CHARLES HOSMER MORSE FOUNDATION, INC. FINANCIAL STATEMENT ANALYSIS JULY 31, 2024

STATEMENT of FINANCIAL POSITION

ASSETS

<u>Total Assets</u> - \$57,823,510...increased by \$1,476,389 (2.62%). An analysis of significant asset changes for the year to date is as follows:

- <u>Cash</u> balance of \$862,715...net decrease of \$789,381 due to operations and Elizabeth Morse Genius Foundation support.
- Receivables balance of \$18...a decrease of \$38,224.
- <u>Net Investments</u> balance of \$39,999,056...an increase of \$2,411,975 (6%), for the year to date. Per Mariner, the total return net of fees was for the month 2.69% and year to date 9.93%
- Net Operating Assets balance of \$16,941,157 decreased by \$90,404 (1%):
 - **Net Program Assets** decreased by \$96,674 due to depreciation (\$302,343), increasing more than program assets (\$205,669) for the year to date.
 - Inventories for the Museum Shop increased for the year to date by \$6,271.
- Other Assets balance of \$20,562...decreased by \$17,580 (46%).

LIABILITIES

<u>Total Liabilities</u> – balance of \$480,671...an increase of \$94,821 (25%) due to Accounts Payable and Accrued Expenses.

CHARLES HOSMER MORSE FOUNDATION, INC. FINANCIAL STATEMENT ANALYSIS JULY 31, 2024

STATEMENT of ACTIVITIES

INCOME AND SUPPORT

Total Income and Support was \$4,201,924 for the year to date, over budget by \$972,404 (30%).

- **Portfolio Income**, **net** of \$274,841 was under budget by \$93,169 (25%) due to Realized Gains being 53% under budget to date.
- <u>Unrealized Gain or (Loss)</u> posted an unrealized gain of \$2,949,418...versus the budgeted gain of \$583,000.
- Support and Real Estate:
 - **Contributions** received totaled \$1,002,165 versus the budgeted amount of \$2,422,000. The Elizabeth Morse Genius Foundation did not need to fund the Foundation due to excess cash during the first half of the year and investment sales in March.
 - **Real Estate Management** showed a net cost of \$24,501 versus the budgeted cost of \$143,490 due to Expenses being under budget by 51%, due to Volusia Operations.

EXPENSES

Total Expenses for the Foundation for the year to date were \$2,820,356...\$210,506 (7%) under budget; the detail is as follows:

Net Cost of Museum Operations totaled \$2,453,304...\$215,756 (8%) under budget ...the detail of revenue and expenses is as follows:

- Revenue from Visitor Services totaled \$133,512...\$19,762 (17%) over budget. There were 5,277 visitors for the month. Membership for the year to date was \$24,272 (16%) over budget.
- The Museum Shop revenue of \$439,543...was over budget by 5%.
- Total Expenses for the Museum were \$3,059,602...\$164,208 (5%) under budget; most departments were under budget, while two departments, Collection Management and Projects, were over budget for the year to date.

