

	Total Income	Total Cost	Net Revenue
Summer Camp	\$167,226	\$179,030	-\$11,803
Fall Mushroom Camp	\$8,112	\$7,178	\$934
Total	\$175,338	\$186,208	-\$10,870

Our Huntington account ended the quarter at \$7,689, significantly lower than the two years before. Last year q4 ended with \$22,418, and \$111,798 the year before that.

Total revenue for q4 was \$99,053. Total expenses were \$210,086. Net revenue was -\$111,033. Deep red is the usual for this quarter as most of summer camp costs are here but without income to offset them as camp and buttermilk registrations have already come in. This quarter was still more expensive than the past, but only by a few thousand dollars.

Programming during Q4 was mostly summer camp, and fall mushroom camp. Fall mushroom camp brought in \$8,112 total revenue, had \$7,178 total expenses, netting \$934. Most of the expense for fall mushroom camp was food. Increasing ticket price is the most straightforward solution to a higher net positive income for this program.

Summer Camp began in the quarter before, but ended in q4 so its totality is described here. Total revenue \$167,226, total expenditure \$179,030, net revenue -\$11,803. This shortfall is explained by lower registration (about half capacity per session), 1 extra week of camp, and food costs increases. Food expense rising while registration dropped is influenced by inflation plus a longer camp. We were eight 1 session registrations away from breaking even. As it currently stands, Camp and buttermilk together fund the majority of operations throughout the year, if either one fails to be substantially net positive, the risk of expenses exceeding income rises.

Rental income for Q4 was \$23,918. This is a camp lucky, a couple of weddings, and a few individual rentals. Weddings have great income to cost for us, and the more we can do the better off we will be. If we could have had a few more wedding rentals this year, at the same price, we would have been in the black.