



## SCEPI EXECUTIVE COMMITTEE MEETING AGENDA

### SHAWANO COUNTY ECONOMIC PROGRESS, INC.

Executive Committee Meeting  
1263 S Main Street, Shawano, WI  
[www.shawanoecondev.org](http://www.shawanoecondev.org)

**DATE:** Monday, August 24, 2020      **TIME:** 4:30 p.m.

**MEMBERS:** Paul Kersten, Brent Miller, Mary Wetzel and Ed Whealon

**PLACE:** Shawano Country Chamber of Commerce Conference Room  
1263 S Main Street, Shawano, WI

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### AGENDA

1. Call meeting to order.
2. Verification of the posting of the meeting notice.
3. Approve the June 22, 2020 Executive Committee meeting minutes.
4. Accept the June and July 2020 financials.
5. Discuss vacant SCEPI Secretary/Treasurer position.
6. Discuss Executive Committee meeting days and times.
7. Update on Covid-19 information.
8. Set next meeting date.
9. Letters, communications, item(s) for next agenda.
10. Adjourn.

**ACCOMMODATIONS DUE TO DISABILITY CAN BE MADE BY CALLING 715-526-5839.**

### NOTICE OF MEETING:

**Date:** August 18, 2020    **Time:** 10:00 a.m.

**Place:** Courthouse, Human Services, City Hall, Committee Members, Chamber of Commerce, Shawano Leader, WTCH-WOWN, Shawano County Economic Progress Inc. Website

*Peter Thillman*

Peter J. Thillman  
Chief Presiding Officer or his/her designee who posted notice.



www.shawanoecondev.org

## SHAWANO COUNTY ECONOMIC PROGRESS, INC.

Virtual Executive Committee Meeting

Monday, June 22, 2020 - 4:30pm

Virtual Meeting via Zoom

### MINUTES

**Members Present by phone or computer on Zoom:** Kersten, B. Miller, D. Miller and Wetzel

**Members Not Present:** Whealon

**Staff Present by Zoom:** Thillman and Wendt

**Others Present:** None

**Quorum Present:** Yes

I. President Kersten called the meeting to order at 4:32pm.

II. Verification of posting of meeting notice.

*The meeting notice was posted as noted on the agenda.*

III. Approve the May 18, 2020 Executive Committee meeting minutes.

**Motion by** B. Miller, second by Kersten, to approve the May 18, 2020 Executive Committee meeting minutes. Motion carried.

IV. Accept the May 2020 financials.

**Motion by** D. Miller, second by B. Miller, to accept the May 2020 financials financials. Motion Carried.

V. Update on Covid-19 information.

*In Shawano County as of June 22, 2020: confirmed positive cases of Covid-19 - 71. People recovered - 45 Total Tested - 3,466*

*The Wisconsin Department of Public Instruction released guidelines Monday morning for schools to reopen this fall amid the coronavirus pandemic. The nearly 90-page plan is called "Education Forward" and offers a number of different options for schools and includes a mix of in-person and virtual learning.*

*PACE (Property Assessed Clean Energy) is an innovative program that enables property owners to obtain low-cost, long-term loans for energy efficiency, renewable energy, and water conservation improvements. Green Valley Dairy in Krokow has received a \$3,000,000 PACE loan.*

*On June 24th, 2020, the County Board will discuss and potentially pass an ordinance to apply to the Wisconsin Public Service Commission for certification as a "Broadband Forward Community;" which means it will be eligible for annual grant awards.*

VI. Set the next meeting date.

*The next regularly scheduled meeting will be on July 27, 2020.*

VII. Letters, communications, items(s) for next agenda.

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VIII. Adjourn.

**Motion by** B. Miller, second by Wetzel, to adjourn the meeting. Motion Carried.

The meeting was adjourned at 5:02pm.

Respectfully Submitted by Linda Wendt, Recording Secretary.

