	(10,579)	18,658	29,237	156.70%	37,322
53601500 - Credit Card Transaction Fees	8,280	4,998	(3,282)	(65.67%)	10,000
53604500 - Marketing Expense	0	2,496	2,496	100.00%	5,000
54603500 - Outside Services Cost Collection	4,241,357	4,266,416	25,059	0.59%	9,223,931
53704000 - Outside Services	27,631	55,516	27,884	50.23%	114,213
<b>Total Outside Services</b>	<b>4,266,690</b>	<b>4,348,084</b>	<b>81,394</b>	<b>1.87%</b>	<b>9,390,466</b>
<b>Repairs and Maintenance</b>					
53701000 - Equipment Repair & Maint	1,278	6,348	5,070	79.87%	12,721
53703000 - Elevator /Lift Maintenance	146,424	183,126	36,702	20.04%	366,252
<b>Total Repairs and Maintenance</b>	<b>147,702</b>	<b>189,474</b>	<b>41,772</b>	<b>22.05%</b>	<b>378,973</b>
<b>Other Operating Expense</b>					
53801000 - Mileage & Meal Allowance	1,083	2,968	1,885	63.52%	5,960
53801500 - Travel & Lodging	0	857	857	100.00%	1,719
53802000 - Uniforms	35,655	43,502	7,846	18.04%	87,067
53802500 - Dues & Memberships	415	1,303	888	68.15%	2,423
53803000 - Subscriptions & Books	0	810	810	100.00%	1,628
53803500 - Training & Education	3,994	9,056	5,061	55.89%	18,166
53903000 - Safety	185	494	309	62.62%	993
54001020 - Board Relations - Third	2,533	4,998	2,465	49.32%	10,000
54002000 - Postage	21,788	24,798	3,010	12.14%	53,780
54002500 - Filing Fees / Permits	176	249	74	29.47%	514
<b>Total Other Operating Expense</b>	<b>65,828</b>	<b>89,035</b>	<b>23,207</b>	<b>26.06%</b>	<b>182,251</b>
<b>Insurance</b>					
54401000 - Hazard & Liability Insurance	486,701	485,265	(1,436)	(0.30%)	970,532

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	Actual	YEAR TO DATE Budget	VAR\$ B/(W)	VAR% B/(W)	TOTAL BUDGET
54401500 - D&O Liability	29,390	47,925	18,535	38.68%	95,850
54402000 - Property Insurance	3,877,055	3,924,973	47,918	1.22%	7,849,953
54403000 - General Liability Insurance	4,413	3,536	(877)	(24.81%)	7,072
<b>Total Insurance</b>	<b>4,397,559</b>	<b>4,461,699</b>	<b>64,140</b>	<b>1.44%</b>	<b>8,923,407</b>
<b>Uncollectible Accounts</b>					
54602000 - Bad Debt Expense	(628)	32,496	33,124	101.93%	65,000
<b>Total Uncollectible Accounts</b>	<b>(628)</b>	<b>32,496</b>	<b>33,124</b>	<b>101.93%</b>	<b>65,000</b>
<b>Depreciation and Amortization</b>					
55001000 - Depreciation And Amortization	52,464	52,464	0	0.00%	104,928
<b>Total Depreciation and Amortization</b>	<b>52,464</b>	<b>52,464</b>	<b>0</b>	<b>0.00%</b>	<b>104,928</b>
<b>Net Allocation to Mutuals</b>					
54602500 - Allocated Expenses	612,261	702,784	90,524	12.88%	1,412,025
<b>Total Net Allocation to Mutuals</b>	<b>612,261</b>	<b>702,784</b>	<b>90,524</b>	<b>12.88%</b>	<b>1,412,025</b>
<b>Total Expenses</b>	<b>19,566,407</b>	<b>20,814,339</b>	<b>1,247,932</b>	<b>6.00%</b>	<b>42,861,467</b>
<b>Excess of Revenues Over Expenses</b>	<b>\$2,693,247</b>	<b>\$1,131,052</b>	<b>\$1,562,195</b>	<b>138.12%</b>	<b>\$1,033,589</b>

