



A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
INCOME - DETAIL		FULL YEAR ACTUAL	FULL YEAR ACTUAL	FULL YEAR BUDGET	YTD JUNE ACTUAL	YTD JUNE ACTUAL	YTD 2020 ACT	VS	%	YTD JUNE BUDGET	YTD JUNE ACTUAL	YTD 2020 ACT	VS	%	
JUNE 2020		2018	2019	2020	2019	2020	YTD 2019 ACT	DIFF		2020	2020	YTD 2020 ACT	DIFF		
<b>Non-Program Revenues:</b>															
6	Combined Contributions	\$1,065,971	\$1,464,808	\$1,472,245	\$391,860	\$440,332	\$48,472	12.4%	\$450,065	\$440,332	(\$9,733)	-2.2%			
7	Earned Income	206,907	340,610	261,266	139,833	6,632	(133,201)	-95.3%	97,104	6,632	(90,472)	-93.2%			
8	Grant General (Net)	1,500	161,588	139,000	156,588	14,994	(141,594)	-90.4%	25,000	14,994	(10,006)	-40.0%			
10	<b>Total Non-Program Revenues</b>	<b>\$1,274,378</b>	<b>\$1,967,006</b>	<b>\$1,872,511</b>	<b>\$688,281</b>	<b>\$461,959</b>	<b>(\$226,323)</b>	<b>-32.9%</b>	<b>\$572,169</b>	<b>\$461,959</b>	<b>(\$110,210)</b>	<b>-19.3%</b>			
<b>Program Revenues:</b>															
14	40 - Microplastics	\$0	\$9,747	\$0	\$0	\$0	\$0	NMIF	\$0	\$0	\$0	NMIF			
15	43 - Stielwagen	0	0	45,000	45,000	0	(45,000)	-100.0%	45,000	0	(45,000)	-100.0%			
16	47 - Marine Debris	10,569	45,096	47,698	31,100	40,914	9,814	31.6%	47,698	40,914	(6,784)	-14.2%			
17	50 - Education	20,750	20,000	59,750	0	0	0	NMIF	13,250	0	(13,250)	-100.0%			
18	72 - MAER	575,569	546,872	526,000	231,888	233,324	1,436	0.6%	188,375	233,324	44,949	23.9%			
19	73 - International Rescue Training	59,402	61,712	61,100	14,304	12,126	(2,178)	-15.2%	14,250	12,126	(2,124)	-14.9%			
20	84 - Right Whales	423,362	485,426	484,717	374,059	287,344	(86,714)	-23.2%	321,769	287,344	(34,425)	-10.7%			
21	85 - Seals	34,203	18,500	24,200	2,250	5,000	2,750	122.2%	6,500	5,000	(1,500)	-23.1%			
22	86 - Fisheries	108,777	71,480	36,008	33,232	30,220	(3,012)	-9.1%	36,008	30,220	(5,788)	-16.1%			
23	93 - Sea Floor Mapping	501,427	633,975	1,071,249	80,676	230,700	150,024	186.0%	76,270	230,700	154,430	202.5%			
24	94 - Humpbacks	164,122	62,266	95,000	37,266	1,670	(35,597)	-95.5%	0	1,670	1,670	NMIF			
25	98 - Water Quality	412,675	430,918	436,308	238,803	208,528	(30,275)	-12.7%	81,220	208,528	127,308	156.7%			
26	<b>Total Program Revenues</b>	<b>\$2,310,856</b>	<b>\$2,385,991</b>	<b>\$2,887,030</b>	<b>\$1,088,578</b>	<b>\$1,049,826</b>	<b>(\$38,753)</b>	<b>-3.6%</b>	<b>\$830,340</b>	<b>\$1,049,826</b>	<b>\$219,486</b>	<b>26.4%</b>			
28	<b>Total Revenues</b>	<b>\$3,585,234</b>	<b>\$4,352,997</b>	<b>\$4,759,541</b>	<b>\$1,776,860</b>	<b>\$1,511,784</b>	<b>(\$265,075)</b>	<b>-14.9%</b>	<b>\$1,402,509</b>	<b>\$1,511,784</b>	<b>\$109,275</b>	<b>7.8%</b>			
30	Gain/Loss Sale of Asset	(17,778)	0	0	0	0	0	NMIF	0	0	0	NMIF			
32	<b>TOTAL INCOME</b>	<b>\$3,567,456</b>	<b>\$4,352,997</b>	<b>\$4,759,541</b>	<b>\$1,776,860</b>	<b>\$1,511,784</b>	<b>(\$265,075)</b>	<b>-14.9%</b>	<b>\$1,402,509</b>	<b>\$1,511,784</b>	<b>\$109,275</b>	<b>7.8%</b>			
34	<b>Expenses:</b>														
35	Total - Personnel	\$2,478,129	\$2,777,361	\$3,301,156	\$1,393,511	\$1,499,953	\$106,442	7.6%	\$1,625,264	\$1,499,953	(\$125,311)	-7.7%			
36	Total - Non-Personnel	969,535	1,135,479	1,086,341	568,118	462,505	(105,614)	-18.6%	598,079	462,505	(135,574)	-22.7%			
37	Depreciation	207,444	209,857	230,040	105,973	114,137	8,163	7.7%	115,020	114,137	(883)	-0.8%			
38	<b>TOTAL EXPENSES</b>	<b>3,653,107</b>	<b>4,122,696</b>	<b>4,617,537</b>	<b>2,067,602</b>	<b>2,076,595</b>	<b>8,992</b>	<b>0.4%</b>	<b>2,338,363</b>	<b>2,076,595</b>	<b>(261,768)</b>	<b>-11.2%</b>			
40	<b>NET INCOME FROM OPERATIONS</b>	<b>(\$87,651)</b>	<b>\$230,301</b>	<b>\$142,004</b>	<b>(\$290,743)</b>	<b>(\$564,810)</b>	<b>(\$274,067)</b>	<b>94.3%</b>	<b>(\$935,854)</b>	<b>(\$564,810)</b>	<b>\$371,044</b>	<b>-39.6%</b>			
43	Renovation Funding- Board	\$26,000	\$0	\$0	\$0	\$0	\$0	NMIF	\$0	\$0	\$0	NMIF			
44	Renovation Funding- Non Board	10,000	10,000	10,000	10,000	10,000	0	0.0%	10,000	10,000	0	0.0%			
46	<b>NET INCOME FROM OPERATIONS</b>	<b>(\$51,651)</b>	<b>\$240,301</b>	<b>\$152,004</b>	<b>(\$280,743)</b>	<b>(\$554,810)</b>	<b>(\$274,067)</b>	<b>97.6%</b>	<b>(\$925,854)</b>	<b>(\$554,810)</b>	<b>\$371,044</b>	<b>-40.1%</b>			
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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
	INCOME - DETAIL		FULL YEAR ACTUAL	FULL YEAR ACTUAL	FULL YEAR BUDGET	YTD JUNE ACTUAL	YTD JUNE ACTUAL	YTD 2020 ACT	VS	YTD 2019 ACT	%	YTD JUNE BUDGET	YTD JUNE ACTUAL	YTD 2020 ACT	VS	%
	JUNE 2020		2018	2019	2020	2019	2020	2020	2019	2020	2020	2020	2020	2020	2020	2020
1	<b>INCOME - DETAIL</b>															
2	<b>INCOME - DETAIL</b>															
3	<b>INCOME - DETAIL</b>															
4	<b>JUNE 2020</b>															
5	<b>Combined Contributions</b>															
6	Contributions		\$326,430	\$517,666	\$455,580	\$118,097	\$88,770	(\$29,327)	-24.8%	\$91,550	\$88,770	(\$2,780)	-3.0%			
7	Board Giving		225,279	198,934	275,000	59,300	179,940	120,640	203.4%	100,000	179,940	79,940	79.9%			
8	Direct Mail Appeals		278,331	416,320	382,500	56,614	149,439	92,825	164.0%	80,000	149,439	69,439	86.8%			
9	Memberships		72,337	73,211	75,000	31,259	22,057	(9,202)	-29.4%	37,450	22,057	-15,393	-41.1%			
10	Corporate Sponsors		0	12,742	100,000	0	0	0	NMFE	15,000	0	-15,000	-100.0%			
11	Special Events		163,605	245,935	184,165	126,590	127	(126,463)	-99.9%	126,065	127	-125,938	-99.9%			
12	<b>Subtotal</b>		<b>\$1,065,971</b>	<b>\$1,464,808</b>	<b>\$1,472,245</b>	<b>\$391,860</b>	<b>\$440,332</b>	<b>\$48,472</b>	<b>12.4%</b>	<b>\$450,065</b>	<b>\$440,332</b>	<b>(\$9,733)</b>	<b>-2.2%</b>			
13	<i>Board Portion of Special Events</i>		\$85,630	\$94,828	\$61,960	\$41,560	\$0	(\$41,560)	-100.0%	\$40,960	\$0	(\$40,960)	-100.0%			