**Shawano County Economic Progress, Inc.**

As of June 30, 2020

Actual/Budget/Variance

June 2020	June ACTUAL	June BUDGET	VARIANCE TO BUDGET	YTD ACTUAL	YTD BUDGET	VARIANCE TO BUDGET	2020 Budget
<b>INCOME</b>							
Contribution - City	0.00	0.00	0.00	25,000.00	25,000.00	0.00	\$50,000.00
Contribution - County	0.00	0.00	0.00	47,500.00	47,500.00	0.00	\$95,000.00
Contribution - SMU	0.00	0.00	0.00	0.00	0.00	0.00	\$5,000.00
<b>Total Contributions</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>72,500.00</b>	<b>72,500.00</b>	<b>0.00</b>	<b>\$150,000.00</b>
EIDL	0.00	166.67	(166.67)	0.00	1,000.00	(1,000.00)	\$2,000.00
Interest Income	52.85	54.58	(1.73)	188.19	327.50	(139.31)	\$655.00
Misc. Income/Serv. Provided	0.00	208.33	(208.33)	200.00	1,250.00	(1,050.00)	\$2,500.00
RLF Admin. - City of Shawano	0.00	125.00	(125.00)	0.00	750.00	(750.00)	\$1,500.00
RLF Admin. - Shawano County	0.00	208.33	(208.33)	2,713.67	1,250.00	1,463.67	\$2,500.00
SBA Backed Payroll Prot. Prog	0.00	1,875.00	(1,875.00)	34,892.00	22,500.00	12,392.00	\$22,500.00
SCEPI Micro-Loan Fund Interest	1.65	141.67	(140.02)	366.19	850.00	(483.81)	\$1,700.00
Workshop/Econ Summit	0.00	412.50	(412.50)	0.00	2,475.00	(2,475.00)	\$4,950.00
<b>Total Income</b>	<b>54.50</b>	<b>3,192.08</b>	<b>(3,137.58)</b>	<b>110,860.05</b>	<b>102,902.50</b>	<b>7,957.55</b>	<b>\$188,305.00</b>
<b>EXPENSES</b>							
Advertising - Print	0.00	2.08	(2.08)	0.00	12.50	(12.50)	\$25.00
Advertising - Radio	276.00	325.92	(49.92)	1,801.00	1,955.50	(154.50)	\$3,911.00
Automobile - Mileage	0.00	117.50	(117.50)	87.87	705.00	(617.13)	\$1,410.00
Dues and Subscript.	0.00	22.08	(22.08)	444.00	132.50	311.50	\$265.00
Duplication	0.00	42.08	(42.08)	111.68	252.50	(140.82)	\$505.00
Entertainment/Meals	0.00	91.67	(91.67)	146.98	550.00	(403.02)	\$1,100.00
Insurance - Surety Bond	0.00	4.17	(4.17)	0.00	25.00	(25.00)	\$50.00
Insurance-BOP	0.00	54.17	(54.17)	0.00	325.00	(325.00)	\$650.00
Insurance-Bus, Directors'	983.00	983.00	0.00	983.00	983.00	0.00	\$983.00
Insurance-Bus, Wcomp	0.00	25.83	(25.83)	(35.00)	155.00	(190.00)	\$310.00
Licenses/Fees	0.00	20.67	(20.67)	65.00	124.00	(59.00)	\$248.00
Misc Expenses	0.00	1.25	(1.25)	0.00	7.50	(7.50)	\$15.00
Office Equipment	0.00	4.17	(4.17)	0.00	25.00	(25.00)	\$50.00
Office Supplies	55.00	101.67	(46.67)	1,014.71	610.00	404.71	\$1,220.00
Payroll Expenses	10,225.78	3,512.87	6,712.91	33,436.45	21,077.20	12,359.26	\$42,154.39
Payroll Taxes	817.74	289.31	528.44	2,779.05	1,735.83	1,043.22	\$3,471.66
Postage	0.00	13.33	(13.33)	108.75	80.00	28.75	\$160.00
Professional Service Fees	0.00	6.25	(6.25)	0.00	37.50	(37.50)	\$75.00
Rent - Office	0.00	583.00	(583.00)	3,498.00	3,498.00	0.00	\$6,996.00
Repairs	0.00	6.25	(6.25)	0.00	37.50	(37.50)	\$75.00
Seminars/Training	0.00	15.83	(15.83)	0.00	95.00	(95.00)	\$190.00
Shawano Employ. Reimb. Wages & Taxes	0.00	9,672.61	(9,672.61)	65,465.83	58,035.65	7,430.18	\$116,071.30
Telephone	126.19	141.67	(15.48)	957.98	850.00	107.98	\$1,700.00
Travel/Lodging	0.00	9.17	(9.17)	0.00	55.00	(55.00)	\$110.00
Web Hosting	42.00	0.00	42.00	702.00	660.00	42.00	\$660.00
Workshop/Econ Summit	0.00	314.67	(314.67)	0.00	1,888.00	(1,888.00)	\$3,776.00
<b>Total Expenses</b>	<b>12,525.71</b>	<b>16,361.20</b>	<b>(3,835.49)</b>	<b>111,567.30</b>	<b>93,912.18</b>	<b>17,655.13</b>	<b>\$186,181.35</b>
<b>NET INCOME:</b>	<b>(12,471.21)</b>	<b>(13,169.11)</b>	<b>697.90</b>	<b>(707.25)</b>	<b>8,990.33</b>	<b>(9,697.58)</b>	<b>\$2,123.65</b>

