

TRENT RADIO BoD AGENDA
27 September 2021 – 6:00PM
to be held via teleconference

1. Chair's opening remarks and agenda approval
2. Approval of previous minutes
3. Operations reports
4. Summer 2021 end-of-season reports
5. Financial statements
6. Appointment of accountant for 2021 review engagement
7. Any other business
8. Date of next meeting
9. Adjournment

TRENT RADIO BoD Meeting
30 August 2021 – 6:05 PM to be held via teleconference

In Attendance: Bill Templeman (Chair), Alissa Paxton, Brazil Gaffney-Knox, and Tim Snoddon. **Also Present:** Jill Staveley, and Rob Hailman.

Regrets: Michael Gray, Jehan Maboob, and Katie Pedlar.

- 1. Chair's opening remarks and agenda approval** Alissa Paxton moves and Tim Snoddon seconds.
- 2. Approval of previous minutes**
No Minutes have been submitted; we'll approve at the next meeting.
- 3. Operations reports**
Rob is doing Trent Radio maintenance. CSJ funding for the second position for Skye Vasey wasn't approved so they may hire another person. Skye and Grayden Hatherly are continuing as TWSP funded staff, working on-site. Only 3 of 6 TWSP jobs were approved and one Trent International position approved. Broadcast certificate hasn't been received though we have been approved and the application was sent in early. Final Trent Annual financial reconciliation. Talking with a private donor about funding some physical plant repairs including eavestroughs. Working with Art Gallery of Peterborough to create a Sunday night arts open mic. Completed recording living library with the New Canadians Centre. Arts Alive funding will partly go toward making the station COVID safer. The rest will fund RC4G workshops, and mentorship. Balancing the hybrid model (in person and virtual) is difficult, staff are thinking about longer term decisions for the station to mitigate this. Upcoming events include Recipe Radio Project Day, Clubs and Groups Day, and federal elections candidates' interviews. Alissa Paxton motions to approve the operations reports, and Tim Snoddon seconds.
- 4. Financial statements**
Rob Hailman presents the financial statements declaring Trent Radio to be in good financial standing. CSJ for this year will show up in the next fiscal year. CRFC first two installments of this year and the last installments of last year. New grant starts in September. Current tenants may leave the apartment, but they haven't given formal notice. Alissa Paxton motions to approve the operations reports, and Brazil Gaffney-Knox seconds.
- 5. Hiring of a new bookkeeper**
Declaring conflict of interest, Alissa Paxton recuses herself. Current bookkeeper, Sue Newman, is looking to retire. Josh Raspberry has been working with Sue for some time and she is proposing he shadow her for a few months to learn the ropes. Brazil Gaffney-Knox moves to move forward with appointing Josh as bookkeeper, Tim Snoddon seconds.
- 6. Dates for upcoming seasons and phased reopening**
Rob Hailman presents the season and reopening calendar. Dates become more uncertain as they move farther away from the present. A lot of uncertainty to come but even if we go back into a lockdown scenario, we could stay open to some capacity to accommodate certain programmers.

7. COVID-19 safety plan

Rob Hailman presents the safety plan developed at the COVID working group with the board two weeks ago. All staff have approved the plan as it stands. Approval of safety plan moved by Tim Snoddon and seconded by Alissa Paxton.

8. Any other business

Jill Staveley asks everyone to participate in the upcoming radio project day focused on family recipes.

9. Date of next meeting

27 September, 2021 at 6 pm.

10. Adjournment

Summer 2021 STATEMENT OF PERFORMANCE (May – August 2021):

Overall, it is my opinion that:

- 1) Trent Radio's programming is balanced, and
- 2) Trent Radio's programming is in compliance with its broadcast license.

Digital/Online programme logs for each broadcast day are to be completed and we are required by the CRTC to maintain these logs for 4 weeks. Programmers fulfill music sheet & programme log compliance requirements through a Google Form.

All sponsorship Proof of Performance sheets are completed and kept for one year.

All music sheet data is now kept indefinitely to accompany and facilitate the rebroadcast of archive content.

Reference: The Commission's primary objective for the community radio sector is that it provide a local programming service that differs in style and substance from that provided by commercial stations and the CBC. The programming should be relevant to the communities served, including official language minorities. The Commission considers that community stations should add diversity to the broadcasting system by increasing program choice in both music and spoken word.