14	<i>Total Board Contributions</i>		310,909	293,762	336,960	100,860	179,940	79,080	78.4%	140,960	179,940	38,980	27.7%			
15	<i>In Kind Donations</i>		\$51,763	\$76,510	\$11,750	\$750	\$0	(\$750)	-100.0%	\$750	\$0	(\$750)	-100.0%			
16	<b>Earned Income</b>															
17	Lectures/Programs		\$23,400	\$26,439	\$18,720	\$11,570	\$2,961	(\$8,609)	-74.4%	\$5,500	\$2,961	(\$2,539)	-46.2%			
18	Merchandise sales		111,456	145,541	123,546	38,910	3,534	(35,376)	-90.9%	32,104	3,534	(28,570)	-89.0%			
19	Equipment sales		80,369	132,694	112,000	66,298	43,534	(22,764)	-34.3%	56,000	43,534	(12,466)	-22.3%			
20	Int'l & Investment		(8,318)	35,936	7,000	23,055	(43,397)	(66,452)	NMFE	3,500	(43,397)	(46,897)	NMFE			
21	<b>Subtotal</b>		<b>\$206,907</b>	<b>\$340,610</b>	<b>\$261,266</b>	<b>\$139,833</b>	<b>\$6,632</b>	<b>(\$133,201)</b>	<b>-93.3%</b>	<b>\$97,104</b>	<b>\$6,632</b>	<b>(\$90,472)</b>	<b>-93.2%</b>			
22	<b>Grant General (Net)</b>		<b>\$1,500</b>	<b>\$161,588</b>	<b>\$139,000</b>	<b>\$156,588</b>	<b>\$14,994</b>	<b>(\$141,594)</b>	<b>-90.4%</b>	<b>\$25,000</b>	<b>\$14,994</b>	<b>(\$10,006)</b>	<b>-40.0%</b>			
23	<b>40 - Microplastics</b>															
24	CCC/Barnstable County (Water Quality)		\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0				
25	Miscellaneous (Program 40)		0	0	0	0	0	0		0	0	0				
26	National Marine Sanctuary (Microplastics)		0	8,997	0	0	0	0		0	0	0				
27	University of Rhode Island		0	750	0	0	0	0		0	0	0				
28	<b>Subtotal</b>		<b>\$0</b>	<b>\$9,747</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>NMFE</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>NMFE</b>			
29	<b>43 - Steilwagen</b>															
30	National Marine Sanctuary		\$0	\$0	\$20,000	\$20,000	\$0	(\$20,000)		\$20,000	\$0	(\$20,000)				
31	Town of Provincetown		0	0	25,000	25,000	0	(25,000)		25,000	0	(25,000)				
32	<b>Subtotal</b>		<b>\$0</b>	<b>\$0</b>	<b>\$45,000</b>	<b>\$45,000</b>	<b>\$0</b>	<b>(\$45,000)</b>	<b>-100.0%</b>	<b>\$45,000</b>	<b>\$0</b>	<b>(\$45,000)</b>	<b>-100.0%</b>			
33	<b>47 - Marine Debris</b>															
34	Nat'l Marine Sanctuary		\$1,500	\$2,500	\$0	\$0	\$2,100	\$2,100		\$0	\$2,100	\$2,100				
35	NFWF (DFG)		0	0	46,398	0	31,893	31,893		0	31,893	(14,505)				
36	NOAA (DFG)		9,069	42,596	1,300	31,100	6,921	(24,179)		1,300	6,921	5,621				
37	<b>Subtotal</b>		<b>\$10,569</b>	<b>\$45,096</b>	<b>\$47,698</b>	<b>\$31,100</b>	<b>\$40,914</b>	<b>\$9,814</b>	<b>31.6%</b>	<b>\$47,698</b>	<b>\$40,914</b>	<b>(\$6,784)</b>	<b>-14.2%</b>			
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	INCOME - DETAIL		FULL YEAR ACTUAL		FULL YEAR ACTUAL		FULL YEAR BUDGET		YTD JUNE ACTUAL		YTD JUNE ACTUAL		YTD 2019 ACT		YTD JUNE BUDGET		YTD JUNE ACTUAL		YTD 2020 ACT	
			2018	2019	2020	2019	2020	2020	2019	2020	2019	2020	2020	2020	2020	2020	2020	2020	2020	2020
1																				
2																				
3																				
4																				
5																				
52		<b>50 - Education</b>																		
53		Cape Cod Five	\$10,000	\$10,000	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
54		CC Foundation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
55		Davis Foundation	0	2,500	13,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(13,250)
56		Eastern Bank	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
57		Eckers	0	0	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
58		Honda Grant	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
59		Miscellaneous Grants	2,250	2,500	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
60		Provincetown VSB	0	0	4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
61		Seamant's Bank	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
62		Town of PVC	1,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
63																				
64		<b>Subtotal</b>	<b>\$20,750</b>	<b>\$20,000</b>	<b>\$59,750</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$13,250</b>	<b>\$0</b>	<b>\$0</b>	<b>(\$13,250)</b>	<b>\$0</b>	<b>(\$13,250)</b>	<b>\$0</b>	<b>(\$13,250)</b>	<b>-100.0%</b>
65																				
66		<b>72 - MAER</b>																		
67		Cape Cod Foundation	\$5,000	\$3,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
68		Davis	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
69		Dryfus Fund	0	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70		Grace Allsop	2,000	2,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
71		Halloren	10,000	15,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
72		Hermann	60,000	60,000	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
73		Island Foundation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
74		Maine Comm Foundation	17,100	0	0	0	23,000	23,000	0	0	0	0	0	0	0	0	0	0	0	0
75		NEWF	0	59,904	30,000	0	0	20,896	20,896	0	0	0	0	0	0	0	0	0	0	0
76		NOAA/NMFS/DMF-72	471,469	376,468	404,000	211,888	179,428	(32,460)	168,375	179,428	11,053	0	0	0	0	0	0	0	0	0
77		Pegasus	10,000	10,000	10,000	10,000	10,000	0	10,000	10,000	0	0	0	0	0	0	0	0	0	0
78		Summerlee Foundation	0	10,000	10,000	0	0	(10,000)	0	0	0	0	0	0	0	0	0	0	0	0
79		Veltesen	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
80																				
81		<b>Subtotal</b>	<b>\$575,569</b>	<b>\$546,872</b>	<b>\$526,000</b>	<b>\$231,888</b>	<b>\$233,324</b>	<b>\$1,436</b>	<b>\$188,375</b>	<b>\$233,324</b>	<b>\$44,949</b>	<b>\$188,375</b>	<b>\$233,324</b>	<b>\$44,949</b>	<b>\$188,375</b>	<b>\$233,324</b>	<b>\$44,949</b>	<b>\$188,375</b>	<b>\$233,324</b>	<b>23.9%</b>
82																				
83		<b>73 - International Rescue Training</b>																		