STATEMENT of FINANCIAL POSITION July 31, 2024

ASSET	S
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	12/31/2023	7/31/2024	INCREASE (DECREASE)
CASH	1,652,095	862,715	(789,381)
RECEIVABLES	38,242	18	(38,224)
INVESTMENTS FIDELITY	24,630,087	26,300,547	1,670,460
SALEM	8,483,098	9,225,972	742,874
REAL ESTATE, NET	4,473,896	4,472,537	(1,359)
NET INVESTMENTS	\$37,587,081	\$39,999,056	\$2,411,975
OPERATING ASSETS PROGRAM ASSETS MUSEUM	18,191,440	18,258,463	67,023
PAVILION WAREHOUSE	1,196,240 2,951,789	1,196,240 3,010,143	0 58,354
EQUIPMENT	1,275,699	1,355,990	80,291
INTERLACHEN PROPERTIES	4,662,462	4,662,462	0
LESS: DEPRECIATION	(11,691,511)	(11,993,854)	(302,343)
NET PROGRAM ASSETS	\$16,586,119	\$16,489,445	(\$96,674)
INVENTORIES			
MUSEUM SHOP	324,689	314,323	(10,366)
MUSEUM PUBLICATIONS NET OPERATING ASSETS	120,753 \$17,031,561	137,390	16,637
NET OPERATING ASSETS	\$17,031,561	\$16,941,157	(\$90,404)
OTHER ASSETS	(4.002)	0.407	10.000
PREPAID EXCISE TAX PREPAID EXPENSES	(1, <mark>893</mark>) 35,460	8,107 7,880	10,000 (27,580)
DEPOSITS & COPYRIGHTS	4,575	4,575	0
TOTAL OTHER ASSETS	\$38,142	\$20,562	(\$17,580)
TOTAL ASSETS	\$56,347,120	\$57,823,510	\$1,476,389
LIABILIT	TIES & NET ASSETS	<u> </u>	
LIABILITIES			
ACCOUNTS PAYABLE	131,526	181,450	49,924
ACCRUED EXPENSES	190,324	217,721	27,397
ACCRUED EXCISE TAX DEFERRED EXCISE TAX	30,000 34,000	47,500 34,000	17,500
TOTAL LIABILITIES	\$385,849	\$480,671	94,821
NET ASSETS	55,961,271	55,961,271	0
EXCESS or (SHORTAGE) YTD		1,381,568	1,381,568
TOTAL LIABILITIES & NET ASSETS	\$56,347,120	\$57,823,510	\$1,476,389

STATEMENT OF ACTIVITIES July 31, 2024

FOUNDATION SUMMARY

	2024	2024		2023
	YEAR TO DATE	YEAR TO DATE		YEAR TO DATE
	ACTUAL	BUDGET	VARIANCE	ACTUAL
INCOME AND SUPPORT				
PORTFOLIO INCOME				
DIVIDENDS & INTEREST	\$227,628	\$228,000	(\$372)	\$469,044
REALIZED GAINS	\$83,015	\$175,000	(\$91,985)	\$0
LESS: FEES	(35,802)	(34,990)	(812)	(113,969)
NET	274,841	368,010	(93,169)	355,075
UNREALIZED GAIN OR (LOSS)	2,949,418	583,000	2,366,418	2,783,075
TOTAL INCOME	3,224,259	951,010	2,273,249	3,138,150
SUPPORT AND REAL ESTATE				
CONTRIBUTIONS	1,002,165	2,422,000	(1,419,835)	1,005,588
REAL ESTATE MANAGEMENT, NET	(24,501)	(143,490)	118,989	(27,516)
TOTAL	977,664	2,278,510	(1,300,846)	978,072
TOTAL INCOME AND SUPPORT	4,201,924	3,229,520	972,404	4,116,222
EXPENSES				
NET COST OF MUSEUM	2,453,304	2,669,060	215,756	2,506,748
DEPRECIATION	303,701	303,701	0	308,042
TRUSTEE DIRECTED GRANTS	50,000	40,600	(9,400)	50,000
FEDERAL EXCISE TAX	17,500	17,500	0	17,500
FIXED ASSET (GAIN) OR LOSS	(4,150)	0	4,150	0
TOTAL	2,820,356	3,030,861	210,506	2,882,290
EXCESS/(SHORTAGE) YTD	\$1,381,568	\$198,659	\$1,182,910	\$1,233,932
MEMO				
Year to Date Capital Expenditures	\$205,668	\$582,200		\$103,630

STATEMENT OF ACTIVITIES July 31, 2024

REAL ESTATE MANAGEMENT

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE BUDGET	<u>VARIANCE</u>	2023 YEAR TO DATE <u>ACTUAL</u>
INCOME				
Leases	80,203	80,110	93	79,575
Interlachen Reimbursement	5,003	4,000	1,003	3,829
Timber	0	0	0	0
Miscellaneous Income	3,758	3,920	(162)	210
TOTAL INCOME	\$88,964	\$88,030	\$934	\$83,614
EXPENSES				
Administrative Expenses				
Fees, Licenses & Permits	61	100	39	61
Legal	0	2,940	2,940	0
Miscellaneous	0	280	280	110
Office Expenses	0	280	280	0
Property Management				
Insurance	20,391	27,300	6,909	26,717
Legal	0	0	0	215
Miscellaneous	0	3,500	3,500	125
Property Taxes	25,503	25,480	(23)	20,744
Repair & Maintenance	57,735	68,320	10,585	42,764
Security	6,000	7,070	1,070	4,230
Supplies - Lodge	0	0	0	7,709
Utilities	3,401	5,810	2,409	3,616
Vehicle Expense	307	2,940	2,633	4,840
Volusia Operations	67	87,500	87,433	0
TOTAL EXPENSES	\$113,465	\$231,520	\$118,055	\$111,130
NET INCOME REAL				
ESTATE MANAGEMENT	(\$24,501)	(\$143,490)	\$118,989	(\$27,516)

