

**CITY OF SOUTH PADRE ISLAND  
ECONOMIC DEVELOPMENT CORPORATION  
NOTICE OF WORKSHOP**

**Note:** One or more members of the South Padre Island City Council may attend this meeting. If so, this statement satisfies the requirements of the Open Meetings Act

Notice is hereby given that the Economic Development Corporation Board of Directors of the City of South Padre Island, Texas, will hold a workshop on **Wednesday, June 13<sup>th</sup> 2018 at 9:00 a.m. at the South Padre Island Birding and Nature Center, 2<sup>nd</sup> floor Conference Room, 6801 Padre Blvd.,** South Padre Island, Texas. Following is the agenda on which action may be taken:

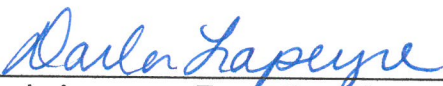
1. **Call to order**
2. **Pledge of Allegiance**
3. **Discussion with the Board of Directors from the South Padre Island Birding and Nature Center regarding their 2018-19 Annual Operating Budget**
4. **Adjournment**

We reserve the right to go into Executive Session regarding any of the items posted on this agenda, pursuant to Sections 551-071, Consultation with Attorney; 551.072, Deliberations about Real Property; 551.073, Deliberations about Gifts & Donations; 551-074, Personnel Matters; 551-076, Deliberations about Security Devices; and/or 551.086, Discuss (A) Commercial or Financial Information Received from a Business Prospect with which the Economic Development Corporation is Conducting Negotiations, or (B) Financial or Other Incentives to the Business Project.

I, the undersigned authority, do hereby certify that the above Notice of Meeting of the Directors of the City of South Padre Island Economic Development Corporation is a true and correct copy of said Notice and that I posted a true and correct copy of said notice on the bulletin board at City Hall, which will remain so posted continuously for at least 72 hours preceding the scheduled time of said meeting.

***Dated this the 8<sup>th</sup> of June, 2018***

SEAL

  
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Darla Lapeyre, Executive Director

*This facility is wheelchair accessible and accessible parking spaces are available. Requests for accommodations or interpretive services must be made 48 hours prior to this meeting. Please contact Jay Mitchim, ADA-designated responsible party, at (956)761-1025.*

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Profit & Loss Budget Overview**  
 October 2018 through September 2019

	Oct '18 - Sep 19
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>ADMISSIONS INCOME</b>	
DISCOUNT ADMISSIONS	1,000.00
EXTENDED PASS ADMISSIONS	10,000.00
GENERAL ADMISSIONS	227,500.00
GROUP ADMISSIONS	6,500.00
<b>Total ADMISSIONS INCOME</b>	245,000.00
<b>BUILDING RENTAL INCOME</b>	20,000.00
<b>CONTRIBUTIONS</b>	
<b>DONATIONS</b>	
<b>ANNUAL MEMBERSHIP GIVING</b>	
CORPORATE	5,000.00
FOUNDATION	5,000.00
INDIVIDUAL	5,000.00
<b>Total ANNUAL MEMBERSHIP GIVING</b>	15,000.00
HALLO WINGS	20,000.00
SPECIAL EVENTS	10,000.00
SUMMER CAMP	1,000.00
W O W E	12,300.00
<b>Total DONATIONS</b>	58,300.00
EVENT PARKING	25,000.00
PARKING GATE	10,000.00
<b>Total CONTRIBUTIONS</b>	93,300.00
<b>GIFT SHOP INCOME</b>	
CONSIGNMENT SALES	5,000.00
GIFT SHOP SALES	145,000.00
<b>Total GIFT SHOP INCOME</b>	150,000.00
<b>Total Income</b>	508,300.00
<b>Cost of Goods Sold</b>	
<b>COST OF GOODS SOLD</b>	
COST OF GOODS CONSIGNMENT	3,000.00
COST OF GOODS GIFT SHOP	72,500.00
<b>Total COST OF GOODS SOLD</b>	75,500.00
<b>Total COGS</b>	75,500.00
<b>Gross Profit</b>	432,800.00
<b>Expense</b>	
<b>OPERATIONS EXPENSES</b>	
<b>ADVERTISING &amp; PROMOTION</b>	
BOOTH RENT	650.00
GUIDES & DIRECTORIES	3,200.00
PRINT	2,500.00
SOCIAL & INTERNET	150.00
<b>Total ADVERTISING &amp; PROMOTION</b>	6,500.00
CREDIT CARD FEES	18,000.00
DUES & SUBSCRIPTIONS	670.00
<b>FUNDRAISING &amp; EVENTS</b>	
GREAT TEXAS BIRDING CLASSIC	600.00
HALLO WINGS	2,000.00
JOJO	300.00
LETTERS & BROCHURES	2,000.00
MONARCH CELEBRATION	300.00
PLAQUES & BRICKS	1,200.00