Shawano County Economic Progress, Inc.  
**Balance Sheet**  
As of June 30, 2020

	<u>Jun 30, 20</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
17 Month Abby Bank CD Account	9,890.64
12 Month CD - Premier	5,784.04
Associated Bank Money Market	
General Operating Funds	8,491.37
Associated Bank Money Market - Other	0.11
Total Associated Bank Money Market	<u>8,491.48</u>
Associated Bank, Checking	698.20
Certificate of Deposit - CoV	12,533.62
Total Checking/Savings	<u>37,397.98</u>
Accounts Receivable	
Notes Receivable	33,142.99
Total Accounts Receivable	<u>33,142.99</u>
Other Current Assets	
SCEPI Micro-Loan Fund	67,520.69
Total Other Current Assets	<u>67,520.69</u>
Total Current Assets	<u>138,061.66</u>
Fixed Assets	
Equipment	
Equipment Depreciation	-9,102.74
Equipment Purchase	3,388.78
Equipment - Other	5,713.96
Total Equipment	<u>0.00</u>
Office Furniture	
Furniture Depreciation	-3,815.44
Furniture Purchase	3,815.44
Total Office Furniture	<u>0.00</u>
Total Fixed Assets	<u>0.00</u>
<b>TOTAL ASSETS</b>	<b><u>138,061.66</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	3,769.45
Total Other Current Liabilities	<u>3,769.45</u>
Total Current Liabilities	<u>3,769.45</u>
Total Liabilities	3,769.45
Equity	
Unrestricted	134,999.46
Net Income	-707.25
Total Equity	<u>134,292.21</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>138,061.66</u></b>

Shawano County Economic Progress, Inc.  
**Statement of Cash Flows**  
January through June 2020

	<u>Jan - Jun 20</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	-707.25
Adjustments to reconcile Net Income to net cash provided by operations:	
Notes Receivable	2,914.34
SCEPI Micro-Loan Fund	-3,030.53
Payroll Liabilities	3,769.45
Net cash provided by Operating Activities	<u>2,946.01</u>
Net cash increase for period	2,946.01
Cash at beginning of period	34,451.97
Cash at end of period	<u><u>37,397.98</u></u>

## Shawano County Economic Progress, Inc. Profit & Loss Prev Year Comparison January through June 2020

	<u>Jan - Jun 20</u>	<u>Jan - Jun 19</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>SBA Backed Payroll Prot. Prog.</b>	34,892.00	0.00	34,892.00	100.0%
<b>Contributions-Public</b>	72,500.00	72,500.00	0.00	0.0%
<b>Interest Income</b>	188.19	293.48	-105.29	-35.88%
<b>Misc. Income</b>	0.00	252.51	-252.51	-100.0%
<b>RLF Administration</b>	2,713.67	10,831.77	-8,118.10	-74.95%
<b>SCEPI RMLF Interest</b>	366.19	890.45	-524.26	-58.88%
<b>Services Provided</b>	200.00	0.00	200.00	100.0%
<b>Vision 2017 Admin Reimbursement</b>	0.00	9,151.10	-9,151.10	-100.0%
<b>Workshops/Event Development</b>	0.00	2,750.00	-2,750.00	-100.0%
<b>Total Income</b>	<u>110,860.05</u>	<u>96,669.31</u>	<u>14,190.74</u>	<u>14.68%</u>
<b>Gross Profit</b>	110,860.05	96,669.31	14,190.74	14.68%
<b>Expense</b>				
<b>Advertising</b>	1,801.00	2,156.00	-355.00	-16.47%
<b>Automobile - Mileage</b>	87.87	669.90	-582.03	-86.88%
<b>Commission</b>	0.00	0.00	0.00	0.0%
<b>Dues &amp; Subscriptions</b>	444.00	139.40	304.60	218.51%
<b>Duplication</b>	111.68	319.04	-207.36	-65.0%
<b>Entertainment &amp; Meals</b>	146.98	640.63	-493.65	-77.06%
<b>Insurance, Business</b>	948.00	983.00	-35.00	-3.56%
<b>Licenses &amp; Fees</b>	65.00	154.00	-89.00	-57.79%
<b>Miscellaneous</b>	0.00	10.49	-10.49	-100.0%
<b>Office Supplies</b>	1,014.71	1,104.00	-89.29	-8.09%
<b>Payroll Expenses</b>	33,436.45	13,539.84	19,896.61	146.95%
<b>Payroll Taxes, Fica, Futa, Suta</b>	2,779.05	1,184.74	1,594.31	134.57%
<b>Postage</b>	108.75	123.22	-14.47	-11.74%
<b>Professional Service Fees</b>	0.00	736.50	-736.50	-100.0%
<b>Rent</b>	3,498.00	3,498.00	0.00	0.0%
<b>Seminars/Training</b>	0.00	115.00	-115.00	-100.0%
<b>Shawano Employment Reimburs.</b>	65,465.83	76,380.03	-10,914.20	-14.29%
<b>Telephone</b>	957.98	1,203.02	-245.04	-20.37%
<b>Web Hosting</b>	702.00	660.00	42.00	6.36%
<b>Workshop/Event Development</b>	0.00	3,775.65	-3,775.65	-100.0%
<b>Total Expense</b>	<u>111,567.30</u>	<u>107,392.46</u>	<u>4,174.84</u>	<u>3.89%</u>
<b>Net Ordinary Income</b>	<u>-707.25</u>	<u>-10,723.15</u>	<u>10,015.90</u>	<u>93.4%</u>
<b>Net Income</b>	<u><u>-707.25</u></u>	<u><u>-10,723.15</u></u>	<u><u>10,015.90</u></u>	<u><u>93.4%</u></u>