They should contribute to diversity at three levels:

Community stations should offer programming that is different from and complements the programming of other stations in their market. Their not-for-profit nature and community access policies should assist them in contributing to the achievement of this objective.

Community stations should be different from other elements of the broadcasting system, including commercial stations and stations operated by the CBC.

The programming broadcast by individual community stations should be varied and provide a wide diversity of music and spoken word.

Our license requirements regarding Content Categories are based on our license type (Community) and our specific license conditions (CFFF):

CRTC Community License

- at least 20% of all musical selections be drawn from categories other than sub-category 21.
- the Commission will require, by condition of licence, that all campus and community stations broadcast a minimum of 15% spoken word each broadcast week. For the purpose of this requirement, all spoken word shall be locally produced.

CRTC CFFF-FM Specific

- The licensee shall devote, in each broadcast week, a minimum of 12% of its musical selections from content category 3 (Special Interest Music) to Canadian selections broadcast in their entirety.
- The licensee shall devote no less than 5% of all musical selections to selections drawn from Category 3

Trent Radio Internal Policy

- Maximum 5% Hits (as per non-competition agreement with CORUS)
- 25% of programming be devoted to Foreground Format (an old CRTC requirement that we continue to value and strive to achieve). Measurement of this goal is not set up.

Total Stats	Hrs/week (average)	%	CAT 21 maximum factor music stats	Hrs/week (average)	%			Music Stats	Hrs/week (average)	%
CAT 1	23.1	18%	CAT 21	31.5	30			CAT 2	59.1	57
CAT 2	59.1	47%	2x	27.6	27			CAT 3	43.8	43
CAT 3	43.8	35%	CAT 3	43.8	43					
	126	100		102.9	100				102.9	100

Average Weekly Stats - Report covers regular broadcast hours (6:00 – midnight daily, including RFP)

Content Category	CRTC Required	TRadio Required	Weekly Average
CATEGORY 1 – SPOKEN WORD	MIN 15% of all programming		19.25
11 – NEWS			-
12 – S/W Other			
CATEGORY 2 – POPULAR MUSIC (35% CanCon)		MAX 60% of all music	59.1 (57% of All Music)
21-pop rock & dance	At least 20% of ALL MUSICAL SELECTIONS must be drawn from categories other than 21 / MAX 80 % of ALL MUSICAL SELECTIONS		31.5 (30% of all Musical Selections)
22 - country & country oriented			10.2 (8%)
23 – acoustic			14.6 (12%)
24 – easy listening			2.8 (2%)
CATEGORY 3 – TRAD & SPECIAL INTEREST (12% CanCon)	MIN 12% of all Musical Selections		43.8 (43%)
31 – concert			3.9 (3%)
32 – Folk & Folk Oriented			11 (9%)
33 – World Beat/International			2.25 (2%)
34 – Jazz & Blues			8.7 (7%)
35 – Religious			7.75 (6%)
36 – Audio Art			10.2 (8%)
HITS PLAYED	No specification	MAX 5%	Below TR MAX
Station Produced			126HRS
Adv & Sponsorship		MAX 252 minutes	Below TR MAX

Description	Summer 2021
Total “live” b.casting hours / week (average)	49hrs/week
Number of Regular Producers	56
Number of Programmes	39
*Red Morning Radio	5hrs
*RFP, repeat & Archive b.casting hours/week (average)	77hrs/week

Prepared by Jill Staveley. 20210923_js

13 Students

43 Community members

These numbers do not include volunteer and community participation off the air (BoD etc), nor do they include guests and special project participants.

Notable Dates: Summer 2021 Broadcast Season

May 02 - Season Start
May 02 - Amplifying Curve Lake Voices Radio Project Day (RM21 - Producer Oriented with Missy Knott)
May 05 - First Monthly Operators Meeting (carried through the summer)