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Profit & Loss Budget Overview**  
 October 2018 through September 2019

	<u>Oct '18 - Sep 19</u>
SPECIAL EVENTS	2,000.00
SUMMER CAMP	300.00
W O W E	7,000.00
<b>Total FUNDRAISING &amp; EVENTS</b>	<b>15,700.00</b>
GIFT SHOP SUPPLIES	500.00
GRANT WRITING	5,000.00
INSURANCE	
DIRECTORS & OFFICERS	650.00
EVENT LIABILITY	1,300.00
HEALTH	3,000.00
WORKERS COMPENSATION	3,040.00
<b>Total INSURANCE</b>	<b>7,990.00</b>
LEGAL & PROFESSIONAL	10,000.00
LOAN EXPENSE	2,810.00
LOCAL MEETINGS	
MEALS & SNACKS	800.00
VOLUNTEER APPRECIATION	600.00
<b>Total LOCAL MEETINGS</b>	<b>1,400.00</b>
MAINTENANCE & REPAIRS	
BUILDING	10,000.00
GROUNDS	15,000.00
HABITAT	13,000.00
<b>Total MAINTENANCE &amp; REPAIRS</b>	<b>38,000.00</b>
OFFICE & PRINTING	1,200.00
PAYROLL SERVICE	710.00
POSTAGE & FREIGHT	500.00
SOFTWARE	1,400.00
SUPPLIES	6,000.00
TRAINING	
ANCA	1,500.00
OTHER	300.00
<b>Total TRAINING</b>	<b>1,800.00</b>
TRAVEL	4,000.00
<b>Total OPERATIONS EXPENSES</b>	<b>122,180.00</b>
RENT	10.00
SALARIES AND TAXES	
GIFT SHOP ATTENDANTS	39,000.00
JANITOR	20,500.00
MAINTENANCE	27,300.00
MANAGER	50,400.00
NATURALIST	35,700.00
PAYROLL TAXES	13,230.00
<b>Total SALARIES AND TAXES</b>	<b>186,130.00</b>
SERVICE CONTRACTS	
AIR CONDITIONING	5,000.00
BACKGROUND CHECKS	110.00
CLEANING SUPPLIES	2,800.00
DRINKING WATER	600.00
EBIRD TRAIL TRACKER	650.00
INFORMATION TECHNOLOGY	
COMPUTER COPIER	19,500.00
KIOSK	3,600.00
<b>Total INFORMATION TECHNOLOGY</b>	<b>23,100.00</b>
PARKING EXPENSES & GATE	2,000.00

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Profit & Loss Budget Overview**  
October 2018 through September 2019

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	<u>Oct '18 - Sep 19</u>
PEST CONTROL	940.00
SECURITY	2,470.00
TELEPHONE & INTERNET	
ATT EMERGENCY LINES	2,690.00
ATT INTERNET	16,800.00
ATT VOICE	4,480.00
<b>Total TELEPHONE &amp; INTERNET</b>	<b>23,970.00</b>
WEBSITE & CLOUD	1,000.00
<b>Total SERVICE CONTRACTS</b>	<b>62,640.00</b>
UTILITIES	
ELECTRICITY	26,400.00
TRASH	1,400.00
WATER / SEWER	22,800.00
<b>Total UTILITIES</b>	<b>50,600.00</b>
<b>Total Expense</b>	<b>421,560.00</b>
<b>Net Ordinary Income</b>	<b>11,240.00</b>
<b>Net Income</b>	<b>11,240.00</b>

*Latest Financials for the  
Current  
Year*

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05/08/18  
Accrual Basis

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Balance Sheet**  
As of April 30, 2018