**Shawano County Economic Progress, Inc.**

As of July 31, 2020

Actual/Budget/Variance

July 2020	July ACTUAL	July BUDGET	VARIANCE TO BUDGET	YTD ACTUAL	YTD BUDGET	VARIANCE TO BUDGET	2020 Budget
<b>INCOME</b>							
Contribution - City	0.00	0.00	0.00	25,000.00	25,000.00	0.00	\$50,000.00
Contribution - County	0.00	0.00	0.00	47,500.00	47,500.00	0.00	\$95,000.00
Contribution - SMU	0.00	0.00	0.00	0.00	0.00	0.00	\$5,000.00
<b>Total Contributions</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>72,500.00</b>	<b>72,500.00</b>	<b>0.00</b>	<b>\$150,000.00</b>
EIDL	0.00	166.67	(166.67)	0.00	1,166.67	(1,166.67)	\$2,000.00
Interest Income	165.43	54.58	110.85	353.62	382.08	(28.46)	\$655.00
Misc. Income/Serv. Provided	0.00	208.33	(208.33)	200.00	1,458.33	(1,258.33)	\$2,500.00
RLF Admin. - City of Shawano	0.00	125.00	(125.00)	0.00	875.00	(875.00)	\$1,500.00
RLF Admin. - Shawano County	0.00	208.33	(208.33)	2,713.67	1,458.33	1,255.34	\$2,500.00
SBA Backed Payroll Prot. Prog	0.00	1,875.00	(1,875.00)	34,892.00	22,500.00	12,392.00	\$22,500.00
SCEPI Micro-Loan Fund Interest	0.94	141.67	(140.73)	367.13	991.67	(624.54)	\$1,700.00
Workshop/Econ Summit	0.00	412.50	(412.50)	0.00	2,887.50	(2,887.50)	\$4,950.00
<b>Total Income</b>	<b>166.37</b>	<b>3,192.08</b>	<b>(3,025.71)</b>	<b>111,026.42</b>	<b>104,219.58</b>	<b>6,806.84</b>	<b>\$188,305.00</b>
<b>EXPENSES</b>							
Advertising - Print	0.00	2.08	(2.08)	0.00	14.58	(14.58)	\$25.00
Advertising - Radio	276.00	325.92	(49.92)	2,077.00	2,281.42	(204.42)	\$3,911.00
Automobile - Mileage	12.18	117.50	(105.32)	100.05	822.50	(722.45)	\$1,410.00
Dues and Subscript.	0.00	22.08	(22.08)	444.00	154.58	289.42	\$265.00
Duplication	24.40	42.08	(17.68)	136.08	294.58	(158.50)	\$505.00
Entertainment/Meals	5.00	91.67	(86.67)	151.98	641.67	(489.69)	\$1,100.00
Insurance - Surety Bond	0.00	4.17	(4.17)	0.00	29.17	(29.17)	\$50.00
Insurance-BOP	0.00	54.17	(54.17)	0.00	379.17	(379.17)	\$650.00
Insurance-Bus, Directors'	0.00	983.00	(983.00)	983.00	983.00	0.00	\$983.00
Insurance-Bus, Wcomp	0.00	25.83	(25.83)	(35.00)	180.83	(215.83)	\$310.00
Licenses/Fees	54.00	20.67	33.33	119.00	144.67	(25.67)	\$248.00
Misc Expenses	0.00	1.25	(1.25)	0.00	8.75	(8.75)	\$15.00
Office Equipment	0.00	4.17	(4.17)	0.00	29.17	(29.17)	\$50.00
Office Supplies	65.00	101.67	(36.67)	1,079.71	711.67	368.04	\$1,220.00
Payroll Expenses	2,414.08	3,512.87	(1,098.79)	35,850.53	24,590.06	11,260.47	\$42,154.39
Payroll Taxes	187.51	289.31	(101.80)	2,966.56	2,025.14	941.43	\$3,471.66
