

| BookTrails Balance Sheet 12.31.19     | Dec 31, 19        |
|---------------------------------------|-------------------|
| <b>ASSETS</b>                         |                   |
| Current Assets                        |                   |
| Checking/Savings                      |                   |
| Savers Choice Money Market            | 80,094.90         |
| 1000 · Alpine Operating Account       | 103,728.57        |
| Total Checking/Savings                | 183,823.47        |
| Total Current Assets                  | 183,823.47        |
| Fixed Assets                          |                   |
| 1501 · Accumulated Depreciation       | (4,785.00)        |
| 1500 · Site Assets                    | 48,233.42         |
| Total Fixed Assets                    | 43,448.42         |
| <b>TOTAL ASSETS</b>                   | <b>227,271.89</b> |
| <b>LIABILITIES &amp; EQUITY</b>       |                   |
| Equity                                |                   |
| 3900 · Unrestricted Net Assets        | 167,931.26        |
| Net Income                            | 59,340.63         |
| Total Equity                          | 227,271.89        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>227,271.89</b> |

| BookTrails Profit and Loss Statement 12.31.19 | 2017        | 2018        | 2019        |            |
|---|-------------|-------------|-------------|------------|
|   | January-Dec | January-Dec | January-Dec | Budget     |
| Ordinary Income/Expense                       |             |             |             |            |
| Income  |             |             |             |            |
| Foundations                                   | 50,307.90   | 160,275.00  | 127,475.00  | 182,600.00 |
| Special Event Income                          | 12,014.44   | 12,915.74   | 13,336.09   | 15,000.00  |
| Interest                                      | 3.59        | 5.41        | 120.73      |            |
| Tuition Fees                                  | 75,073.50   | 65,706.04   | 84,460.95   | 71,400.00  |
| Donations                                     | 20,140.48   | 54,030.85   | 61,413.82   | 34,000.00  |
| Total Income                                  | 157,539.91  | 292,933.04  | 286,806.59  | 303,000.00 |
| Expense                                       |             |             |             |            |
| Office Rent, Supplies, Website                | 6,864.63    | 5,986.81    | 5,851.17    | 6,795.00   |
| Site Improvements                             | 1,128.72    | 1,368.53    | 5,630.93    | 62,000.00  |
| Program Expenses                              | 133,004.47  | 172,231.07  | 212,303.74  | 219,715.00 |
| Payroll, staff training, hiring               | 72,234.43   | 101,786.12  | 135,392.93  | 144,850.00 |
| Program Supplies                              | 16,205.88   | 20,791.17   | 31,567.81   | 25,900.00  |
| Advertising, Dues, Subscriptions              | 8,873.55    | 8,919.81    | 14,663.21   | 14,155.00  |
| Contract Labor                                | 2,235.00    | 2,202.50    | 2,121.00    | 3,750.00   |
| Bank Fees                                     | 503.97      | 2.00        | 2.00        |            |
| Special Event Expenses                        | 875.97      | 887.90      | 1,557.12    | 940.00     |
| Total Expense                                 | 144,612.76  | 182,678.81  | 227,465.96  | 293,200.00 |
| Net Ordinary Income                           | 12,927.15   | 110,254.23  | 59,340.63   | 9,800.00   |
| Net Income                                    | 12,927.15   | 110,254.23  | 59,340.63   | 9,800.00   |