84		IWC	\$59,402	\$61,712	\$61,100	\$14,304	\$12,126	(\$2,178)	\$14,250	\$12,126	(\$2,124)	\$14,250	\$12,126	(\$2,124)	\$14,250	\$12,126	(\$2,124)	\$14,250	\$12,126	(\$2,124)
85																				
86		<b>Subtotal</b>	<b>\$59,402</b>	<b>\$61,712</b>	<b>\$61,100</b>	<b>\$14,304</b>	<b>\$12,126</b>	<b>(\$2,178)</b>	<b>\$14,250</b>	<b>\$12,126</b>	<b>(\$2,124)</b>	<b>\$14,250</b>	<b>\$12,126</b>	<b>(\$2,124)</b>	<b>\$14,250</b>	<b>\$12,126</b>	<b>(\$2,124)</b>	<b>\$14,250</b>	<b>\$12,126</b>	<b>(\$2,124)</b>
87																				

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P				
	INCOME - DETAIL		FULL YEAR ACTUAL			FULL YEAR BUDGET			YTD JUNE ACTUAL		YTD JUNE ACTUAL		YTD 2019 ACT VS		YTD JUNE BUDGET		YTD JUNE ACTUAL		YTD 2020 ACT VS	
	JUNE 2020		2018	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2020	2020	2020	2020	2020	2020	2020
										%	DIFF			%	DIFF			%	DIFF	
84 - Right Whales																				
88		Ballard Foundation	\$0	\$1,000	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
89		Bonnell Cove Foundation	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
90		Boston Foundation	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
91		Disney	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
92		Fuller Foundation	4,000	6,979	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
93		George A Ramlose	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
94		Grace Allsup	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
95		Miscellaneous - Johnson Foundation	17,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
96		New England Aquatunum	8,942	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
97		NEWF	0	30,000	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
98		NOAA/DMF	315,994	413,446	451,000	345,213	287,344	287,344	0	(57,869)	0	0	0	0	0	0	0	0	0	(31,708)
99		Oregon State University (Cornell)	9,226	34,001	2,717	28,846	0	0	0	(28,846)	0	0	0	0	0	0	0	0	0	(2,717)
100		SeaWorld	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
101																				
102																				
103		<b>Subtotal</b>	<b>\$423,362</b>	<b>\$485,426</b>	<b>\$484,717</b>	<b>\$374,059</b>	<b>\$287,344</b>	<b>\$287,344</b>	<b>(\$86,714)</b>	<b>-23.2%</b>	<b>\$321,769</b>	<b>\$287,344</b>	<b>(\$34,425)</b>	<b>-10.7%</b>						
104		<b>85 - Seals</b>																		
105		Atlantic Marine Conservation	\$8,951	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
106		Davis Foundation	0	2,500	7,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(3,000)
107		EPA	0	2,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
108		Friends of Pleasant Bay	4,252	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
109		IFAW Prescott Grant	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
110		Island Foundation	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
111		Mandel	0	2,000	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
112		Marine Sanctuary (-86 deferred)	1,000	9,000	0	2,250	0	0	(2,250)	0	0	0	0	0	0	0	0	0	0	(1,000)
113		Nat Geo	0	0	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
114		NEFSC	0	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
115		PBCB	0	0	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(500)
116		Rodis	0	1,000	5,000	0	5,000	5,000	0	5,000	0	0	0	0	0	0	0	0	0	3,000
117		Salem State	0	0	4,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
118		UNH	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
119																				
120		<b>Subtotal</b>	<b>\$34,203</b>	<b>\$18,500</b>	<b>\$24,200</b>	<b>\$2,250</b>	<b>\$5,000</b>	<b>\$2,750</b>	<b>122.2%</b>	<b>\$6,500</b>	<b>\$5,000</b>	<b>(\$1,500)</b>	<b>-23.1%</b>							
121		<b>86 - Fisheries</b>																		
122		Friends of Pleasant Bay	\$4,250	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
123		Friends of Herring River	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
124		Marine Mammal Ctr (MHOI)	0	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
125		Miscellaneous Grants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
126		National Park Service	63,627	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
127		Marine Sanctuary (-86 deferred)	40,900	50,763	2,500	16,100	17,484	1,384	0	14,984	0	0	0	0	0	0	0	0	0	0
128		NMFS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
129		NEWF (DFG)	0	0	33,508	0	6,934	6,934	0	6,934	0	0	0	0	0	0	0	0	0	(26,574)
130		NOAA (DFG)	0	16,717	0	14,132	3,477	(10,654)	0	3,477	0	0	0	0	0	0	0	0	0	3,477
131		NOAA S-K (Trickle Dredge)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
132		WHOI	0	0	0	3,000	0	(3,000)	0	0	0	0	0	0	0	0	0	0	0	0
133		<b>Subtotal</b>	<b>\$108,777</b>	<b>\$71,480</b>	<b>\$36,008</b>	<b>\$33,232</b>	<b>\$30,220</b>	<b>(\$3,012)</b>	<b>-9.1%</b>	<b>\$36,008</b>	<b>\$30,220</b>	<b>(\$5,788)</b>	<b>-16.1%</b>							
134																				
135																				
136																				
137																				

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P				
	INCOME - DETAIL		FULL YEAR ACTUAL		FULL YEAR ACTUAL		FULL YEAR BUDGET		YTD JUNE ACTUAL		YTD JUNE ACTUAL		YTD 2019 ACT VS		YTD JUNE BUDGET		YTD JUNE ACTUAL		YTD 2020 ACT VS	
			2018	2019	2020		2019	2020		2019	2020		2020		2020	2020		2020		2020
										%				%						%
1																				
2																				
3																				
4																				
5																				
138		93 - Sea Floor Mapping																		
139		Applied Coastal Research & Eng (CZM)	\$21,950	\$15,470	\$0		\$22,420	\$0												
140		Barnstable Clean Water Coalition	0	500	0		500	0												
141		Barnstable County - dredge	2,500	21,500	60,000		21,500	5,525												
142		Barnstable County- Hyannis	0	0	40,000		0	0												