May 15 - Joe Hall BDay Radio Celebration
May 17 – Canada Summer Jobs (Summer Producer & Archives Clerk) start.
May 20 - Letter written regarding Bill C-10
May 26 - Trout Rodeo - the Virtual Collection - published to:
<https://www.trentarthur.ca/print/trout-rodeo-21>
May 30 - Sun June 6th - The Radio Is A Stage (Artsweek Shift)
June through August - Programming Committee Meetings
Jun 7 - Application submitted for collaborative project with RC4G* Ptbo to Arts Alive Funding
Jun 25 - RM Project Coordinator Contract End
Jun 25 - Levy Groups Meeting
Jun 26 - Pride Radio Project Day
Jun 27 - NCC Multicultural Day Presentation of RM Project from Newcomers Group
Jun 30 – A Day To Listen (Downie Wenjack Fund National Radio Project)
Jul 1 - 94 Calls To Action Radio Project
Jul12 to 16 - Jill on Vacation
Jul 15 - Home Inspection completed by Chritopher Culgin of BIRCH Home Inspections
Jul 26 - Archives Re-Sort Completed
Aug 9-14 - Peer Feedback Project
Aug 9-13 - Rob on Vacation
Aug 10 - RM2021 Final Report Submitted to CRFC
Aug 20 - Season End
Aug 21 - (virtual) Radio On The Lawn
Aug 30 - CRTC Licence renewal postponed, granted administrative renewal until August 2023
Aug 31 - ISED Certificate available
August – Producing NCC Living Library Series #2
August - New Collaboration with AGP to promote the organisation, and specifically KAST

Summer 2021 Operations Report

prepared Sept 24, 2021 // Rob Hailman

Broadcast infrastructure

At the start of the summer season, we moved to automating our scheduling with Libretime, an open-source broadcast automation system. While this hasn't been without challenges, it is proving to be a much more manageable and sustainable system than the quick hack implemented in March 2020.

Automation through Libretime opens up new possibilities for out-of-schedule times, replacing the complete randomness of Radio Free Peterborough with programming chosen at random from our archives based on different criteria - such as different categories of archived programming or local music at different times, or designating tracks to be played at night only.

Broadcast certificate and license

Trent Radio's authorization to broadcast comes from both the CRTC, which issues a broadcast *license* governing our programming, such as Canadian Content, minima for spoken word and category 3 programming, etc., and ISED which issues a broadcast *certificate* governing our technical operations such as the location, frequency and power of our transmission facilities. Both the license and certificate were due to expire on August 31, 2021.

With the assistance of Gary Hooper at HP Services and Roger Cole at Corus Entertainment, Trent Radio successfully applied to ISED for a renewed broadcast certificate, issued on August 31, 2021, and expiring August 31, 2028.

The CRTC granted Trent Radio two successive one-year administrative renewals to our broadcast license, extending its duration to August 31, 2023. The renewal process is expected to begin in June 2022.

Trent Radio Archives

Over the summer, Alex Campagnolo finished the review and reorganization of Trent Radio's pop & rock vinyl archive, with 2,862 records in Studio C to be kept, 4,510 records in the Trent Radio basement, and 991 records listed in the existing catalogue but missing. There are still some loose ends to tie up, then the next task is deciding what to do with the records in the basement.

Grayden Hatherly has been reviewing Trent Radio's digital local music archive, reviewing for technical issues such as bad CD rips or low-quality MP3s, and assigning content categories and other metadata for ingest into Libretime.

The NCRA is developing an extension to the eDDS (earshot! Digital Distribution Service) to allow member stations to upload their own music archives, which is a logical extension of the

work Grayden is doing and may solve many challenges we currently face in enabling Trent Radio programmers to have easy access to our local music archive.

Canada Summer Jobs

Consistent with years past, we applied for funding for 3 full-time 16 week positions, one Archives Clerk and two Summer Producers, and received funding for 3 full-time 8 week positions. Grayden Hatherly (Archives Clerk) and Skye Vasey (Summer Producer) were hired both for 16 weeks, May 17 - Sept 4 - their reports are attached.

While we had hoped to be able to apply funding for both Summer Producer positions to Skye's employment, this was not approved by CSJ. Instead, we have received approval to modify the second position to a part time position at 14 hours per week, for 20 weeks commencing Sept 27.

Canada Summer Jobs 2021 Final Report

Start Date: May 17, 2021

End Date: September 3, 2021

Job Title: Archives Clerk

Weekly Hours: 35

Job Description: Worked under the supervision of the Director of Operations to implement a new digital archive policy, to support volunteer programmers and community members in the production of exceptional community radio. Responsibilities included: analyzing Trent Radio's existing digital archiving systems, re-classifying and catalogue Trent Radio's digital music and spoken-word artefacts as necessary, maintaining the on-going accession of music and spoken-word programming, and seeking and new submissions of local music from the broader Peterborough community.

