

# GULF HARBOR MARINA CONDO ASSOCIATION, INC.

## UNAUDITED FINANCIAL STATEMENTS AND ACCOUNTANTS' COMPILATION REPORT

March 31, 2021

**ACCOUNTANTS' COMPILATION REPORT**

To the Board of Directors  
Gulf Harbor Marina Condo Association, Inc.  
Nokomis, FL 34285

Management is responsible for the accompanying financial statements of Gulf Harbor Marina Condo Association, Inc. (a corporation), which comprise the balance sheet as of March 31, 2021, and the related statement of revenues and expenses for the three months then ended in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all the disclosures and the statement of cash flows required by accounting principles generally accepted in the United States of America. If the omitted disclosures and the statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

Management has omitted supplementary information about future major repairs and replacements of common property that accounting principles generally accepted in the United States of America require to be presented to supplement the basic financial statements. Such missing information, although not a part of the basic financial statements, is required by the Financial Accounting Standards Board, who considers it to be an essential part of financial reporting and for placing the basic financial statements in an appropriate operational, economic, or historical context.

Accounting principles generally accepted in the United States of America require that consolidated financial statements be prepared for a company and its wholly owned subsidiary. Management has not recorded the activity of Gulf Harbor Marina Condo Association, Inc. in the accompanying unconsolidated financial statements. Management has not determined the effect of this departure on the financial statements.

We are not independent with respect to Gulf Harbor Marina Condo Association, Inc. because we provide bookkeeping services to the company.

Whittaker & Associates, CPA's PA



Venice, FL  
April 14, 2021

**Gulf Harbor Marina Condo Assoc Inc**  
**Balance Sheet**  
As of March 31, 2021

	Mar 31, 21
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1000 · Operating Cash	
1110 · BB&T Condo Operating	163,565.67
1130 · Valley Bank - 7139	15,336.58
1111 · Due from (to) Reserves	788,970.17
<b>Total 1000 · Operating Cash</b>	967,872.42
1100 · Reserve Cash	
1120 · BB&T Reserve Account	788,970.17
1121 · Due from (to) Operating Funds	-788,970.17
<b>Total 1100 · Reserve Cash</b>	0.00
<b>Total Checking/Savings</b>	967,872.42
<b>Accounts Receivable</b>	
1200 · Accounts Receivable	30,789.51
<b>Total Accounts Receivable</b>	30,789.51
<b>Other Current Assets</b>	
1310 · Inventory Asset	15,191.07
1330 · Estimated State Tax Pmts	8,015.00
1340 · Prepaid expenses	18,042.01
<b>Total Other Current Assets</b>	41,248.08
<b>Total Current Assets</b>	1,039,910.01
<b>Fixed Assets</b>	
1400 · Equipment	494,733.69
1410 · Office Furniture	667.66
1499 · Accumulated Depreciation	-194,418.57
<b>Total Fixed Assets</b>	300,982.78
<b>TOTAL ASSETS</b>	<b>1,340,892.79</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	49,135.99
<b>Total Accounts Payable</b>	49,135.99
<b>Credit Cards</b>	
2040 · Visa 7094	982.95
<b>Total Credit Cards</b>	982.95
<b>Other Current Liabilities</b>	
2181 · Accrued Property Tax	3,555.00
2125 · Prepaid Assessments	24,976.11
2140 · Pass Thru Remittance	72,058.88
2170 · Security deposit tenant	1,392.82
2180 · Sales Tax Payable	3,635.26
2185 · Income Tax Payable	1,898.00
24000 · Payroll Liabilities	3,991.83
<b>Total Other Current Liabilities</b>	111,507.90
<b>Total Current Liabilities</b>	161,626.84
<b>Long Term Liabilities</b>	
2200 · Notes Payable	
2215 · VNB Forklift	138,128.85

**Gulf Harbor Marina Condo Assoc Inc**  
**Balance Sheet**  
As of March 31, 2021

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	<u>Mar 31, 21</u>
1530 · Loan Costs	
1511 · Accumulated Amortization	1,516.23
1530 · Loan Costs - Other	-2,934.75
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<b>Total 1530 · Loan Costs</b>	-1,418.52
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<b>Total 2200 · Notes Payable</b>	136,710.33
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<b>2230 · Scrubber Lease Payable</b>	6,184.65
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<b>Total Long Term Liabilities</b>	142,894.98
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<b>Total Liabilities</b>	304,521.82
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<b>Equity</b>	
3000 · Capital	46,200.00
3010 · Beg. Operating Fund Balance	852,346.43
3060 · Transfer to Reserves	-78,123.00
Net Income	215,947.54
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<b>Total Equity</b>	1,036,370.97
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<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,340,892.79</b>
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04/13/21