143		Cape Cod Commission-storm tide pathway	0	0	100,000		0	0												
144		Cohasset	0	0	10,000		0	0												
145		Comm of Mass -Sea Floor & Sharks	0	50,000	25,000		0	37,500												
146		Dept of Defense	0	26,575	120,000		0	0												
147		Friends of Barnstable Harbor	75,000	50,000	20,000		0	0												
148		Friends of Herring River	0	17,000	15,000		0	0												
149		Friends of Herring River (3yr)	0	0	140,000		0	0												
150		Friends of Pleasant Bay	4,732	1,000	0		0	0												
151		Island Foundation (Giese)	0	0	0		0	10,000												
152		MCZM-4 towns (phase 1)	0	0	60,000		0	10,000												
153		MCZM-4 towns (phase 2)	0	0	50,000		0	0												
154		MCZM-Salt Marsh drone	0	0	25,000		0	25,450												
155		Nantucket Yacht Club	0	8,000	0		0	0												
156		Natl Park Svc	0	0	0		0	0												
157		Natl Park Svc-Long Race	111,364	86,998	20,000		0	0												
158		Natl Park Svc-East Harbor	7,500	0	0		0	0												
159		NFWF-(DFG)	0	0	10,792		0	33,612												
160		NOAA-(DFG)	10,054	52,353	0		16,577	2,231												
161		NYC-STP	0	0	5,000		0	0												
162		Outer Cape Reg Sed Mgmt (CZM)	0	39,490	0		0	0												
163		Pleasant Bay Resources	5,000	0	0		0	0												
164		Pleasant Bay Resources	0	0	0		0	0												
165		Pleasant Bay Alliance (Town of Chatham)	0	21,000	0		0	0												
166		Seaport Economic Council	79,225	110,957	110,957		0	27,739												
167		Stone Foundation	0	9,750	0		0	0												
168		Stone Living Lab	0	0	40,000		0	0												
169		Town of Barnstable	10,000	0	0		0	0												
170		Town of Chatham	35,672	0	0		0	0												
171		Town of Chatham - CZM	0	0	0		0	8,000												
172		Town of Chatham - tidal study 1	1,722	1,267	0		0	0												
173		Town of Chatham - tidal study 2	0	2,750	0		0	0												
174		Town of Chatham - tidal study 3	1,74	3,750	0		0	0												
175		Town of Chatham-Edl Grass	0	14,040	0		0	0												
176		Town of Chatham - tidal study	0	0	7,500		0	0												
177		Town of Eastham	66,192	19,680	0		0	0												
178		Town of Eastham -benthic map-Nauset	0	0	60,000		19,680	0												
179		Town of Nantucket	12,918	0	0		0	0												
180		Town of Provincetown	0	0	50,000		0	0												
181		Town of Scituate -STP-MVPP	0	58,395	40,000		0	54,273												
182		Town of Truro	31,978	20,000	0		0	0												
183		Town of Truro-shark	0	0	12,000		0	0												
184		Town of Wellfleet	25,842	0	50,000		0	16,370												
185		Town of Wellfleet	0	0	0		0	0												
186		Umass	1,500	0	0		0	0												
187		Umass Boston	0	3,500	0		0	0												
188		Umass Amherst/STMP	0	0	0		0	0												
189		Wellfleet Harbor	0	0	0		0	0												

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
	INCOME - DETAIL		FULL YEAR ACTUAL		FULL YEAR BUDGET		YTD JUNE ACTUAL		YTD JUNE ACTUAL		YTD 2019 ACT VS		YTD JUNE BUDGET		YTD JUNE ACTUAL VS	
	JUNE 2020		2018	2019	2020	2019	2020	2019	2020	2019 ACT	% DIFF	2020	2020	2020 ACT	% DIFF	
190		Woods Hole Group	0	0	0	0	0	0	0	0		0	0	0		
191																
192		<b>Subtotal</b>	<b>\$501,427</b>	<b>\$633,975</b>	<b>\$1,071,249</b>	<b>\$80,676</b>	<b>\$230,700</b>	<b>\$150,024</b>	<b>186.0%</b>	<b>\$76,270</b>	<b>\$230,700</b>	<b>\$154,430</b>	<b>202.5%</b>			
193																
194		<b>94 - Hummbacks</b>														
195		American Samson DMWR	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0		
196		Cascadia Research Collective	24,093	0	0	0	0	0	0	0		0	0	0		
197		MARECOTEL	90,032	0	0	0	0	0	0	0		0	0	0		
198		Marine Mammal Conservation	0	0	0	0	0	0	0	0		0	0	0		
199		Marisla	20,000	20,000	20,000	0	0	0	0	0		0	0	0		
200		Misc Grant	0	1,000	0	1,000	0	0	(1,000)	0		0	0	0		
201		Natl Fisherman Alliance	0	0	0	0	0	0	0	0		0	0	0		
202		National Marine Sanctuary-forging	0	18,267	0	18,267	0	1,670	(16,597)	0		0	1,670	1,670		
203		National Marine Sanctuary-sand lance	0	10,000	0	5,000	0	0	(5,000)	0		0	0	0		
204		National Marine Sanctuary-shearwater	0	10,000	0	10,000	0	0	(10,000)	0		0	0	0		
205		National Marine Sanctuary	0	0	0	0	0	0	0	0		0	0	0		
206		NMFS/Norwest Fisheries Science Center	25,000	0	0	0	0	0	0	0		0	0	0		
207		NOAA	0	0	25,000	0	0	0	0	0		0	0	0		
208		ONR-Office of Naval Research	0	0	40,000	0	0	0	0	0		0	0	0		
209		Virginia Aquatum	4,997	2,999	0	2,999	0	0	(2,999)	0		0	0	0		
210																
211		<b>Subtotal</b>	<b>\$164,122</b>	<b>\$62,266</b>	<b>\$95,000</b>	<b>\$37,266</b>	<b>\$1,670</b>	<b>(\$35,597)</b>	<b>-95.5%</b>	<b>\$0</b>	<b>\$1,670</b>	<b>\$1,670</b>	<b>NMIF</b>			
212																

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P										
	INCOME - DETAIL		FULL YEAR ACTUAL		FULL YEAR ACTUAL		FULL YEAR BUDGET		YTD JUNE ACTUAL		YTD JUNE ACTUAL		YTD 2019 ACT VS		%		YTD JUNE BUDGET		YTD JUNE ACTUAL		YTD 2020 ACT VS		%			
	JUNE 2020		2018	2019	2020	2019	2020	2020	2019	2020	2019	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	
1	INCOME - DETAIL																									
2	98 - Water Quality																									
3	213	Barnstable County	\$266,987	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
4	214	DEP (former Barnstable County)	0	231,751	250,000	134,162	49,800	0	49,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
5	215	Braun, Greg	0	650	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
6	216	Cape Cod Commission	0	8,632	8,859	5,906	909	0	909	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
7	217	Clark Univ	3,480	4,424	4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
8	218	Coastal Zone Management	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
9	219	Corbett, N	0	3,663	0	0	2,484	0	2,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