Notable events and accomplishments:

- Processed 694 albums for Libertime between May 17 and September 1, 2021
- Recorded interviews with 8 local artists for radio broadcast
- Received and processed over 10 new albums between May 17 and September 1, 2021
- Organized the Radio Project Day Pride Broadcast for June 26, 2021
- Participated in the first live broadcast from Trent Radio House in over a year on August 22, 2021 as part of Radio On The (virtual) Lawn and learned how to work in StudioA.
- Worked with the Summer Producer to create an ongoing promotional series for Instagram Live

Summer producer position at Trent Radio: Skye Vasey

Start Date: May 17

End Date: September 4th

35 Hours per week.

Job Description:

The Trent Radio Summer Producer, Broadcasting will be responsible for the general day-to-day operations, the production of a regularly-scheduled radio broadcast targeted at youth and children, and promotion of community events during Trent Radio's Summer Broadcast Season. The SPB will enhance outreach to youth and children in the Peterborough community by producing local content featuring events, organizations and activities in our area focused on youth involvement.

The SPB will also act as a liaison for programmers and on-site guests by assisting with technical operations, organizing production schedules, and modifying physical and technological barriers for persons with disabilities and exceptionalities as required for the production of community radio. Outreach will also include coverage and promotion of summer festivals and events in the Peterborough region to highlight the volunteers and staff working behind the scenes, as well as featuring the event activity and element of community celebration found in the crowds.

Responsibilities and Accomplishments:

- Maintenance and reconciliation of program logs
 - weekly scheduling of sponsorships
- Maintenance of PSA@trentradio.ca email
 - Maintenance and organization of Smooth Operator binder
 - Researched local events beyond newsletters that PSA@trentradio.ca receives
- Produced a tri-weekly 30 minute show targeted at children with each episode featuring a read story time and kids music
 - acquired read Storytime submissions from several local children's authors
 - Recorded acoustic covers of kid's songs
 - Episodes have been edited for archive and can be aired at any time.
- Created PSAs to promote local children's events
- Weekly checkins of the Trent radio building (mostly on Fridays)
 - Check mail, voicemail, ensure there has not been a basement flood etc.
- Produced a weekly Instagram live session in August: "Creators corner" with co-worker Grayden Hatherly
 - Interviewed programmers about their show
 - discussed how to complete program proposals
- On Site operation during the "radio on the lawn" radio project day
- Hosted two programme proposal workshops
- Interviewed local election candidates and created PSAs informing citizens as to how to participate in upcoming election
 - All interviewed candidates were given the same seven questions and a 25 minute cut off length

Trent Radio Comparative Balance Sheet (subject to adjustment and review)