STATEMENT OF ACTIVITIES July 31, 2024

MUSEUM OPERATIONS

	2024 YEAR TO DATE	2024 YEAR TO DATE		2023 YEAR TO DATE
	<u>ACTUAL</u>	BUDGET	<u>VARIANCE</u>	<u>ACTUAL</u>
MUSEUM ENGAGEMENT REVENU	E			
Visitor Services	133,512	113,750	19,762	116,978
Membership	24,272	21,000	3,272	28,037
Miscellaneous	8,971	0	8,971	0
Museum Shop	439,543	420,000	19,543	411,502
TOTAL REVENUE	\$606,298	\$554,750	\$51,548	\$556,517
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EXPENSES				
Compensation	1,632,291	1,677,000	44,709	1,469,590
Facilities Management	604,473	649,720	45,247	620,082
General Administrative	200,681	241,970	41,289	454,715
Museum Engagement	378,052	406,230	28,178	357,757
Community Relations	55,639	98,560	42,921	29,088
Collection Management	48,021	46,870	(1,151)	43,621
EXPENSES BEFORE PROJECTS	\$2,919,157	\$3,120,350	\$201,193	\$2,974,853
Projects	140,445	103,460	(36,985)	88,412
TOTAL EXPENSES	\$3,059,602	\$3,223,810	\$164,208	\$3,063,265
NET COST OF MUSEUM OPERATIONS	\$2,453,304	\$2,669,060	\$215,756	\$2,506,748