10	220	Ma DMF (Div of Marine Fisheries)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
11	221	Friends of the Herring River	9,956	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
12	222	J Bradford Hubery	1,190	10,480	0	3,360	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
13	223	Ketchum	0	720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
14	224	Lindell, Scott	0	0	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
15	225	MA DEP / Buzzards Bay Coalition	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
16	226	MET	0	18,742	0	18,742	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
17	227	MWRA	127,210	1,294,922	132,924	64,458	65,753	0	65,753	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
18	228	National Park Service	1,920	20,835	33,720	11,370	3,565	0	3,565	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
19	229	Popponesset	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
20	230	Town of Eastham	0	805	805	805	970	165	970	165	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
21	231	Town of Orleans	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
22	232	Town of Wellfleet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
23	233	UMASS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
24	234	Univ of Texas	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
25	235	Univ of Virgin Islands	1,932	724	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
26	236																									
27	237																									
28	238	Subtotal	\$412,675	\$430,918	\$436,308	\$238,803	\$208,528	(\$30,275)	\$238,803	\$208,528	(\$30,275)	\$81,220	\$208,528	\$127,308	156.7%											
29	239	Total Non Project Revenue	\$1,274,378	\$1,967,006	\$1,872,511	\$688,281	\$461,959	(\$226,323)	\$688,281	\$461,959	(\$226,323)	\$572,169	\$461,959	(\$110,210)	-19.3%											
30	240	Total Project Revenue	2,310,856	2,385,991	2,887,030	1,088,578	1,049,826	(38,753)	1,088,578	1,049,826	(38,753)	830,340	1,049,826	219,486	26.4%											
31	241																									
32	242	Total Revenues	\$3,585,234	\$4,352,997	\$4,759,541	\$1,776,860	\$1,511,784	(\$265,075)	\$1,776,860	\$1,511,784	(\$265,075)	\$1,402,509	\$1,511,784	\$109,275	7.8%											
33	243																									
34	244	Gain/Loss Sale of Asset	(17,778)	0	0	0	0	0	0	0	0	0	0	0												
35	245																									
36	246	TOTAL INCOME	\$3,567,456	\$4,352,997	\$4,759,541	\$1,776,860	\$1,511,784	(\$265,075)	\$1,776,860	\$1,511,784	(\$265,075)	\$1,402,509	\$1,511,784	\$109,275	7.8%											
37	247																									
38	248	TOTAL EXPENSES	3,655,107	4,122,696	4,617,537	2,067,602	2,076,595	8,992	2,067,602	2,076,595	8,992	2,338,363	2,076,595	(261,768)	-11.2%											
39	249																									
40	250	NET INCOME FROM OPERATIONS	(\$87,651)	\$230,301	\$142,004	(\$290,743)	(\$564,810)	(\$274,067)	(\$290,743)	(\$564,810)	(\$274,067)	(\$935,854)	(\$564,810)	\$371,044	-39.6%											
41	251																									
42	252	Renovation Funding- Board	\$26,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0												
43	253	Renovation Funding- Non Board	10,000	10,000	10,000	10,000	10,000	0	10,000	0	0	10,000	10,000	0	0.0%											
44	254																									
45	255	NET INCOME FROM OPERATIONS	(\$51,651)	\$240,301	\$152,004	(\$280,743)	(\$554,810)	(\$274,067)	(\$280,743)	(\$554,810)	(\$274,067)	(\$925,854)	(\$554,810)	\$371,044	-40.1%											
46	256																									
47	257																									
48	258																									



	A	B	C	D	E	F	G	H	I	J	K	L	M
	FAVORABLE - UNFAVORABLE			YTD JUNE ACTUAL 2019	YTD JUNE ACTUAL 2020	YTD 2019 ACT	% VS	YTD 2020 ACT	YTD JUNE BUDGET 2020	YTD JUNE ACTUAL 2020	YTD 2020 ACT	% VS	YTD 2020 ACT
	JUNE 2020			2019	2020	2019 ACT	DIFF	2020	2020	2020	2020 ACT	DIFF	2020
<b>Combined Contributions</b>													
6				\$118,097	\$88,770	(\$29,327)	-24.8%	\$91,550	\$88,770	(\$2,780)	(\$2,780)	-3.0%	
7				59,300	179,940	120,640	203.4%	100,000	179,940	79,940	79,940	89.0%	
8				56,614	149,439	92,825	164.0%	80,000	149,439	69,439	86.8%		
9				31,259	22,057	(9,202)	-29.4%	37,450	22,057	(15,393)	(15,393)	-41.1%	
10				0	0	0	NM/F	15,000	0	(15,000)	(15,000)	-100.0%	
11				126,590	127	(126,463)	-99.9%	126,065	127	(125,938)	(125,938)	-99.9%	
12				Special Events									
13													
14													
15				<b>Subtotal</b>	<b>\$391,860</b>	<b>\$440,332</b>	<b>\$84,472</b>	<b>12.4%</b>	<b>\$450,065</b>	<b>\$440,332</b>	<b>(\$9,733)</b>	<b>-2.2%</b>	
16													
17				<b>Board Portion of Special Events</b>	<b>\$7,300</b>	<b>\$0</b>	<b>(\$7,300)</b>	<b>NM/F</b>	<b>\$40,960</b>	<b>\$0</b>	<b>(\$40,960)</b>	<b>NM/F</b>	
18				<b>Total Board Contributions</b>	<b>100,860</b>	<b>179,940</b>	<b>79,080</b>	<b>78.4%</b>	<b>140,960</b>	<b>179,940</b>	<b>38,980</b>	<b>27.7%</b>	
19													
20				<b>In Kind Donations</b>	<b>\$750</b>	<b>\$0</b>	<b>(\$750)</b>	<b>-100.0%</b>	<b>\$750</b>	<b>\$0</b>	<b>(\$750)</b>	<b>-100.0%</b>	
21													
22				<b>Earned Income</b>									
23				Lectures/Programs	\$11,570	\$2,961	(\$8,609)	-74.4%	\$5,500	\$2,961	(\$2,539)	-46.2%	
24				Merchandise sales	38,910	3,534	(35,376)	-90.9%	32,104	3,534	(28,570)	-89.0%	
25				Equipment sales	66,298	43,534	(22,764)	-34.3%	56,000	43,534	(12,466)	-22.3%	
26				Int & Investment	23,055	(43,397)	(66,452)	NM/F	3,500	(43,397)	(46,897)	NM/F	
27				<b>Subtotal</b>	<b>\$139,833</b>	<b>\$6,632</b>	<b>(\$133,201)</b>	<b>-95.3%</b>	<b>\$97,104</b>	<b>\$6,632</b>	<b>(\$90,472)</b>	<b>-93.2%</b>	
28													