	Apr 30, 18
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
\$BNC Operating 38458	32,039.83
Cash on Hand	
Cash Box	300.00
Clearing, In-transit	64.92
Kiosk Cash	1,600.00
Register Drawer	500.00
<b>Total Cash on Hand</b>	<b>2,464.92</b>
<b>SPI BNC MMAcct 38415</b>	<b>19,663.41</b>
<b>Total Checking/Savings</b>	<b>54,168.16</b>
<b>Other Current Assets</b>	
Inventory Asset	31,633.25
<b>Total Other Current Assets</b>	<b>31,633.25</b>
<b>Total Current Assets</b>	<b>85,801.41</b>
<b>Fixed Assets</b>	
Accumulated Depreciation	-32,531.00
Boardwalk	40,750.00
Building Improvement	19,562.01
Entrance Gate	23,717.00
Furniture and Equipment	10,600.00
Landscape and Grounds	9,000.00
<b>Total Fixed Assets</b>	<b>71,098.01</b>
<b>TOTAL ASSETS</b>	<b>156,899.42</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
Accounts Payable	13,106.05
<b>Total Accounts Payable</b>	<b>13,106.05</b>
<b>Other Current Liabilities</b>	
<b>INSURANCE</b>	
HEALTH	1,816.50
<b>Total INSURANCE</b>	<b>1,816.50</b>
<b>Payroll Liabilities</b>	
FIT and FICA-Medicare	4,340.87
<b>Total Payroll Liabilities</b>	<b>4,340.87</b>
Sales Tax Payable	1,416.58
<b>Total Other Current Liabilities</b>	<b>7,573.95</b>
<b>Total Current Liabilities</b>	<b>20,680.00</b>
<b>Long Term Liabilities</b>	
EDC Loan 270101	39,040.20
Entrance Gate Loan FNB 292226	10,882.56
<b>Total Long Term Liabilities</b>	<b>49,922.76</b>
<b>Total Liabilities</b>	<b>70,602.76</b>
<b>Equity</b>	
Fund Balances	
Board Designated	8,000.00

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05/08/18  
Accrual Basis

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Balance Sheet**  
As of April 30, 2018

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	<u>Apr 30, 18</u>
Total Fund Balances	8,000.00
Unrestricted	86,065.98
Net Income	<u>-7,769.32</u>
Total Equity	<u>86,296.66</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>156,899.42</u></b>

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

05/08/18

## Profit &amp; Loss Budget vs. Actual

Accrual Basis

October 2017 through April 2018

	Oct '17 - A...	Budget	\$ Over Bu...	% of Budget
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	477.00	1,000.00	-523.00	47.7%
EXTENDED PASS ADMISSIONS	7,860.50	10,000.00	-2,139.50	78.6%
GENERAL ADMISSIONS	125,184.75	198,900.00	-73,715.25	62.9%
GROUP ADMISSIONS	2,936.00	6,500.00	-3,564.00	45.2%
Total ADMISSIONS INCOME	136,458.25	216,400.00	-79,941.75	63.1%
BUILDING RENTAL INCOME	8,850.00	8,000.00	850.00	110.6%
CONTRIBUTIONS				
CONTRIBUTIONS-GENERAL PUBLIC	1,274.54			
DONATIONS				
ANNUAL MEMBERSHIP GIVING				
CORPORATE	0.00	0.00	0.00	0.0%
FOUNDATION	5,000.00	0.00	5,000.00	100.0%
INDIVIDUAL	0.00	0.00	0.00	0.0%
ANNUAL MEMBERSHIP GIVING - Other	0.00	25,000.00	-25,000.00	0.0%
Total ANNUAL MEMBERSHIP GIVING	5,000.00	25,000.00	-20,000.00	20.0%
HALLO WINGS	21,415.00	0.00	21,415.00	100.0%
SPECIAL EVENTS	2,217.00	18,500.00	-16,283.00	12.0%
SPOONBILL MINI GOLF TOURNAMENT	0.00	5,500.00	-5,500.00	0.0%
SUMMER CAMP	0.00	1,000.00	-1,000.00	0.0%
W O W E	12,941.00	12,300.00	641.00	105.2%
WEBSITE	558.45			
DONATIONS - Other	5,518.97			
Total DONATIONS	47,650.42	62,300.00	-14,649.58	76.5%
EVENT PARKING	19,175.00	25,000.00	-5,825.00	76.7%
PARKING GATE	0.00	15,000.00	-15,000.00	0.0%
Total CONTRIBUTIONS	68,099.96	102,300.00	-34,200.04	66.6%
GIFT SHOP INCOME				
CONSIGNMENT SALES	3,021.60	5,000.00	-1,978.40	60.4%
GIFT SHOP SALES	77,865.19	125,000.00	-47,134.81	62.3%
VENDING INCOME	0.00	0.00	0.00	0.0%
Total GIFT SHOP INCOME	80,886.79	130,000.00	-49,113.21	62.2%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00			
Total Gift Shop Sales	0.00			
Total Income	294,295.00	456,700.00	-162,405.00	64.4%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	1,786.06	3,600.00	-1,813.94	49.6%
COST OF GOODS GIFT SHOP	42,299.69	62,500.00	-20,200.31	67.7%
Total COST OF GOODS SOLD	44,085.75	66,100.00	-22,014.25	66.7%
Total COGS	44,085.75	66,100.00	-22,014.25	66.7%
Gross Profit	250,209.25	390,600.00	-140,390.75	64.1%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	435.00	650.00	-215.00	66.9%
GUIDES & DIRECTORIES	886.00	3,200.00	-2,314.00	27.7%
PHOTOGRAPHY & VIDEO	0.00	0.00	0.00	0.0%
PRINT	136.10	3,600.00	-3,463.90	3.8%