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE BUDGET	<u>VARIANCE</u>	2023 YEAR TO DATE <u>ACTUAL</u>
COMPENSATION				
Gross Salaries	1,067,812	1,102,000	34,188	1,003,643
Group Insurance	386,583	392,000	5,417	314,461
Payroll Taxes	82,482	85,000	2,518	73,655
Pension Plan	95,415	98,000	2,585	77,831
Total Compensation	\$1,632,291	\$1,677,000	\$44,709	\$1,469,590
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FACILITIES MANAGEMENT				
FACILITIES MANAGEMENT				
Buildings and Grounds Contract Services	02 501	96 100	(7.404)	60 004
Equipment Maint. Agreements	93,591 10,445	86,100 12,810	(7,491) 2,365	68,804 9,861
Fees & Licenses	11,624	7,560	(4,064)	9,001
Garments	1,388	1,400	(4,004)	907
Insurance-Autos	29,221	13,000	(16,221)	11,025
Janitorial	29,221	0	(10,221)	5,880
Landscape Services	0	0	0	19,933
Landscape	11,283	11,060	(223)	12,511
Light Bulbs	0	0	0	11,136
Miscellaneous	68	700	632	91
Repairs & Maintenance	50,537	87,780	37,243	83,577
Small Tools	0	0	0,210	1,500
Supplies & Equipment	27,930	25,060	(2,870)	6,291
Utilities	80,349	99,120	18,771	95,737
Vehicle Expenses	8,473	9,870	1,397	10,354
Total Building and Grounds	\$324,909	\$354,460	\$29,551	\$337,608
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Security				
Contract Services	247,534	256,620	9,086	241,081
Equipment Maint. Agreements	6,123	12,810	6,687	6,560
Internet	6,696	6,650	(46)	4,319
Miscellaneous	425	560	135	4,013
Repairs & Maintenance	5,249	8,750	3,501	16,028
Supplies & Equipment	13,538	9,870	(3,668)	14,478
Total Security	\$279,564	\$295,260	\$15,696	\$282,474
Total Facilities Management	\$604,473	\$649,720	\$45,247	\$620,082
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	2024 YEAR TO DATE	2024 YEAR TO DATE BUDGET	VARIANCE	2023 YEAR TO DATE
	<u>ACTUAL</u>	BODGET	VARIANCE	<u>ACTUAL</u>
GENERAL ADMINISTRATIVE				
Accounting Services	40,163	44,000	3,837	46,854
Books & Publications	1,313	1,120	(193)	363
Contingency	. 0	5,810	5,810	0
Contract Services	1,668	1,470	(198)	227,225
Fees & Permits	2,307	1,130	(1,177)	605
Insurance	72,437	81,620	9,183	88,542
Internet	8,598	7,560	(1,038)	4,924
Legal Retainer	18,000	19,810	1,810	14,000
Miscellaneous	776	2,030	1,254	7,314
Office Supplies	3,572	6,370	2,798	5,862
Organizational Dues	3,478	4,620	1,142	3,282
Professional Fees	11,495	17,500	6,005	10,999
Shipping & Insurance	704	700	(4)	706
Supplies & Equipment	3,555	4,060	505	5,798
Telelphone	8,906	9,940	1,034	8,124
Training & Development	6,133	8,750	2,617	10,834
Travel	5,734	8,750	3,016	7,128
Trustee Expenses	11,770	16,310	4,540	11,786
Xerography	73	420	347	369
Total General Administrative	\$200,681	\$241,970	\$41,289	\$454,715
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MUSEUM ENGAGEMENT				
Education				
Education-Members & General				
Books & Publications	4	280	276	292
Catering	10,045	6,370	(3,675)	10,048
Contract Services	3,893	2,870	(1,023)	4,616
Fees & Licenses	. 0	1,750	1,750	, 0
Miscellaneous	0	0	0	98
Postage	25	0	(25)	0
Printing	980	2,030	1,050	2,962
Signage	0	0	0	, 0
Supplies & Equipment	964	2,030	1,066	2,683
Video Film Services	1,823	1,400	(423)	1,854
Visiting Scholars Expenses	8,250	4,060	(4,190)	5,468
Visiting Scholars Fees	2,500	1,400	(1,100)	2,000
Total Education M&G	\$28,484	\$22,190	(\$6,294)	\$30,022

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	<u>VARIANCE</u>	2023 YEAR TO DATE <u>ACTUAL</u>
Education-Family & Public				
Contract Services	0	280	280	0
Design	0	1,120	1,120	0
Supplies & Equipment	2,275	2,870	595	1,467
Friday Evenings	7,375	8,120	745	8,877
Miscellaneous	0	0	0	15
Printing	65	1,120	1,055	280
Total Education-Family & Public	\$9,715	\$13,510	\$3,795	\$10,639
Education-School				
Catering	1,537	1,750	213	1,417
Contract Services	0	280	280	0
Garments	0	280	280	306
Miscellaneous	79	0	(79)	0
Printing	473	280	(193)	101
Supplies & Equipment	(111)	1,400	1,511	543
Total Education-School	\$1,977	\$3,990	\$2,013	\$2,366
Total Education	\$40,176	\$39,690	(\$486)	\$43,027
Publications				
Design	0	560	560	0
Fees & Licenses	0	1,750	1,750	0
Miscellaneous	45	1,730	(45)	0
Photographic Services	499	1,120	621	3,022
Printing	15,556	14,560	(996)	13,139
Supplies & Equipment	321	2,870	2,549	425
Total Publications	\$16,421	\$20,860	\$4,439	\$16,586
Audio Tours	. ,	, ,	. ,	. ,
Contract Services	0	4,060	4,060	0
Miscellaneous	0	280	280	0
Signage & Labels	0	140	140	0
Total Audio Tours	\$0	\$4,480	\$4,480	<u>\$0</u>
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Docent Education				4-0
Books & Publications	0	280	280	173
Catering	6,850	4,900	(1,950)	4,607
Contract Services	1,860	840	(1,020)	262
Postage	0	140	140	80
Printing	3,038	1,750	(1,288)	1.520
Supplies & Equipment	907	1,400	493	1,528
Travel	0	2,870	2,870	0
Visiting Scholar Expenses	0	490	490	234