Postage	83.00	13.33	69.67	191.75	93.33	98.42	\$160.00
Professional Service Fees	0.00	6.25	(6.25)	0.00	43.75	(43.75)	\$75.00
Rent - Office	583.00	583.00	0.00	4,081.00	4,081.00	0.00	\$6,996.00
Repairs	0.00	6.25	(6.25)	0.00	43.75	(43.75)	\$75.00
Seminars/Training	0.00	15.83	(15.83)	0.00	110.83	(110.83)	\$190.00
Shawano Employ. Reimb. Wages & Taxes	41.80	9,672.61	(9,630.81)	65,507.63	67,708.26	(2,200.63)	\$116,071.30
Telephone	133.98	141.67	(7.69)	1,091.96	991.67	100.29	\$1,700.00
Travel/Lodging	0.00	9.17	(9.17)	0.00	64.17	(64.17)	\$110.00
Web & Email Hosting	75.00	0.00	75.00	777.00	660.00	117.00	\$660.00
Workshop/Econ Summit	0.00	314.67	(314.67)	0.00	2,202.67	(2,202.67)	\$3,776.00
<b>Total Expenses</b>	<b>3,954.95</b>	<b>16,361.20</b>	<b>(12,406.25)</b>	<b>115,522.25</b>	<b>109,290.37</b>	<b>6,231.88</b>	<b>\$186,181.35</b>
<b>NET INCOME:</b>	<b>(3,788.58)</b>	<b>(13,169.11)</b>	<b>9,380.53</b>	<b>(4,495.83)</b>	<b>(5,070.79)</b>	<b>574.96</b>	<b>\$2,123.65</b>



**Shawano County Economic Progress, Inc.**  
**Balance Sheet**  
 As of July 31, 2020

	<u>Jul 31, 20</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
17 Month Abby Bank CD Account	10,056.04
12 Month CD - Premier	5,784.04
<b>Associated Bank Money Market</b>	
General Operating Funds	<u>1,091.51</u>
<b>Total Associated Bank Money Market</b>	1,091.51
Associated Bank, Checking	470.37
Certificate of Deposit - CoV	<u>12,533.62</u>
<b>Total Checking/Savings</b>	29,935.58
<b>Accounts Receivable</b>	
Notes Receivable	<u>32,875.61</u>
<b>Total Accounts Receivable</b>	32,875.61
<b>Other Current Assets</b>	
SCEPI Micro-Loan Fund	<u>67,789.01</u>
<b>Total Other Current Assets</b>	<u>67,789.01</u>
<b>Total Current Assets</b>	130,600.20
<b>Fixed Assets</b>	
<b>Equipment</b>	
Equipment Depreciation	-9,102.74
Equipment Purchase	3,388.78
Equipment - Other	<u>5,713.96</u>
<b>Total Equipment</b>	0.00
<b>Office Furniture</b>	
Furniture Depreciation	-3,815.44
Furniture Purchase	<u>3,815.44</u>
<b>Total Office Furniture</b>	<u>0.00</u>
<b>Total Fixed Assets</b>	0.00
<b>TOTAL ASSETS</b>	<u><u>130,600.20</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Other Current Liabilities	
Payroll Liabilities	<u>96.57</u>
<b>Total Other Current Liabilities</b>	<u>96.57</u>
<b>Total Current Liabilities</b>	<u>96.57</u>
<b>Total Liabilities</b>	96.57
<b>Equity</b>	
Unrestricted	134,999.46
Net Income	<u>-4,495.83</u>
<b>Total Equity</b>	<u>130,503.63</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>130,600.20</u></u>