29				<b>Grant General (Net)</b>	<b>\$156,588</b>	<b>\$14,994</b>	<b>(\$141,594)</b>	<b>-90.4%</b>	<b>\$25,000</b>	<b>\$14,994</b>	<b>(\$10,006)</b>	<b>-40.0%</b>	
30													
31				<b>Favorable Performance:</b>									
32				72 - MAFR	\$231,888	\$233,324	\$1,436	0.6%	\$188,375	\$233,324	\$44,949	23.9%	
33				95 - Sea Floor Mapping	80,676	230,700	150,024	186.0%	76,270	230,700	154,430	202.5%	
34				98 - Water Quality	238,803	208,528	(30,275)	-12.7%	81,220	208,528	127,308	156.7%	
35				<b>Subtotal</b>	<b>\$551,367</b>	<b>\$672,552</b>	<b>\$121,185</b>	<b>22.0%</b>	<b>\$345,865</b>	<b>\$672,552</b>	<b>\$326,687</b>	<b>94.5%</b>	
36													
37				<b>Unfavorable Performance:</b>									
38				Grant General (Net)	\$0	\$0	\$0	NM/F	\$0	\$0	\$0	NM/F	
39				40 - Microplastics	0	0	0	NM/F	0	0	0	NM/F	
40				43 - Seelweger	45,000	0	(45,000)	-100.0%	45,000	0	(45,000)	-100.0%	
41				47 - Marine Debris	31,100	40,914	9,814	31.6%	47,698	40,914	(6,784)	-14.2%	
42				50 - Education	0	0	0	NM/F	13,250	0	(13,250)	-100.0%	
43				73 - International Rescue Training	14,304	12,126	(2,178)	-15.2%	14,250	12,126	(2,124)	-14.9%	
44				84 - Right Whales	374,059	287,344	(86,714)	-23.2%	321,769	287,344	(34,425)	-10.7%	
45				85 - Seals	2,250	5,000	2,750	122.2%	6,500	5,000	(1,500)	-23.1%	
46				86 - Fisheries	33,232	30,220	(3,012)	-9.1%	36,008	30,220	(5,788)	-16.1%	
47				94 - Hampocks	37,266	1,670	(35,597)	-95.5%	0	1,670	1,670	NM/F	
48													
49				<b>Subtotal</b>	<b>\$537,211</b>	<b>\$377,273</b>	<b>(\$159,938)</b>	<b>-29.8%</b>	<b>\$484,475</b>	<b>\$377,273</b>	<b>(\$107,202)</b>	<b>-22.1%</b>	
50													
51													
52				Total Non Project Revenue	\$688,281	\$461,959	(\$226,322)	-32.9%	\$572,169	\$461,959	(\$110,210)	-19.3%	
53				Total Project Revenue	1,088,578	1,049,826	(38,753)	-3.6%	830,540	1,049,826	219,486	26.4%	
54													
55				<b>Total Revenues</b>	<b>\$1,776,860</b>	<b>\$1,511,784</b>	<b>(\$265,075)</b>	<b>-14.9%</b>	<b>\$1,402,809</b>	<b>\$1,511,784</b>	<b>\$109,275</b>	<b>7.8%</b>	
56													
57				Gain/Loss Sale of Asset	0	0	0	NM/F	0	0	0	NM/F	
58													
59				<b>TOTAL INCOME</b>	<b>\$1,776,860</b>	<b>\$1,511,784</b>	<b>(\$265,075)</b>	<b>-14.9%</b>	<b>\$1,402,809</b>	<b>\$1,511,784</b>	<b>\$109,275</b>	<b>7.8%</b>	
60													
61				<b>TOTAL EXPENSES</b>	<b>2,067,602</b>	<b>2,076,595</b>	<b>8,992</b>	<b>0.4%</b>	<b>2,338,363</b>	<b>2,076,595</b>	<b>(\$261,768)</b>	<b>-11.2%</b>	
62													
63				<b>NET INCOME FROM OPERATIONS</b>	<b>(\$290,743)</b>	<b>(\$564,810)</b>	<b>(\$274,067)</b>	<b>94.3%</b>	<b>(\$935,854)</b>	<b>(\$564,810)</b>	<b>\$371,044</b>	<b>-39.6%</b>	
64													
65				Renovation Funding- Board	\$0	\$0	\$0	NM/F	\$0	\$0	\$0	NM/F	
66				Renovation Funding- Non Board	10,000	10,000	0	-100.0%	10,000	10,000	0	NM/F	
67													
68				<b>NET INCOME FROM OPERATIONS</b>	<b>(\$280,743)</b>	<b>(\$554,810)</b>	<b>(\$274,067)</b>	<b>97.6%</b>	<b>(\$925,854)</b>	<b>(\$554,810)</b>	<b>\$371,044</b>	<b>-40.1%</b>	
69													
70													
71													

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
	EXPENSES	FULL YEAR ACTUAL 2018	FULL YEAR ACTUAL 2019	FULL YEAR BUDGET 2020	YTD JUNE ACTUAL 2019	YTD JUNE ACTUAL 2020	YTD 2019 ACT	YTD 2020 ACT	VS	%	YTD JUNE BUDGET 2020	YTD JUNE ACTUAL 2020	YTD 2020 ACT	VS	%	
1																
2	<b>EXPENSES</b>															
3																
4	<b>JUNE 2020</b>															
5																
6	<b>Personnel Expenses:</b>															
7	Salary	\$1,897,674	\$2,120,907	\$2,476,401	\$1,053,321	\$1,116,947	\$63,626	6.0%	\$1,170,230	\$1,116,947	(\$53,283)	-4.6%				
8	Payroll Taxes & Benefits	321,021	351,194	462,299	164,339	201,546	37,207	22.6%	225,718	201,546	(24,172)	-10.7%				
9	Retirement	54,416	56,728	58,470	27,545	32,095	4,550	16.5%	28,460	32,095	3,635	12.8%				
10	Consultants / Contractors	189,643	229,729	290,686	142,806	144,365	1,558	1.1%	195,356	144,365	(50,991)	-26.1%				
11	Intern Stipends	15,375	18,804	13,300	5,500	5,000	(500)	-9.1%	5,500	5,000	(500)	-9.1%				
12	<b>TOTAL - PERSONNEL</b>	<b>\$2,478,129</b>	<b>\$2,777,361</b>	<b>\$3,301,156</b>	<b>\$1,393,511</b>	<b>\$1,499,953</b>	<b>\$106,442</b>	<b>7.6%</b>	<b>\$1,625,264</b>	<b>\$1,499,953</b>	<b>(\$125,311)</b>	<b>-7.7%</b>				
13																
14																
15	<b>Non-Personnel Expenses:</b>															
16	Advertising	\$11,419	\$9,088	\$12,675	\$2,624	\$2,509	(\$115)	-4.4%	\$5,145	\$2,509	(\$2,636)	-51.2%				
17	Aircraft	167,353	168,613	174,475	139,913	123,170	(16,743)	-12.0%	140,475	123,170	(17,305)	-12.3%				
18	Board of Directors	766	2,316	2,200	570	533	(37)	-6.5%	600	533	(67)	-11.2%				
19	Building Maintenance	15,873	20,769	16,290	5,853	8,447	2,594	44.3%	7,700	8,447	747	9.7%				
20	Communication	21,743	22,634	22,896	11,008	8,761	(2,247)	-20.4%	11,448	8,761	(2,687)	-23.5%				
21	Computers	19,286	34,779	35,043	22,362	25,425	3,062	13.7%	21,363	25,425	4,062	19.0%				
22	Conferences / Training	37,313	46,201	35,075	19,411	2,503	(16,907)	-87.1%	19,760	2,503	(17,257)	-87.3%				
23	Contributions	1,495	100	600	0	270	270	NMFE	0	270	270	NMFE				
24	Cost of Sales	115,507	168,091	144,286	69,516	37,934	(31,582)	-45.4%	59,209	37,934	(21,275)	-35.9%				
25	Dues & Subscriptions	8,166	7,703	9,844	3,366	3,289	(77)	-2.3%	5,434	3,289	(2,145)	-39.5%				
26	Equipment	26,379	53,538	61,546	12,435	16,703	4,268	34.3%	29,414	16,703	(12,711)	-43.2%				
27	Fees / Charges / Taxes	22,813	19,225	20,641	7,927	9,765	1,837	23.2%	9,965	9,765	(200)	-2.0%				
28	Insurance	103,800	120,551	129,121	57,506	64,673	7,167	12.5%	63,276	64,673	1,397	2.2%				
29	Lab Supplies	40,875	57,957	63,452	32,305	33,458	1,153	3.6%	34,535	33,458	(1,077)	-3.1%				