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Profit & Loss Budget vs. Actual**  
 October 2017 through April 2018

	Oct '17 - A...	Budget	\$ Over Bu...	% of Budget
<b>SOCIAL &amp; INTERNET</b>	265.80	150.00	115.80	177.2%
<b>Total ADVERTISING &amp; PROMOTION</b>	1,722.90	7,600.00	-5,877.10	22.7%
<b>BANK SERVICE CHARGES</b>	0.00	0.00	0.00	0.0%
<b>CREDIT CARD FEES</b>	12,146.88	18,000.00	-5,853.12	67.5%
<b>DUES &amp; SUBSCRIPTIONS</b>	115.00	670.00	-555.00	17.2%
<b>FUNDRAISING &amp; EVENTS</b>				
<b>DESIGNATED REIMBURSEMENTS</b>	0.00	0.00	0.00	0.0%
<b>GREAT TEXAS BIRDING CLASSIC</b>	0.00	600.00	-600.00	0.0%
<b>HALLO WINGS</b>	9,206.16	0.00	9,206.16	100.0%
<b>JOJO</b>	660.77	300.00	360.77	220.3%
<b>LETTERS &amp; BROCHURES</b>	0.00	2,000.00	-2,000.00	0.0%
<b>MONARCH CELEBRATION</b>	0.00	300.00	-300.00	0.0%
<b>PHOTOGRAPHY WORKSHOP</b>	0.00	0.00	0.00	0.0%
<b>PLAQUES &amp; BRICKS</b>	205.00	1,200.00	-995.00	17.1%
<b>SPECIAL EVENTS</b>	962.67	600.00	362.67	160.4%
<b>SPOONBILL MINI GOLF TOURNAMENT</b>	0.00	400.00	-400.00	0.0%
<b>SUMMER CAMP</b>	0.00	300.00	-300.00	0.0%
<b>W O W E</b>	7,179.33	7,000.00	179.33	102.6%
<b>Total FUNDRAISING &amp; EVENTS</b>	18,213.93	12,700.00	5,513.93	143.4%
<b>GIFT SHOP SUPPLIES</b>	80.03	1,500.00	-1,419.97	5.3%
<b>GRANT WRITING</b>	0.00	0.00	0.00	0.0%
<b>INSURANCE</b>				
<b>DIRECTORS &amp; OFFICERS</b>	0.00	650.00	-650.00	0.0%
<b>EVENT LIABILITY</b>	0.00	0.00	0.00	0.0%
<b>HEALTH</b>	2,632.77	5,380.00	-2,747.23	48.9%
<b>WORKERS COMPENSATION</b>	2,693.00	3,040.00	-347.00	88.6%
<b>INSURANCE - Other</b>	0.00	0.00	0.00	0.0%
<b>Total INSURANCE</b>	5,325.77	9,070.00	-3,744.23	58.7%
<b>LEGAL &amp; PROFESSIONAL</b>	5,953.75	9,100.00	-3,146.25	65.4%
<b>LOAN EXPENSE</b>	1,223.75	2,810.00	-1,586.25	43.5%
<b>LOCAL MEETINGS</b>				
<b>MEALS &amp; SNACKS</b>	388.27	400.00	-11.73	97.1%
<b>VOLUNTEER APPRECIATION</b>	246.51	600.00	-353.49	41.1%
<b>Total LOCAL MEETINGS</b>	634.78	1,000.00	-365.22	63.5%
<b>MAINTENANCE &amp; REPAIRS</b>				
<b>BUILDING</b>	4,222.83	10,000.00	-5,777.17	42.2%
<b>GROUNDS</b>	10,525.00	7,000.00	3,525.00	150.4%
<b>HABITAT</b>	3,570.82	3,000.00	570.82	119.0%
<b>Total MAINTENANCE &amp; REPAIRS</b>	18,318.65	20,000.00	-1,681.35	91.6%
<b>OFFICE &amp; PRINTING</b>	723.23	1,200.00	-476.77	60.3%
<b>PAYROLL SERVICE</b>	446.65	710.00	-263.35	62.9%
<b>POSTAGE &amp; FREIGHT</b>	188.82	500.00	-311.18	37.8%
<b>SOFTWARE</b>	107.17	1,400.00	-1,292.83	7.7%
<b>SUPPLIES</b>	3,024.03	4,000.00	-975.97	75.6%
<b>TRAINING</b>				
<b>ANCA</b>	130.00	1,500.00	-1,370.00	8.7%
<b>OTHER</b>	495.00	300.00	195.00	165.0%
<b>TRAINING - Other</b>	0.00	0.00	0.00	0.0%
<b>Total TRAINING</b>	625.00	1,800.00	-1,175.00	34.7%
<b>TRAVEL</b>	1,918.63	4,000.00	-2,081.37	48.0%
<b>Total OPERATIONS EXPENSES</b>	70,768.97	96,060.00	-25,291.03	73.7%
<b>POS Inventory Adjustments</b>	0.00			
<b>RENT</b>	10.00	0.00	10.00	100.0%
<b>SALARIES AND TAXES</b>				
<b>GIFT SHOP ATTENDANTS</b>	17,758.98	33,000.00	-15,241.02	53.8%