**Gulf Harbor Marina Condo Assoc Inc**  
**Statement of Revenue and Expenses**  
**March 2021**

	Mar 21	Jan - Mar 21
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
4045 · Sales Tax Commission	60.00	59.98
4061 · Fuel Revenue	109,460.46	221,171.97
4063 · Interest	6.70	6.70
4066 · Management Fee	1,751.19	5,103.43
4068 · Rack Sale	0.00	178,295.66
4070 · Service Lease Income	449.92	1,349.76
4110 · Miscellaneous Inc	414.36	414.36
<b>Total Income</b>	<b>112,142.63</b>	<b>406,401.86</b>
<b>Gross Profit</b>	<b>112,142.63</b>	<b>406,401.86</b>
<b>Expense</b>		
5030 · Bank Service Charges	83.63	152.76
5050 · Credit card fee	3,448.40	10,388.43
5056 · Fees		
5056-03 · Registration Fees	0.00	1,000.00
<b>Total 5056 · Fees</b>	<b>0.00</b>	<b>1,000.00</b>
5070 · Forktruck fuel at cost	1,619.72	3,430.47
5080 · Fuel Purchase		
5080-4 · Diesel	12,012.64	24,889.79
5080-1 · Propane	0.00	1,002.25
5080-2 · Unleaded Gasoline	81,773.94	141,409.94
<b>Total 5080 · Fuel Purchase</b>	<b>93,786.58</b>	<b>167,301.98</b>
5090 · Insurance		
5090-05 · Health insurance Yard	2,968.97	8,440.89
5090-06 · Liability Insurance	3,526.92	10,580.76
5090-09 · Marina (package)	614.08	1,842.24
5090-10 · Storage tank	22.92	68.76
5090-11 · Umbrella (excess liability)	615.25	1,845.75
5090-12 · Workmans Comp.	-630.13	-449.79
<b>Total 5090 · Insurance</b>	<b>7,118.01</b>	<b>22,328.61</b>
5091 · Interest Expense		
5091-02 · Loan Interest	617.77	1,915.18
<b>Total 5091 · Interest Expense</b>	<b>617.77</b>	<b>1,915.18</b>
5093 · Licenses and Permits	25.00	586.25
5094 · Meals and Entertainment	0.00	133.36
5097 · Penalties	50.00	50.00
5100 · Outside Services		
5100-02 · Fire & theft alarm maintenance	231.12	447.12
<b>Total 5100 · Outside Services</b>	<b>231.12</b>	<b>447.12</b>
5140 · Personnel Expense		
5140-01 · Wages	25,046.17	57,479.21
5140-03 · Payroll Tax & Fees	1,929.00	5,712.66
<b>Total 5140 · Personnel Expense</b>	<b>26,975.17</b>	<b>63,191.87</b>
5150 · Postage and Delivery	110.00	220.00
5160 · Professional Fees		
5160-01 · Exterior Accounting (Pro. CPA)	40.00	80.00
5160-05 · Interior Bookkeeping	2,466.64	7,626.57
5160-08 · Legal Fees	1,087.50	1,115.00
<b>Total 5160 · Professional Fees</b>	<b>3,594.14</b>	<b>8,821.57</b>
5180 · Rent	143.50	430.50