30	Legal	0	22,007	10,000	659	2,565	1,907	289.5%	6,000	2,565	(3,435)	-57.3%				
31	Loan Interest	26,198	18,646	15,283	9,497	10,601	1,104	11.6%	7,808	10,601	2,793	35.8%				
32	Miscellaneous	53,811	64,953	49,079	57,828	273	(57,555)	-99.5%	43,897	273	(43,624)	-99.4%				
33	In Kind Expense	33,940	75,810	11,750	750	0	(750)	-100.0%	750	0	(750)	-100.0%				
34	Office Supplies	6,440	6,794	6,414	3,164	3,038	(126)	-4.0%	3,697	3,038	(659)	-17.8%				
35	Photocopying	5,064	5,123	4,440	2,235	1,878	(357)	-16.0%	2,220	1,878	(342)	-15.4%				
36	Photo & Video	248	0	0	0	0	0	NMFE	0	0	0	NMFE				
37	Postage & Freight	17,309	22,682	23,494	6,864	11,477	4,613	67.2%	10,730	11,477	747	7.0%				
38	Premiums	6,769	3,182	3,720	480	0	(480)	-100.0%	1,560	0	(1,560)	-100.0%				
39	Printing	26,346	33,362	32,884	13,403	11,931	(1,472)	-11.0%	17,924	11,931	(5,993)	-33.4%				
40	Rent	13,196	17,330	32,350	15,930	14,110	(1,820)	-11.4%	17,350	14,110	(3,240)	-18.7%				
41	Travel	9,951	14,367	17,564	7,478	5,156	(2,321)	-31.0%	8,805	5,156	(3,649)	-41.4%				
42	Utilities	33,954	33,176	32,310	17,085	17,662	577	3.4%	16,260	17,662	1,402	8.6%				
43	Utilities	4,450	5,835	5,683	3,124	1,608	(1,516)	-48.5%	3,275	1,608	(1,667)	-50.9%				
44	Vessel Operations Maintenance - Pier	78,248	49,107	78,126	35,828	32,067	(3,762)	-10.5%	39,679	32,067	(7,612)	-19.2%				
45	Vessel Charter	23,723	24,250	23,100	3,000	6,700	3,700	123.3%	3,800	6,700	2,900	76.3%				
46	Uncollectible Accounts Receivable	37,101	7,288	12,000	6,000	6,000	0	0.0%	6,000	6,000	0	0.0%				
47																
48	<b>TOTAL - NON-PERSONNEL</b>	<b>\$969,535</b>	<b>\$1,135,479</b>	<b>\$1,086,341</b>	<b>\$568,118</b>	<b>\$462,505</b>	<b>(\$105,614)</b>	<b>-18.6%</b>	<b>\$598,079</b>	<b>\$462,505</b>	<b>(\$135,574)</b>	<b>-22.7%</b>				
49	Depreciation	207,444	209,857	230,040	105,973	114,137	8,163	7.7%	115,020	114,137	(883)	-0.8%				
50																
51																
52	<b>TOTAL EXPENSES</b>	<b>\$3,655,107</b>	<b>\$4,122,696</b>	<b>\$4,617,537</b>	<b>\$2,067,602</b>	<b>\$2,076,595</b>	<b>\$8,992</b>	<b>0.4%</b>	<b>\$2,338,363</b>	<b>\$2,076,595</b>	<b>(\$261,768)</b>	<b>-11.2%</b>				
53																
54																

	A	B	C	D	E	F	G	H	I	J	K	L
	BALANCE SHEET											
	JUNE 2020											
	12/31/19	06/30/20	DIFF	% DIFF	06/30/19	06/30/20	DIFF	% DIFF				
ASSETS												
CURRENT ASSETS:												
CASH AND CASH EQUIVALENTS:												
CASH-OPERATIONS	\$486,910	\$593,190	\$106,281	21.8%	\$233,535	\$593,190	\$359,655	154.0%				
CASH-PPP LOAN	0	45,645	45,645	NMF	0	45,645	45,645	NMF				
CAPE COD FIVE	5,157	3,924	(1,232)	-23.9%	20,107	3,924	(16,182)	-80.5%				
CASH-PASSBOOK	2,253	2,268	15	0.7%	2,252	2,268	16	0.7%				
CASH ON HAND	394	394	0	0.0%	993	394	(599)	-60.3%				
CASH VANGUARD MONEY MKT	5,340	13,219	7,879	147.6%	470	13,219	12,749	2712.1%				
<b>AVAILABLE CASH</b>	<b>\$500,053</b>	<b>\$658,640</b>	<b>\$158,587</b>	<b>31.7%</b>	<b>\$257,357</b>	<b>\$658,640</b>	<b>\$401,284</b>	<b>155.9%</b>				
SEAMENS M/M - RENOVATION ACCT	\$17,054	\$17,071	\$17	0.1%	\$17,037	\$17,071	\$34	0.2%				
SEAMIENS M/M - VESSELS	2,531	2,533	3	0.1%	2,528	2,533	5	0.2%				
VANGUARD INVESTMENTS	196,832	153,219	(43,614)	-22.2%	184,077	153,219	(30,858)	-16.8%				
ACCTS RECEIVABLE	669,763	415,978	(253,785)	-37.9%	404,275	415,978	11,703	2.9%				
ALLOWANCE FOR BAD DEBT	0	(6,000)	(6,000)	NMF	(6,000)	(6,000)	0	0.0%				
INVENTORY	24,380	30,874	6,494	26.6%	51,462	30,874	(20,588)	-40.0%				
PREPAID EXPENSES	88,748	44,277	(44,471)	-50.1%	52,139	44,277	(7,861)	-15.1%				
PREPAID DEPOSITS	2,600	5,600	3,000	115.4%	2,500	5,600	3,100	124.0%				
<b>TOTAL CURRENT ASSETS</b>	<b>\$1,501,961</b>	<b>\$1,322,193</b>	<b>(\$179,768)</b>	<b>-12.0%</b>	<b>\$965,375</b>	<b>\$1,322,193</b>	<b>\$356,818</b>	<b>37.0%</b>				
PROPERTY & EQUIPMENT:												
BUILDINGS AND IMPROVEMENTS	\$35,600	\$35,600	\$0	0.0%	\$37,092	\$35,600	(\$1,492)	-4.0%				
BUILDINGS AND IMP - ANNEX	4,014,634	4,014,634	0	0.0%	4,013,179	4,014,634	1,455	0.0%				
VEHICLES	65,478	70,168	4,690	7.2%	93,237	70,168	(23,069)	-24.7%				
BOATS - MARINDIN	42,225	42,225	0	0.0%	42,225	42,225	0	0.0%				
BOATS - PONTOON	21,833	21,833	0	0.0%	0	21,833	21,833	NMF				
BOATS - SEAWAY	10,000	10,000	0	0.0%	10,000	10,000	0	0.0%				
DOCKSPACE AND FLOAT	250,000	250,000	0	0.0%	250,000	250,000	0	0.0%				
BOATS - R/V SHEARWATER	467,315	467,315	0	0.0%	467,315	467,315	0	0.0%				
BOATS - MCKEE CRAFT	5,200	5,200	0	0.0%	4,500	5,200	700	15.6%				
BOATS - SEA SPRITE	9,330	9,330	0	0.0%	9,330	9,330	0	0.0%				
BOATS - R/V IBIS	251,282	251,282	0	0.0%	326,836	251,282	(75,554)	-23.1%				
LAND	499,950	499,950	0	0.0%	499,950	499,950	0	0.0%				
EQUIPMENT	1,110,535	1,183,488	72,952	6.6%	1,092,069	1,183,488	91,419	8.4%				
ACC DEP ALL ASSETS	(2,650,456)	(2,764,593)	(114,137)	4.3%	(2,703,488)	(2,764,593)	(61,105)	2.3%				
<b>TOTAL PROPERTY &amp; EQUIPMENT</b>	<b>\$4,133,926</b>	<b>\$4,096,431</b>	<b>(\$36,494)</b>	<b>-0.9%</b>	<b>\$4,142,245</b>	<b>\$4,096,431</b>	<b>(\$45,814)</b>	<b>-1.1%</b>				
<b>TOTAL ASSETS</b>	<b>\$5,634,887</b>	<b>\$5,418,624</b>	<b>(\$216,262)</b>	<b>-3.8%</b>	<b>\$5,107,620</b>	<b>\$5,418,624</b>	<b>\$311,005</b>	<b>6.1%</b>				

	A	B	C	D	E	F	G	H	I	J	K	L
			12/31/19	06/30/20	DIFF	% DIFF		06/30/19	06/30/20	DIFF	% DIFF	
<b>LIABILITIES AND CAPITAL</b>												
<b>CURRENT LIABILITIES:</b>												
53		ACCTS PAYABLE	\$124,811	\$80,243	(\$44,568)	-35.7%		\$101,623	\$80,243	(\$21,380)	-21.0%	
54		CAPITAL LEASES	1,619	0	(1,619)	-100.0%		9,640	0	(9,640)	-100.0%	
55		LINE OF CREDIT - CC5	0	0	0	NMFE		0	0	0	NMFE	
56		403(B) PAYABLE	8,588	12,122	3,533	41.1%		10,898	12,122	1,224	11.2%	