**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Profit & Loss Budget vs. Actual**  
 October 2017 through April 2018

	Oct '17 - A...	Budget	\$ Over Bu...	% of Budget
JANITOR	11,076.99	19,500.00	-8,423.01	56.8%
MAINTENANCE	15,972.88	26,000.00	-10,027.12	61.4%
MANAGER	27,692.87	48,000.00	-20,307.13	57.7%
NATURALIST	19,615.35	34,000.00	-14,384.65	57.7%
PAYROLL TAXES	6,947.68	12,500.00	-5,552.32	55.6%
<b>Total SALARIES AND TAXES</b>	<b>99,064.75</b>	<b>173,000.00</b>	<b>-73,935.25</b>	<b>57.3%</b>
<b>SERVICE CONTRACTS</b>				
AIR CONDITIONING	3,399.12	3,800.00	-400.88	89.5%
BACKGROUND CHECKS	0.00	110.00	-110.00	0.0%
CLEANING SUPPLIES	1,210.34	2,800.00	-1,589.66	43.2%
DRINKING WATER	454.16	600.00	-145.84	75.7%
EBIRD TRAIL TRACKER	0.00	650.00	-650.00	0.0%
ELEVATOR	0.00	0.00	0.00	0.0%
<b>INFORMATION TECHNOLOGY</b>				
COMPUTER COPIER	15,643.09	19,500.00	-3,856.91	80.2%
KIOSK	4,930.27	3,600.00	1,330.27	137.0%
<b>Total INFORMATION TECHNOLOGY</b>	<b>20,573.36</b>	<b>23,100.00</b>	<b>-2,526.64</b>	<b>89.1%</b>
KIOSK LEASE PURCHASE	3,459.20	3,500.00	-40.80	98.8%
LAWN & GROUNDS	0.00	0.00	0.00	0.0%
LINENS MOPS MATS	0.00	0.00	0.00	0.0%
PARKING EXPENSES & GATE	15,339.64	8,000.00	7,339.64	191.7%
PEST CONTROL	390.00	940.00	-550.00	41.5%
SECURITY	1,976.02	2,470.00	-493.98	80.0%
<b>TELEPHONE &amp; INTERNET</b>				
ATT EMERGENCY LINES	1,726.79	2,690.00	-963.21	64.2%
ATT INTERNET	7,881.89	16,800.00	-8,918.11	46.9%
ATT VOICE	2,153.57	4,480.00	-2,326.43	48.1%
<b>Total TELEPHONE &amp; INTERNET</b>	<b>11,762.25</b>	<b>23,970.00</b>	<b>-12,207.75</b>	<b>49.1%</b>
<b>WEBSITE &amp; CLOUD</b>	<b>717.55</b>	<b>1,000.00</b>	<b>-282.45</b>	<b>71.8%</b>
<b>Total SERVICE CONTRACTS</b>	<b>59,281.64</b>	<b>70,940.00</b>	<b>-11,658.36</b>	<b>83.6%</b>
<b>UTILITIES</b>				
ELECTRICITY	12,659.74	26,400.00	-13,740.26	48.0%
TRASH	605.25	1,400.00	-794.75	43.2%
WATER / SEWER	10,080.71	22,800.00	-12,719.29	44.2%
<b>Total UTILITIES</b>	<b>23,345.70</b>	<b>50,600.00</b>	<b>-27,254.30</b>	<b>46.1%</b>
<b>Total Expense</b>	<b>252,471.06</b>	<b>390,600.00</b>	<b>-138,128.94</b>	<b>64.6%</b>
<b>Net Ordinary Income</b>	<b>-2,261.81</b>	<b>0.00</b>	<b>-2,261.81</b>	<b>100.0%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
INTEREST INCOME	20.49			
<b>Total Other Income</b>	<b>20.49</b>			
<b>Other Expense</b>				
DEPRECIATION	5,528.00			
<b>Total Other Expense</b>	<b>5,528.00</b>			
<b>Net Other Income</b>	<b>-5,507.51</b>			
<b>Net Income</b>	<b>-7,769.32</b>	<b>0.00</b>	<b>-7,769.32</b>	<b>100.0%</b>