**Third Laguna Hills Mutual  
Balance Sheet - Preliminary  
6/30/2023**

		<u>Current Month End</u>	<u>Prior Year Same Period</u>	<u>Prior Year December 31</u>
	<b>Assets</b>			
1	Cash and cash equivalents	\$1,340,986	\$8,537,481	\$862,027
2	Investments	28,001,483	26,681,200	30,172,491
3	Receivable/(Payable) from mutuals	1,297,901	1,240,347	1,346,302
4	Accounts receivable and interest receivable	321,216	220,877	272,271
5	Prepaid expenses and deposits	6,639,685	224,922	3,332,534
6	Property and equipment	141,239	141,239	141,239
7	Accumulated depreciation property and equipment	(141,239)	(141,239)	(141,239)
8	Beneficial interest in GRF of Laguna Hills Trust	4,897,747	4,987,892	4,950,211
9	Non-controlling interest in GRF	42,272,100	41,073,262	42,272,100
<b>10</b>	<b>Total Assets</b>	<u><b>\$84,771,119</b></u>	<u><b>\$82,965,980</b></u>	<u><b>\$83,207,936</b></u>
	<b>Liabilities and Fund Balances</b>			
	Liabilities:			
11	Accounts payable and accrued expenses	\$1,664,978	\$2,550,712	\$2,885,835
12	Accrued compensation and related costs	598,365	596,103	598,365
13	Deferred income	742,438	805,509	651,645
14	Income tax payable	(31,029)	(26,005)	(31,029)
15	Total liabilities	<u>\$2,974,752</u>	<u>\$3,926,319</u>	<u>\$4,104,816</u>
	Fund balances:			
16	Fund balance prior years	79,103,120	74,108,394	74,108,394
17	Change in fund balance - current year	<u>2,693,247</u>	<u>4,931,267</u>	<u>4,994,727</u>
18	Net fund balances	<u>81,796,367</u>	<u>79,039,661</u>	<u>79,103,120</u>
19	Total fund balances	<u>81,796,367</u>	<u>79,039,661</u>	<u>79,103,120</u>
<b>20</b>	<b>Total Liabilities and Fund Balances</b>	<u><b>\$84,771,119</b></u>	<u><b>\$82,965,980</b></u>	<u><b>\$83,207,936</b></u>

**Third Laguna Hills Mutual  
Fund Balance Sheet - Preliminary  
6/30/2023**

		<b>Operating Fund</b>	<b>Replacement Fund</b>	<b>Elevator Replacement Fund</b>	<b>Laundry Replacement Fund</b>	<b>Garden Villa Rec Room Fund</b>	<b>Disaster Fund</b>	<b>Unappropriated Expenditures Fund</b>	<b>Total</b>
<b>Assets</b>									
1	Cash and cash equivalents	\$312,491	\$62,207	\$324,438	\$4,670	\$49,556	\$4,571	\$583,052	\$1,340,986
2	Investments		15,692,338	2,545,363	304,969	99,044	6,078,450	3,281,319	28,001,483
3	Receivable/(Payable) from mutuals	1,297,901							1,297,901
4	Receivable/(Payable) from operating fund	(4,753,487)	4,753,487						
5	Accounts receivable and interest receivable	256,393					64,823		321,216
6	Prepaid expenses and deposits	6,639,685							6,639,685
7	Property and equipment	141,239							141,239
8	Accumulated depreciation property and equipment	(141,239)							(141,239)
9	Beneficial interest in GRF of Laguna Hills Trust	4,897,747							4,897,747
10	Non-controlling interest in GRF	42,272,100							42,272,100
<b>11</b>	<b>Total Assets</b>	<b><u>\$50,922,832</u></b>	<b><u>\$20,508,032</u></b>	<b><u>\$2,869,801</u></b>	<b><u>\$309,639</u></b>	<b><u>\$148,600</u></b>	<b><u>\$6,147,844</u></b>	<b><u>\$3,864,371</u></b>	<b><u>\$84,771,119</u></b>
<b>Liabilities and Fund Balances</b>									
Liabilities:									
12	Accounts payable and accrued expenses	\$810,881	\$627,216			\$2,326	\$223,932	\$623	\$1,664,978
13	Accrued compensation and related costs	598,365							598,365
14	Deferred income	742,438							742,438
15	Income tax payable	(31,029)							(31,029)
16	Total liabilities	<u>\$2,120,655</u>	<u>\$627,216</u>			<u>\$2,326</u>	<u>\$223,932</u>	<u>\$623</u>	<u>\$2,974,752</u>
Fund balances:									
17	Fund balance prior years	47,657,797	18,219,267	2,647,544	333,625	111,427	6,278,965	3,854,496	79,103,120
18	Change in fund balance - current year	<u>1,144,380</u>	<u>1,661,548</u>	<u>222,257</u>	<u>(23,986)</u>	<u>34,847</u>	<u>(355,052)</u>	<u>9,253</u>	<u>2,693,247</u>
19	Net fund balances	48,802,177	19,880,816	2,869,801	309,639	146,274	5,923,913	3,863,749	81,796,367
20	Total fund balances	<u>48,802,177</u>	<u>19,880,816</u>	<u>2,869,801</u>	<u>309,639</u>	<u>146,274</u>	<u>5,923,913</u>	<u>3,863,749</u>	<u>81,796,367</u>
<b>21</b>	<b>Total Liabilities and Fund Balances</b>	<b><u>\$50,922,832</u></b>	<b><u>\$20,508,032</u></b>	<b><u>\$2,869,801</u></b>	<b><u>\$309,639</u></b>	<b><u>\$148,600</u></b>	<b><u>\$6,147,844</u></b>	<b><u>\$3,864,371</u></b>	<b><u>\$84,771,119</u></b>