57		DEFERRED REVENUE	74,686	80,503	5,817	7.8%		78,890	80,503	1,613	2.0%	
58		CURRENT PORTION LTD	9,706	9,706	0	0.0%		15,351	9,706	(5,645)	-36.8%	
59		ACCURED VACATION PAY	29,948	29,948	0	0.0%		24,773	29,948	5,175	20.9%	
60		ACCURED PAYROLL TAXES	44	1,055	1,010	2288.2%		666	1,055	388	58.3%	
61		ACCURED STATE SALES TAXES	10	23	13	127.1%		357	23	(334)	-93.6%	
62												
63		<b>TOTAL CURRENT LIABILITIES</b>	<b>\$249,413</b>	<b>\$213,599</b>	<b>(\$35,814)</b>	<b>-14.4%</b>		<b>\$242,198</b>	<b>\$213,599</b>	<b>(\$28,599)</b>	<b>-11.8%</b>	
64												
65		<b>LONG-TERM LIABILITIES:</b>										
66		LOAN CC5 - TRUCK	\$2,762	\$0	(\$2,762)	-100.0%		\$5,541	\$0	(\$5,541)	-100.0%	
67		LOAN PPP-SBA	0	382,700	382,700	NMFE		0	382,700	382,700	NMFE	
68		MORTGAGE - ANNEX RENOVATIONS	349,761	344,187	(5,573)	-1.6%		353,622	344,187	(9,434)	-2.7%	
69		LESS CURRENT PORTION	(9,706)	(9,706)	0	0.0%		(15,351)	(9,706)	5,645	-36.8%	
70												
71		<b>TOTAL LONG-TERM LIABILITIES</b>	<b>\$342,817</b>	<b>\$717,181</b>	<b>\$374,364</b>	<b>109.2%</b>		<b>\$343,812</b>	<b>\$717,181</b>	<b>\$373,370</b>	<b>108.6%</b>	
72												
73		<b>TOTAL LIABILITIES</b>	<b>\$592,230</b>	<b>\$930,781</b>	<b>\$338,551</b>	<b>57.2%</b>		<b>\$586,010</b>	<b>\$930,781</b>	<b>\$344,771</b>	<b>58.8%</b>	
74												
75		<b>CAPITAL:</b>										
76		PRIOR YEAR INCOME	\$0	\$0	\$0	NMFE		\$0	\$0	\$0	NMFE	
77		UNRESTRICTED NET ASSETS	4,602,991	4,843,294	240,303	5.2%		4,638,428	4,843,294	204,866	4.4%	
78		TEMP RESTRICTED NET ASSETS	78,748	78,748	0	0.0%		65,179	78,748	13,569	20.8%	
79		PERMANENTLY RESTRICTED NET ASSETS	120,615	120,614	(1)	0.0%		98,747	120,614	21,867	22.1%	
80		NET INCOME	240,303	(54,813)	(795,115)	NMFE		(280,744)	(54,813)	(274,069)	97.6%	
81												
82		<b>TOTAL CAPITAL</b>	<b>\$5,042,657</b>	<b>\$4,487,844</b>	<b>(\$554,813)</b>	<b>-11.0%</b>		<b>\$4,521,610</b>	<b>\$4,487,844</b>	<b>(\$33,766)</b>	<b>-0.7%</b>	
83												
84		<b>TOTAL LIABILITIES AND CAPITAL</b>	<b>\$5,634,887</b>	<b>\$5,418,624</b>	<b>(\$216,263)</b>	<b>-3.8%</b>		<b>\$5,107,620</b>	<b>\$5,418,624</b>	<b>\$311,005</b>	<b>6.1%</b>	
85												
86												

	B	C	D	E	F	G	H	I
1	<b>SOURCES AND USES OF AVAILABLE CASH</b>							
2								
3	<b>June 2020</b>		<b>6/30/19</b>	<b>6/30/20</b>	<b>DIFF</b>	<b>SUB TOTAL</b>	<b>TOTAL</b>	
4								
5	<b>CASH FLOW FROM OPERATING ACTIVITIES:</b>							
6	NET ASSETS - SOURCES (USES)		\$4,521,610	\$4,487,844	(\$33,766)			
7	ACC DEP ALL ASSETS		(2,703,488)	(2,764,593)	61,105			
8								
9	<b>NET CASH FLOW FROM OPERATING ACTIVITIES</b>							<b>\$27,339</b>
10								
11	<b>CASH FLOW FROM WORKING CAPITAL ACTIVITIES:</b>							
12	<b>WORKING CAPITAL - SOURCES:</b>							
13	VANGUARD INVESTMENTS		\$184,077	\$153,219	\$30,858			
14	INVENTORY		51,462	30,874	20,588			
15	PREPAID EXPENSES		52,139	44,277	7,861			
16	ALLOWANCE FOR BAD DEBT		(6,000)	(6,000)	0			
17	403(B)PAYABLE		10,898	12,122	1,224			
18	DEFERRED REVENUE		78,890	80,503	1,613			
19	ACCRUED PAYROLL TAXES		666	1,055	388			
20	ACCRUED VACATION PAY		24,773	29,948	5,175			
21								
22	<b>TOTAL WORKING CAPITAL - SOURCES</b>							<b>\$67,709</b>
23								
24	<b>WORKING CAPITAL - (USES)</b>							
25	SEAMENS M/M - RENOVATION ACCT		\$17,037	\$17,071	(\$34)			
26	SEAMEN'S M/M - VESSELS		2,528	2,533	(5)			
27	ACCTS RECEIVABLE		404,275	415,978	(11,703)			
28	PREPAID DEPOSITS		2,500	5,600	(3,100)			
29	ACCTS PAYABLE		101,623	80,243	(21,380)			
30	ACCRUED STATE SALES TAXES		357	23	(334)			
31								
32	<b>TOTAL WORKING CAPITAL - (USES)</b>							<b>(\$36,557)</b>
33								
34	<b>NET CASH FLOW FROM WORKING CAPITAL ACTIVITIES</b>							<b>\$31,152</b>
35								
36	<b>CASH FLOW - INVESTMENT ACTIVITIES:</b>							
37	<b>PROPERTY &amp; EQUIPMENT - SOURCES</b>							
38	BUILDINGS AND IMPROVEMENTS		\$37,092	\$35,600	\$1,492			
39	VEHICLES		93,237	70,168	23,069			
40	BOATS - MARINDIN		42,225	42,225	0			
41	BOATS - SEAWAY		10,000	10,000	0			
42	DOCKSPACE AND FLOAT		250,000	250,000	0			
43	BOATS - R/V SHEARWATER		467,315	467,315	0			
44	BOATS - SEA SPRITE		9,330	9,330	0			
45	BOATS - R/V IBIS		326,836	251,282	75,554			
46	LAND		499,950	499,950	0			
47								
48	<b>TOTAL PROPERTY &amp; EQUIPMENT - SOURCES</b>							<b>\$100,115</b>
49								
50	<b>PROPERTY &amp; EQUIPMENT - (USES)</b>							
51	BUILDINGS AND IMP - ANNEX		\$4,013,179	\$4,014,634	(\$1,455)			
52	BOATS - PONTOON		0	21,833	(21,833)			
53	BOATS - MCKEE CRAFT		4,500	5,200	(700)			
54	EQUIPMENT		1,092,069	1,183,488	(91,419)			
55								
56	<b>TOTAL PROPERTY &amp; EQUIPMENT - USES</b>							<b>(\$115,407)</b>
57								
58	<b>NET CASH FLOW - INVESTMENT ACTIVITIES</b>							<b>(\$15,292)</b>
59								
60	<b>CASH FLOW FROM FINANCING ACTIVITIES:</b>							
61	<b>FINANCING ACTIVITY - SOURCES</b>							
62	LINE OF CREDIT - CC5		\$0	\$0	\$0			
63	LOAN PPP - SBA		0	382,700	382,700			
64	CURRENT PORTION LTD		(15,351)	(9,706)	5,645			
65								
66	<b>TOTAL FINANCING ACTIVITY - SOURCES</b>							<b>\$388,345</b>
67								
68	<b>FINANCING ACTIVITY - (USES)</b>							
69	LOAN CC5 - TRUCK		\$5,541	\$0	(\$5,541)			
70	MORTGAGE - ANNEX RENOVATIONS		353,622	344,187	(9,434)			
71	CAPITAL LEASES		9,640	0	(9,640)			
72	LESS CURRENT PORTION		15,351	9,706	(5,645)			
73								
74	<b>TOTAL FINANCING ACTIVITY - (USES)</b>							<b>(\$30,260)</b>
75								
76	<b>NET CASH FLOW FROM FINANCING ACTIVITIES</b>							<b>\$358,085</b>
77								
78	<b>NET INCREASE (DECREASE) IN AVAILABLE CASH</b>							<b>\$401,284</b>
79								
80								
81								
82	<b>NET INCREASE (DECREASE) IN AVAILABLE CASH - Excluding Loan PPP-SBA</b>							<b>\$18,584</b>
83								