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## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

05/08/18

## Profit &amp; Loss Prev Year Comparison

Accrual Basis

October 2017 through April 2018

	Oct '17 - A...	Oct '16 - A...	\$ Change	% Change
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	477.00	636.00	-159.00	-25.0%
EXTENDED PASS ADMISSIONS	7,860.50	8,498.75	-638.25	-7.5%
GENERAL ADMISSIONS	125,184.75	124,173.60	1,011.15	0.8%
GROUP ADMISSIONS	2,936.00	3,091.00	-155.00	-5.0%
Total ADMISSIONS INCOME	136,458.25	136,399.35	58.90	0.0%
BUILDING RENTAL INCOME	8,850.00	5,300.00	3,550.00	67.0%
CONTRIBUTIONS				
CONTRIBUTIONS-GENERAL PUBLIC DESIGNATED	1,274.54	0.00	1,274.54	100.0%
JOJO	0.00	175.33	-175.33	-100.0%
Total DESIGNATED	0.00	175.33	-175.33	-100.0%
DONATIONS				
ANNUAL MEMBERSHIP GIVING FOUNDATION	5,000.00	0.00	5,000.00	100.0%
ANNUAL MEMBERSHIP GIVING - Other	0.00	4,050.00	-4,050.00	-100.0%
Total ANNUAL MEMBERSHIP GIVING	5,000.00	4,050.00	950.00	23.5%
HALLO WINGS	21,415.00	0.00	21,415.00	100.0%
SPECIAL EVENTS	2,217.00	257.12	1,959.88	762.2%
SPOONBILL MINI GOLF TOURNAMENT	0.00	4,677.02	-4,677.02	-100.0%
W O W E	12,941.00	12,606.72	334.28	2.7%
WEBSITE	558.45	0.00	558.45	100.0%
DONATIONS - Other	5,518.97	5,324.61	194.36	3.7%
Total DONATIONS	47,650.42	26,915.47	20,734.95	77.0%
EVENT PARKING	19,175.00	24,096.73	-4,921.73	-20.4%
Total CONTRIBUTIONS	68,099.96	51,187.53	16,912.43	33.0%
GIFT SHOP INCOME				
CONSIGNMENT SALES	3,021.60	2,320.61	700.99	30.2%
GIFT SHOP SALES	77,865.19	80,614.27	-2,749.08	-3.4%
VENDING INCOME	0.00	23.64	-23.64	-100.0%
Total GIFT SHOP INCOME	80,886.79	82,958.52	-2,071.73	-2.5%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00	0.00	0.00	0.0%
Total Gift Shop Sales	0.00	0.00	0.00	0.0%
Total Income	294,295.00	275,845.40	18,449.60	6.7%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	1,786.06	1,596.00	190.06	11.9%
COST OF GOODS GIFT SHOP	42,299.69	41,981.24	318.45	0.8%
Total COST OF GOODS SOLD	44,085.75	43,577.24	508.51	1.2%
Total COGS	44,085.75	43,577.24	508.51	1.2%
Gross Profit	250,209.25	232,268.16	17,941.09	7.7%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	435.00	0.00	435.00	100.0%
GUIDES & DIRECTORIES	886.00	2,512.00	-1,626.00	-64.7%
PRINT	136.10	1,341.51	-1,205.41	-89.9%
SOCIAL & INTERNET	265.80	22.29	243.51	1,092.5%