**Shawano County Economic Progress, Inc.**  
**Statement of Cash Flows**  
January through July 2020

	<u>Jan - Jul 20</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	-4,495.83
Adjustments to reconcile Net Income to net cash provided by operations:	
Notes Receivable	3,181.72
SCEPI Micro-Loan Fund	-3,298.85
Payroll Liabilities	96.57
Net cash provided by Operating Activities	<u>-4,516.39</u>
Net cash increase for period	<u>-4,516.39</u>
Cash at beginning of period	34,451.97
Cash at end of period	<u><u>29,935.58</u></u>

**Shawano County Economic Progress, Inc.**  
**Profit & Loss Prev Year Comparison**  
January through July 2020

	<u>Jan - Jul 20</u>	<u>Jan - Jul 19</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>SBA Backed Payroll Prot. Prog.</b>	34,892.00	0.00	34,892.00	100.0%
<b>Contributions-Public</b>	72,500.00	96,250.00	-23,750.00	-24.68%
<b>Interest Income</b>	353.62	435.44	-81.82	-18.79%
<b>Misc. Income</b>	0.00	252.51	-252.51	-100.0%
<b>RLF Administration</b>	2,713.67	10,831.77	-8,118.10	-74.95%
<b>SCEPI RMLF Interest</b>	367.13	1,051.00	-683.87	-65.07%
<b>Services Provided</b>	200.00	0.00	200.00	100.0%
<b>Vision 2017 Admin Reimbursement</b>	0.00	9,151.10	-9,151.10	-100.0%
<b>Workshops/Event Development</b>	0.00	2,750.00	-2,750.00	-100.0%
<b>Total Income</b>	<u>111,026.42</u>	<u>120,721.82</u>	<u>-9,695.40</u>	<u>-8.03%</u>
<b>Gross Profit</b>	111,026.42	120,721.82	-9,695.40	-8.03%
<b>Expense</b>				
<b>Advertising</b>	2,077.00	2,482.00	-405.00	-16.32%
<b>Automobile - Mileage</b>	100.05	906.54	-806.49	-88.96%
<b>Commission</b>	0.00	0.00	0.00	0.0%
<b>Dues &amp; Subscriptions</b>	444.00	139.40	304.60	218.51%
<b>Duplication</b>	136.08	377.28	-241.20	-63.93%
<b>Entertainment &amp; Meals</b>	151.98	696.31	-544.33	-78.17%
<b>Insurance, Business</b>	948.00	983.00	-35.00	-3.56%
<b>Licenses &amp; Fees</b>	119.00	169.00	-50.00	-29.59%
<b>Miscellaneous</b>	0.00	10.49	-10.49	-100.0%
<b>Office Supplies</b>	1,079.71	1,123.81	-44.10	-3.92%
<b>Payroll Expenses</b>	35,850.53	15,953.92	19,896.61	124.71%
<b>Payroll Taxes, Fica, Futa, Suta</b>	2,966.56	1,374.47	1,592.09	115.83%
<b>Postage</b>	191.75	135.07	56.68	41.96%
<b>Professional Service Fees</b>	0.00	7,736.50	-7,736.50	-100.0%
<b>Rent</b>	4,081.00	4,081.00	0.00	0.0%
<b>Seminars/Training</b>	0.00	115.00	-115.00	-100.0%
<b>Shawano Employment Reimburs.</b>	65,507.63	76,380.03	-10,872.40	-14.24%
<b>Telephone</b>	1,091.96	1,407.70	-315.74	-22.43%
<b>Web &amp; Email Hosting</b>	777.00	660.00	117.00	17.73%
<b>Workshop/Event Development</b>	0.00	3,775.65	-3,775.65	-100.0%
<b>Total Expense</b>	<u>115,522.25</u>	<u>118,507.17</u>	<u>-2,984.92</u>	<u>-2.52%</u>
<b>Net Ordinary Income</b>	<u>-4,495.83</u>	<u>2,214.65</u>	<u>-6,710.48</u>	<u>-303.0%</u>
<b>Net Income</b>	<u><u>-4,495.83</u></u>	<u><u>2,214.65</u></u>	<u><u>-6,710.48</u></u>	<u><u>-303.0%</u></u>