// prepared 23 Sept 2021 rhailman@trentradio.ca

	31 Aug 21	31 Aug 20	\$ Change
ASSETS			
Current Assets			
Chequing/Savings			
1100 · Chequing - Bank of Montreal	266,298.43	110,117.89	156,180.54
1110 · Tangerine Savings	3.62	3.62	0.00
1115 · Paypal	731.65	634.05	97.60
Total Chequing/Savings	267,033.70	110,755.56	156,278.14
Accounts Receivable			
1200 · Accounts Receivable	11,375.00	4,589.62	6,785.38
Total Accounts Receivable	11,375.00	4,589.62	6,785.38
Other Current Assets			
1300 · Prepaid Expenses	1,835.82	910.96	924.86
Total Other Current Assets	1,835.82	910.96	924.86
Total Current Assets	280,244.52	116,256.14	163,988.38
Fixed Assets			
1520 · Land	10,000.00	10,000.00	0.00
1560 · Buildings and Improvements	213,566.01	213,566.01	0.00
1570 · Accum Depr - Building	-151,463.13	-151,463.13	0.00
1580 · Office Equipment	20,774.21	20,774.21	0.00
1590 · Accum Depr - Furn and Equip	-20,774.21	-20,774.21	0.00
1600 · Technical Equipment	333,487.10	333,487.10	0.00
1610 · Accum Dep'n - Technical	-305,384.10	-305,384.10	0.00
1620 · Technical Renovations	9,913.00	9,913.00	0.00
Total Fixed Assets	110,118.88	110,118.88	0.00
TOTAL ASSETS	390,363.40	226,375.02	163,988.38
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2200 · Accounts Payable	3,571.17	-5,913.43	9,484.60
Total Accounts Payable	3,571.17	-5,913.43	9,484.60
Other Current Liabilities			
2220 · Deferred Revenue	7,030.00	960.05	6,069.95
2240 · Accrued Liabilities	3,750.00	3,750.00	0.00
2500 · Payroll Liabilities - Rec Gen			
2530 · CPP Payable	1,370.94	1,281.42	89.52
2550 · EI Payable	538.99	514.66	24.33
2570 · Income Tax Payable	1,393.92	1,729.35	-335.43
Total 2500 · Payroll Liabilities - Rec Gen	3,303.85	3,525.43	-221.58
2510 · WSIB Payable	66.84	50.87	15.97
25500 · GST/HST Payable	-2,520.06	-4,003.19	1,483.13
Total Other Current Liabilities	11,630.63	4,283.16	7,347.47
Total Current Liabilities	15,201.80	-1,630.27	16,832.07
Long Term Liabilities			
2720 · Long Term Loan - J.K. Muir	0.00	27,654.56	-27,654.56
Total Long Term Liabilities	0.00	27,654.56	-27,654.56
Total Liabilities	15,201.80	26,024.29	-10,822.49
Equity			
30000 · Opening Balance Equity	110,038.60	110,038.60	0.00
32000 · Unrestricted Net Assets	90,312.13	14,197.24	76,114.89
Net Income	174,810.87	76,114.89	98,695.98
Total Equity	375,161.60	200,350.73	174,810.87
TOTAL LIABILITIES & EQUITY	390,363.40	226,375.02	163,988.38

Trent Radio Comparative Income Statement (subject to adjustment and review)

// prepared 23 Sept 2021 rhailman@trentradio.ca

	Sep '20 - Aug 21	Sep '19 - Aug 20	\$ Change
Income			
4000 · GOVERNMENT FUNDING			
4090 · Federal Grants			
4010 · Canada Summer Jobs	11,959.00	0.00	11,959.00
Total 4090 · Federal Grants	11,959.00	0.00	11,959.00
4160 · Provincial Grants			
4155 · Other Provincial	6,974.00	9,596.01	-2,622.01
Total 4160 · Provincial Grants	6,974.00	9,596.01	-2,622.01
4190 · Municipal Grants			
4170 · City of Peterborough	7,500.00	1,000.00	6,500.00
Total 4190 · Municipal Grants	7,500.00	1,000.00	6,500.00
Total 4000 · GOVERNMENT FUNDING	26,433.00	10,596.01	15,836.99
4200 · DONATIONS & FUNDRAISING			
4220 · Corporations	0.00	500.00	-500.00
4230 · Foundations			
4231 · Community Radio Fund of Canada	67,811.00	19,238.00	48,573.00
4230 · Foundations - Other	3,000.00	550.00	2,450.00
Total 4230 · Foundations	70,811.00	19,788.00	51,023.00
4240 · Individual Donations	29,865.18	30,890.69	-1,025.51
4310 · Trent Student Memberships	182,843.87	139,948.24	42,895.63
4330 · Commercial & Non-profit Mships	300.00	400.00	-100.00
4340 · Individual Memberships	1,145.05	1,125.01	20.04
4410 · Special Events Donations	0.00	138.85	-138.85
Total 4200 · DONATIONS & FUNDRAISING	284,965.10	192,790.79	92,174.31
4500 · EARNED REVENUE			
4630 · Net On Air Sponsorship - Local			
4610 · On Air Sponsorship - Local	1,500.00	2,050.00	-550.00
4620 · On Air Sponsorship Expense	0.00	-83.15	83.15
Total 4630 · Net On Air Sponsorship - Local	1,500.00	1,966.85	-466.85
4650 · On Air Time Sales - Local	0.00	800.00	-800.00
4660 · On Air Time Sales - National	5,039.39	2,139.24	2,900.15
4710 · Interest Income	0.00	7.50	-7.50
4725 · Net Merchandise Sales			
4720 · Merchandise Sales	535.00	260.00	275.00
4722 · Merchandise Sales Expense	-330.81	-457.86	127.05
Total 4725 · Net Merchandise Sales	204.19	-197.86	402.05
4750 · Rental Income	11,461.78	8,893.65	2,568.13
4760 · Mgmt Services - Trent Annual	127,547.66	89,668.44	37,879.22
4770 · Production Services	0.00	1,183.89	-1,183.89
4790 · Misc. Earned Revenue	60.00	579.96	-519.96
Total 4500 · EARNED REVENUE	145,813.02	105,041.67	40,771.35
Total Income	457,211.12	308,428.47	148,782.65