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05/08/18

Accrual Basis

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Profit & Loss Prev Year Comparison**  
**October 2017 through April 2018**

	Oct '17 - A...	Oct '16 - A...	\$ Change	% Change
<b>Total ADVERTISING &amp; PROMOTION</b>	1,722.90	3,875.80	-2,152.90	-55.6%
BANK SERVICE CHARGES	0.00	0.00	0.00	0.0%
CREDIT CARD FEES	12,146.88	9,881.44	2,265.44	22.9%
DUES & SUBSCRIPTIONS	115.00	120.00	-5.00	-4.2%
<b>FUNDRAISING &amp; EVENTS</b>				
HALLO WINGS	9,206.16	0.00	9,206.16	100.0%
JOJO	660.77	578.88	81.89	14.2%
LETTERS & BROCHURES	0.00	227.83	-227.83	-100.0%
PLAQUES & BRICKS	205.00	717.50	-512.50	-71.4%
SPECIAL EVENTS	962.67	607.14	355.53	58.6%
SPOONBILL MINI GOLF TOURNAMENT	0.00	396.88	-396.88	-100.0%
W O W E	7,179.33	6,546.93	632.40	9.7%
<b>Total FUNDRAISING &amp; EVENTS</b>	18,213.93	9,075.16	9,138.77	100.7%
GIFT SHOP SUPPLIES	80.03	343.18	-263.15	-76.7%
<b>INSURANCE</b>				
DIRECTORS & OFFICERS	0.00	633.00	-633.00	-100.0%
HEALTH	2,632.77	447.57	2,185.20	488.2%
WORKERS COMPENSATION	2,693.00	2,135.50	557.50	26.1%
<b>Total INSURANCE</b>	5,325.77	3,216.07	2,109.70	65.6%
LEGAL & PROFESSIONAL	5,953.75	4,235.00	1,718.75	40.6%
LOAN EXPENSE	1,223.75	1,412.45	-188.70	-13.4%
<b>LOCAL MEETINGS</b>				
MEALS & SNACKS	388.27	268.32	119.95	44.7%
VOLUNTEER APPRECIATION	246.51	299.00	-52.49	-17.6%
<b>Total LOCAL MEETINGS</b>	634.78	567.32	67.46	11.9%
<b>MAINTENANCE &amp; REPAIRS</b>				
BUILDING	4,222.83	3,659.96	562.87	15.4%
GROUNDS	10,525.00	5,145.55	5,379.45	104.6%
HABITAT	3,570.82	0.00	3,570.82	100.0%
<b>Total MAINTENANCE &amp; REPAIRS</b>	18,318.65	8,805.51	9,513.14	108.0%
OFFICE & PRINTING	723.23	990.27	-267.04	-27.0%
PAYROLL SERVICE	446.65	410.41	36.24	8.8%
POSTAGE & FREIGHT	188.82	315.60	-126.78	-40.2%
SOFTWARE	107.17	620.29	-513.12	-82.7%
SUPPLIES	3,024.03	2,566.47	457.56	17.8%
<b>TRAINING</b>				
ANCA	130.00	0.00	130.00	100.0%
OTHER	495.00	0.00	495.00	100.0%
<b>Total TRAINING</b>	625.00	0.00	625.00	100.0%
TRAVEL	1,918.63	2,014.21	-95.58	-4.8%
<b>Total OPERATIONS EXPENSES</b>	70,768.97	48,449.18	22,319.79	46.1%
POS Inventory Adjustments	0.00	0.00	0.00	0.0%
RENT	10.00	10.00	0.00	0.0%
<b>SALARIES AND TAXES</b>				
GIFT SHOP ATTENDANTS	17,758.98	15,835.17	1,923.81	12.2%
JANITOR	11,076.99	8,071.20	3,005.79	37.2%
MAINTENANCE	15,972.88	15,468.75	504.13	3.3%
MANAGER	27,692.87	25,977.38	1,715.49	6.6%
NATURALIST	19,615.35	18,461.55	1,153.80	6.3%
PAYROLL TAXES	6,947.68	6,411.80	535.88	8.4%
<b>Total SALARIES AND TAXES</b>	99,064.75	90,225.85	8,838.90	9.8%
<b>SERVICE CONTRACTS</b>				
AIR CONDITIONING	3,399.12	2,480.00	919.12	37.1%
BACKGROUND CHECKS	0.00	20.00	-20.00	-100.0%
CLEANING SUPPLIES	1,210.34	1,903.88	-693.54	-36.4%

