

	Total Income	Total Cost	Net Revenue
Buttermilk Jamboree	\$174,654	\$145,340	\$29,305
Spring Spanish Camp	\$1,691	\$2,828	-\$1,137
Bagel Weekend	\$1,131	\$2,991	-\$1,860
Spring Mushroom Camp	\$12,759	\$5,384	\$7,374
Total	\$190,235	\$156,543	\$33,692

Our Huntington account ended the quarter at \$139,082. This is higher than the account level at the end of Q3 of last year by about \$32,000.

Total revenue for Q3 was \$206,646. Total expenditure was \$210,349. Net revenue was -\$3,747, as most of the costs of buttermilk were here, as well as the beginning of camp costs, such as improving beach access with gravel. Most of the revenue for this quarter was program registrations, making up \$154,000 of the \$206,000 revenue.

Buttermilk Jamboree was Q3's big winner and also our champion of the year. Total revenue was \$174,654, total expenditure \$145,340, net positive of \$29,305. This is about \$20,000 net higher than last year, with increases to both total revenue and expenditure. Buttermilk has been a core CPC program for many years now, with its repeated success leading us to expect more wins in the future. This is the type of sustainable revenue stream CPC should pursue in an effort to reduce reliance on one time direct public support.

Summer camp will be detailed in the next quarterly report once all numbers are in.

Programming besides the big two was bagel weekend, spring spanish camp and spring mushroom camp. Spring spanish camp (\$1,691 total rev, \$2,828 expense, -\$1,137 net) and bagel weekend (\$1,131 total rev, \$2,991 expense, -\$1,860 net) were net negative, while spring mushroom camp (\$12,759 total rev, \$5,384 expense, \$7,374 net) was net positive. Circle Pines has used larger program income to offset smaller program losses for a long time. Often, the smaller programs are perfectly mission aligned and expand our reach to more communities beyond our major programming. We must continue to strike a balance between our mission and our material constraints if we are to continue operating in the long term.

Rental income for this quarter was \$8,016. Of the \$8,000, \$4,400 was from group rentals and \$3,300 was from individual rentals, with the remainder coming from camping. While this is peak season for rental opportunities, most of the time is consumed by camp and buttermilk.