	2024	2024		2023
	YEAR TO DATE	YEAR TO DATE	VARIANCE	YEAR TO DATE
	ACTUAL	<u>BUDGET</u>	VARIANCE	ACTUAL
Visiting Scholar Fees	1,050	280	(770)	0
Total Docent Education	\$13,705	\$12,950	(\$755)	\$6,884
Visitor Services				
Contract Services	755	5,250	4,495	2,657
Credit Card Fees	5,412	4,550	(862)	4,206
Miscellaneous	0	280	280	100
Printing	4,386	2,940	(1,446)	0
Supplies & Equipment	449	4,060	3,611	3,954
Visitor Guides	0	0	0	798
Total Visitor Services	\$11,002	\$17,080	\$6,078	\$11,716
Membership				
Catering	7,480	12,250	4,770	5,460
Contract Services	3,759	8,400	4,641	4,049
Design	0	9,310	9,310	0
Mailing House	0	840	840	147
Miscellaneous	0	210	210	100
Postage	5,100	5,320	220	2,800
Postage Insider	0	0	0	1,600
Printing	876	7,140	6,264	1,312
Printing Insider	0	0	0	2,693
Supplies & Equipment	4,508	3,150	(1,358)	4,463
Ticketed Event Revenue	(8,485)	(5,810)	2,675	(5,710)
Ticketed Event Expenses	13,723	17,500	3,777	16,772
Total Membership	\$26,960	\$58,310	\$31,350	\$33,686
Museum Shop				
Cost of Goods Sold	217,730	203,000	(14,730)	198,260
Freight In	14,611	15,750	1,139	13,387
Bags & Wrapping	6,048	5,810	(238)	7,309
Breakage & Theft	238	560	322	660
Cash Over/Short	0	0	0	35
Contract Services	6,758	5,810	(948)	2,462
Credit Card Fees	12,980	11,620	(1,360)	11,315
Display Items	501	280	(221)	0
Equipment & Supplies	2,520	1,400	(1,120)	1,871
Miscellaneous	311	0	(311)	1,522
Photography	0	1,140	1,140	0
Printing	140	280	140	120
Product Development	3,145	840	(2,305)	1,194
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	2024	2024		2023
	YEAR TO DATE	YEAR TO DATE		YEAR TO DATE
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>
Shipping Out	3,163	3,500	337	4,054
Travel	1,643	2,870	1,227	3,670
Total Museum Shop	\$269,788	\$252,860	(\$16,928)	\$245,857
Total Museum Engagement	\$378,052	\$406,230	\$28,178	\$357,757
COMMUNITY RELATIONS				
General				
Books & Publications	1,840	630	(1,210)	1,010
Catering	99	350	251	0
Contract Services	0	350	350	0
Design	2,650	5,530	2,880	1,950
Fees & Licenses	0	1,750	1,750	0
Mailing House	0	2,590	2,590	125
Miscellaneous	223	980	757	311
Organizational Dues	1,470	1,610	140	775
Photographic Services	640	2,870	2,230	800
Postage	2,392	5,250	2,858	0
Postage Direct Mail	0	0	0	1,800
Printing	1,195	5,740	4,545	646
Printing Direct Mail	0	0	0	899
Travel	279	280	1	112
Supplies & Equipment	0	280	280	0
Total General	\$10,788	\$28,210	\$17,422	\$8,429
Events				
Awards Winter Park Art Festival	3,500	3,500	0	3,500
Contract Services	5,051	13,090	8,040	0
Design	0	350	350	0
Equipment Rental	1,871	3,500	1,629	0
Meals	601	560	(41)	214
Photographic Services	0	210	210	0
Miscellaneous	800	560	(240)	0
Printing	304	560	256	35
Security	6,983	7,000	17	2,252
Supplies & Equipment	578	910	332	0
Total Events	\$19,687	\$30,240	\$10,553	\$6,001