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Accrual Basis

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Profit & Loss Prev Year Comparison**  
**October 2017 through April 2018**

	Oct '17 - A...	Oct '16 - A...	\$ Change	% Change
DRINKING WATER	454.16	297.68	156.48	52.6%
EBIRD TRAIL TRACKER	0.00	650.00	-650.00	-100.0%
INFORMATION TECHNOLOGY				
COMPUTER COPIER	15,643.09	13,184.40	2,458.69	18.7%
KIOSK	4,930.27	1,181.24	3,749.03	317.4%
<b>Total INFORMATION TECHNOLOGY</b>	<b>20,573.36</b>	<b>14,365.64</b>	<b>6,207.72</b>	<b>43.2%</b>
KIOSK LEASE PURCHASE	3,459.20	3,754.51	-295.31	-7.9%
PARKING EXPENSES & GATE	15,339.64	0.00	15,339.64	100.0%
PEST CONTROL	390.00	546.00	-156.00	-28.6%
SECURITY	1,976.02	2,227.88	-251.86	-11.3%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	1,726.79	1,633.09	93.70	5.7%
ATT INTERNET	7,881.89	9,582.46	-1,700.57	-17.8%
ATT VOICE	2,153.57	1,807.72	345.85	19.1%
<b>Total TELEPHONE &amp; INTERNET</b>	<b>11,762.25</b>	<b>13,023.27</b>	<b>-1,261.02</b>	<b>-9.7%</b>
WEBSITE & CLOUD	717.55	481.88	235.67	48.9%
<b>Total SERVICE CONTRACTS</b>	<b>59,281.64</b>	<b>39,750.74</b>	<b>19,530.90</b>	<b>49.1%</b>
UTILITIES				
ELECTRICITY	12,659.74	11,443.51	1,216.23	10.6%
TRASH	605.25	687.25	-82.00	-11.9%
WATER / SEWER	10,080.71	11,502.24	-1,421.53	-12.4%
<b>Total UTILITIES</b>	<b>23,345.70</b>	<b>23,633.00</b>	<b>-287.30</b>	<b>-1.2%</b>
<b>Total Expense</b>	<b>252,471.06</b>	<b>202,068.77</b>	<b>50,402.29</b>	<b>24.9%</b>
<b>Net Ordinary Income</b>	<b>-2,261.81</b>	<b>30,199.39</b>	<b>-32,461.20</b>	<b>-107.5%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
INTEREST INCOME	20.49	3.81	16.68	437.8%
<b>Total Other Income</b>	<b>20.49</b>	<b>3.81</b>	<b>16.68</b>	<b>437.8%</b>
<b>Other Expense</b>				
Balancing Adjustments	0.00	0.00	0.00	0.0%
DEPRECIATION	5,528.00	5,590.00	-62.00	-1.1%
<b>Total Other Expense</b>	<b>5,528.00</b>	<b>5,590.00</b>	<b>-62.00</b>	<b>-1.1%</b>
<b>Net Other Income</b>	<b>-5,507.51</b>	<b>-5,586.19</b>	<b>78.68</b>	<b>1.4%</b>
<b>Net Income</b>	<b>-7,769.32</b>	<b>24,613.20</b>	<b>-32,382.52</b>	<b>-131.6%</b>