Trent Radio Comparative Income Statement (subject to adjustment and review)

// prepared 23 Sept 2021 rhailman@trentradio.ca

	Sep '20 - Aug 21	Sep '19 - Aug 20	\$ Change
Expense			
5000 · SALARIES & BENEFITS			
5010 · Programming Wage	93,839.20	47,695.20	46,144.00
5070 · Administrative Wage	74,837.37	46,549.12	28,288.25
5075 · Trent Annual Payroll	35,291.18	35,713.62	-422.44
5080 · Employee Benefits	3,605.39	2,300.99	1,304.40
5082 · CPP Expense	8,662.13	5,563.29	3,098.84
5084 · EI Expense	4,511.61	2,899.69	1,611.92
5086 · WSIB Expense	486.75	320.41	166.34
Total 5000 · SALARIES & BENEFITS	221,233.63	141,042.32	80,191.31
6000 · ADMINISTRATION			
6010 · Contract Staff - Admin	1,798.17	2,785.60	-987.43
6030 · Audit	4,170.60	4,448.17	-277.57
6040 · Bank Charges	343.05	277.93	65.12
6045 · Bldg Repair & Maint - TR	4,102.10	15,406.82	-11,304.72
6050 · Bldg Repair & Maint - Upper Apt	674.57	0.00	674.57
6055 · Depreciation	0.00	17,685.13	-17,685.13
6060 · Insurance & Security	4,157.61	4,133.93	23.68
6065 · Interest Expense	382.42	2,506.15	-2,123.73
6070 · Legal & Other Professional	0.00	415.76	-415.76
6072 · Management Services Expense	3,415.95	7,236.30	-3,820.35
6075 · Meeting Expenses	160.00	0.00	160.00
6080 · Memberships & Subscriptions	1,472.34	1,211.11	261.23
6085 · Office Equipment & Software	626.49	1,148.28	-521.79
6090 · Office Supplies	585.60	167.70	417.90
6095 · Postage & Courier	19.12	5.24	13.88
6100 · Printing & Design - Admin	0.00	49.78	-49.78
6105 · Professional Development	83.95	0.00	83.95
6110 · Telephone	946.52	939.40	7.12
6115 · Travel & Conference	100.00	0.00	100.00
6120 · Utilities	3,511.51	4,397.01	-885.50
6125 · Volunteer Expenses	77.94	433.59	-355.65
6130 · Misc. Admin. Expense	138.04	120.29	17.75
Total 6000 · ADMINISTRATION	26,765.98	63,368.19	-36,602.21
6500 · PROGRAMMING			
6505 · Contract Staff - Programming	0.00	500.00	-500.00
6510 · Trent Univ Student Payroll	10,273.24	10,123.68	149.56
6515 · Artist Fees	13,100.00	4,000.00	9,100.00
6525 · Hospitality & Reception	0.00	53.75	-53.75
6530 · Licences & Tariffs	2,857.97	2,156.19	701.78
6535 · Programming Expenses	197.26	1,838.68	-1,641.42
Total 6500 · PROGRAMMING	26,428.47	18,672.30	7,756.17
7000 · TECHNICAL			
7010 · Contract Staff - Technical	0.00	187.09	-187.09
7020 · Equipment Acquisition - Tech	2,056.93	3,777.21	-1,720.28
7040 · Equipment Repair & Maint - Tech	415.70	261.30	154.40
7050 · Line Rental	5,383.19	4,644.52	738.67
Total 7000 · TECHNICAL	7,855.82	8,870.12	-1,014.30
7500 · MARKETING & PROMOTION			
7520 · Advertising	0.00	350.00	-350.00
7530 · Design & Printing	0.00	10.65	-10.65
7550 · Misc. Marketing Expense	116.35	0.00	116.35
Total 7500 · MARKETING & PROMOTION	116.35	360.65	-244.30
Total Expense	282,400.25	232,313.58	50,086.67
Net Income	174,810.87	76,114.89	98,695.98