	2024	2024		2023
	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	VARIANCE	YEAR TO DATE ACTUAL
	AOTOAL	<u>DODOL1</u>	VAINANOL	AOTOAL
Advertising				
Community	12,299	16,870	4,571	10,753
Design	1,425	2,870	1,445	575
Exhibitions	3,500	9,870	6,370	0
Tourism	7,940	10,500	2,560	3,330
Total Advertising	\$25,164	\$40,110	\$14,946	\$14,658
Total Community Relations	\$55,639	\$98,560	\$42,921	\$29,088
COLLECTION MANAGEMENT				
Books & Publications	1,247	2,310	1,063	1,237
Contract Services	1,000	1,050	50	426
Fees & Licenses	160	1,750	1,590	0
Garments	68	250	182	0
Insurance Fine Arts	27,580	27,580	0	28,490
Miscellaneous	224	560	336	0
Photographic Services	4,352	8,750	4,398	5,400
Shippng & Insurance	1,310	1,120	(190)	566
Supplies & Equipment	12,080	3,500	(8,580)	1,001
Exhibit Prep Department	0	0	0	6,501
Total Collection Management	\$48,021	\$46,870	(\$1,151)	\$43,621
Total Expenses before Projects	\$2,919,157	\$3,120,350	\$201,193	\$2,974,853

	2024	2024		2023
	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	VARIANCE	YEAR TO DATE ACTUAL
	ACTUAL	BUDGET	VARIANCE	ACTUAL
PROJECTS				
Conservation				
Contract Services	53,555	37,870	(15,685)	34,623
Miscellaneous	43	70	27	0
Shipping	979	2,870	1,891	3,608
Supplies & Equipment	386	1,750	1,364	515
Total Conservation	\$54,963	\$42,560	(\$12,403)	\$38,745
Exhibitions				_
Advertising-Community	0	0	0	5,105
Contract Services	80	2,310	2,230	3,000
Design	0	1,400	1,400	0
Frames	0	560	560	0
Miscellaneous	160	560	400	861
Signage & Labels	72	2,870	2,798	594
Supplies & Equipment	1,043	3,500	2,457	178
Total Exhibitions	\$1,355	\$11,200	\$9,845	\$9,739
Digital Systems				
Contract Services	0	5,810	5,810	0
Development	0	11,620	11,620	1,556
Fees & Licenses	3,007	4,340	1,333	4,304
Total Digital Systems	\$3,007	\$21,770	\$18,763	\$5,860
Other				
Legacy Film	0	16,310	16,310	0
Total Other	\$0	\$16,310	\$16,310	\$0
Acquisitions				
Purchase	81,120	8,750	(72,370)	28,750
Shipping & Insurance	0	2,870	2,870	5,318
Total Acquisitions	\$81,120	\$11,620	(\$69,500)	\$34,068
Total Projects	\$140,445	\$103,460	(\$36,985)	\$88,412
Total Museum Expenses	\$3,059,602	\$3,223,810	\$164,208	\$3,063,265

CAPITAL EXPENDITURES July 31, 2024

	2024		
	YEAR TO DATE	2024	2023
	ACTUAL	BUDGET	ACTUAL
MORSE MUSEUM			
Museum			
Shades for Terrace	\$42,501	\$70,000	
Fresh Air Unit-Laurelton Hall		\$70,000	
Carrier A/C Units (2)	\$17,260	\$22,000	
CCTV Camera Study	\$1,000	\$18,200	
Carpet for offices	\$6,262	\$15,000	
Visitor's Service Desk		\$12,000	
Fire Panel Heat Detection		\$10,000	
Fresh Air Unit for Chapel			\$62,913
Automate Exterior Doors			\$28,789
Automate Exterior Doors-Museum Shop			\$6,452
Courtyard Landscape (WIP)			\$28,979
Pavilion			
Fire Alarm Control Panel			\$16,215
ADA Compliant Bathrooms Plan			\$7,186
Automate Exterior Doors			\$7,180 \$14,900
Automate Extendi Doors			\$14,900
Warehouse			
Mezzanine install	\$58,354	\$222,000	
Fire Riser @ 920			\$51,410
Computers			
Dell Servers (2)	\$31,858	\$37,000	
Touchview Panel	ψ51,050	\$37,000 \$16,000	\$5,242
Security Server		ψ10,000	\$36,160
Codding Colver			ψου, 100
Equipment			
Forklift for Warehouse		\$35,000	
Vehicles & Trailers			
Truck	\$48,433	\$55,000	
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\$205,668

\$582,200

\$258,246

TOTAL CAPITAL EXPENDITURES