**Third Laguna Hills Mutual  
Changes in Fund Balances - Preliminary  
6/30/2023**

	<u>Operating Fund</u>	<u>Replacement Fund</u>	<u>Elevator Replacement Fund</u>	<u>Laundry Replacement Fund</u>	<u>Garden Villa Rec Room Fund</u>	<u>Disaster Fund</u>	<u>Unappropriated Expenditures Fund</u>	<u>Total</u>
Revenues:								
Assessments:								
1    Operating	\$14,328,388							\$14,328,388
2    Additions to restricted funds		5,638,248	183,060	73,224	46,575	448,863		6,389,970
3    Total assessments	<u>14,328,388</u>	<u>5,638,248</u>	<u>183,060</u>	<u>73,224</u>	<u>46,575</u>	<u>448,863</u>		<u>20,718,358</u>
Non-assessment revenues:								
4    Fees and charges for services to residents	593,116	2,299				(65)		595,350
5    Laundry	110,480							110,480
6    Investment Income		361,987	39,197	6,279	1,453	80,723	24,559	514,198
7    Miscellaneous	<u>321,423</u>	<u>(154)</u>						<u>321,269</u>
8    Total non-assessment revenue	<u>1,025,018</u>	<u>364,132</u>	<u>39,197</u>	<u>6,279</u>	<u>1,453</u>	<u>80,658</u>	<u>24,559</u>	<u>1,541,296</u>
9    Total revenue	<u>15,353,406</u>	<u>6,002,380</u>	<u>222,257</u>	<u>79,503</u>	<u>48,028</u>	<u>529,521</u>	<u>24,559</u>	<u>22,259,654</u>
Expenses:								
10   Employee compensation and related	4,936,791	1,443,971		14,245	9,560	18,637		6,423,204
11   Materials and supplies	403,094	232,165		87,731	2,775	1,152	623	727,539
12   Utilities and telephone	2,627,233	5,040			14	164		2,632,451
13   Legal fees	173,827							173,827
14   Professional fees	54,038							54,038
15   Equipment rental	3,580	9,649			37	206		13,472
16   Outside services	838,780	2,549,797		7	4	863,420	14,683	4,266,690
17   Repairs and maintenance	146,919	759		1	3	20		147,702
18   Other Operating Expense	55,001	10,576		79	60	112		65,828
19   Insurance	4,397,559							4,397,559
20   Uncollectible Accounts	(628)							(628)
21   Depreciation and amortization	52,464							52,464
22   Net allocations to mutuals	<u>520,369</u>	<u>88,875</u>		<u>1,426</u>	<u>728</u>	<u>863</u>		<u>612,261</u>
23   Total expenses	<u>14,209,026</u>	<u>4,340,832</u>		<u>103,489</u>	<u>13,181</u>	<u>884,573</u>	<u>15,306</u>	<u>19,566,407</u>
24   Excess (deficit) of revenues over expenses	<u>\$1,144,380</u>	<u>\$1,661,548</u>	<u>\$222,257</u>	<u>(\$23,986)</u>	<u>\$34,847</u>	<u>(\$355,052)</u>	<u>\$9,253</u>	<u>\$2,693,247</u>
25   Excluding unrealized gain/(loss) and depreciation	<u>\$1,196,844</u>	<u>\$1,661,548</u>	<u>\$222,257</u>	<u>(\$23,986)</u>	<u>\$34,847</u>	<u>(\$355,052)</u>	<u>\$9,253</u>	<u>\$2,745,711</u>