04/13/21

**Gulf Harbor Marina Condo Assoc Inc**  
**Statement of Revenue and Expenses**  
 March 2021

	Mar 21	Jan - Mar 21
<b>5190 - Repairs</b>		
5190-01 - Boathouse Repair & Maintenance	466.77	9,451.84
5190-04 - Dockside Repairs	900.00	2,237.50
5190-05 - Forklift Damage	125.00	375.00
5190-08 - Ground Repairs	0.00	2,960.00
5190 - Repairs - Other	0.00	6.01
<b>Total 5190 - Repairs</b>	1,491.77	15,030.35
<b>6020 - Machinery Repairs</b>		
6020-02 - Large forklift	0.00	1,223.77
6020-05 - Small forklift	303.94	303.94
<b>Total 6020 - Machinery Repairs</b>	303.94	1,527.71
<b>6070 - Supplies</b>		
6070-01 - Yard supplies	1,844.44	3,289.40
6070-06 - Office Supplies	915.50	2,668.75
<b>Total 6070 - Supplies</b>	2,759.94	5,958.15
<b>6100 - Taxes</b>		
6100-04 - Property	1,185.00	3,555.00
<b>Total 6100 - Taxes</b>	1,185.00	3,555.00
<b>6120 - Telephone</b>		
6120-01 - Cell Phone	102.88	308.64
6120 - Telephone - Other	1,040.54	3,118.42
<b>Total 6120 - Telephone</b>	1,143.42	3,427.06
<b>6150 - Utilities</b>		
6150-02 - Gas and Electric	688.89	1,628.70
6150-04 - Waste and Recycling	547.41	1,639.25
6150-07 - Water	196.31	502.74
<b>Total 6150 - Utilities</b>	1,432.61	3,770.69
<b>66000 - Payroll Expenses</b>	0.00	0.00
<b>Total Expense</b>	146,119.72	313,667.06
<b>Net Ordinary Income</b>	-33,977.09	92,734.80
<b>Other Income/Expense</b>		
<b>Other Income</b>		
7000 - Comm Monthly Maintenance Fee	1,524.63	4,492.74
7001 - Monthly Maintenance Fee Invest	15,680.00	47,040.00
7030 - Monthly Maintenance Fee Owner	20,800.00	71,680.00
<b>7050 - Reserve Fund</b>		
7051 - Reserve Income		
7053 - Bank Fees - Reserves	0.00	-10.87
4310 - Interest Income - Reserves	0.00	10.87
4320 - Reserve Income	0.00	3,677.30
<b>Total 7051 - Reserve Income</b>	0.00	3,677.30
<b>6050 - Reserve Expenses</b>		
6050-04 - Seawall	0.00	-3,677.30
<b>Total 6050 - Reserve Expenses</b>	0.00	-3,677.30
<b>Total 7050 - Reserve Fund</b>	0.00	0.00
<b>Total Other Income</b>	38,004.63	123,212.74

SEE ACCOUNTANTS' COMPILATION REPORT

04/13/21

**Gulf Harbor Marina Condo Assoc Inc**  
**Statement of Revenue and Expenses**  
March 2021

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	<u>Mar 21</u>	<u>Jan - Mar 21</u>
Other Expense		
7040 - Suspense	0.00	0.00
Total Other Expense	0.00	0.00
Net Other Income	38,004.63	123,212.74
Net Income	<u><b>4,027.54</b></u>	<u><b>215,947.54</b></u>

# **Gulf Harbor Marina Condo Association, Inc.**

## **SUPPLEMENTAL REPORTS:**

- Profit & Loss Budget Performance
- Reserve Funds Recap

**Gulf Harbor Marina Condo Assoc Inc**  
**Profit & Loss Budget Performance**  
**March 2021**

	Mar 21	Budget	Jan - Mar 21	YTD Budget	Annual Bud...
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4045 · Sales Tax Commission	60.00		59.98		
4050 · Condo Income	0.00	3,333.00	0.00	9,999.00	39,996.00
4061 · Fuel Revenue	109,460.46	36,250.00	221,171.97	108,750.00	435,000.00
4063 · Interest	6.70	25.00	6.70	75.00	300.00
4066 · Management Fee	1,751.19	1,833.00	5,103.43	5,499.00	21,996.00
4068 · Rack Sale	0.00		178,295.66		
4070 · Service Lease Income	449.92	449.00	1,349.76	1,347.00	5,388.00
4110 · Miscellaneous Inc	414.36		414.36		
<b>Total Income</b>	<b>112,142.63</b>	<b>41,890.00</b>	<b>406,401.86</b>	<b>125,670.00</b>	<b>502,680.00</b>
<b>Gross Profit</b>	<b>112,142.63</b>	<b>41,890.00</b>	<b>406,401.86</b>	<b>125,670.00</b>	<b>502,680.00</b>
<b>Expense</b>					
5010 · Advertising	0.00	33.00	0.00	99.00	396.00
5020 · Automobile Expense	0.00	25.00	0.00	75.00	300.00
5030 · Bank Service Charges	83.63	8.00	152.76	24.00	96.00
5040 · Computer Software	0.00	38.00	0.00	114.00	456.00
5050 · Credit card fee	3,448.40	3,065.00	10,388.43	9,195.00	36,780.00
5056 · Fees					
5056-03 · Registration Fees	0.00		1,000.00		
<b>Total 5056 · Fees</b>	<b>0.00</b>		<b>1,000.00</b>		
5060 · Forklift Loan Repayment	0.00	4,892.00	0.00	14,676.00	58,704.00
5070 · Forktruck fuel at cost	1,619.72		3,430.47		
5080 · Fuel Purchase					
5080-4 · Diesel	12,012.64	917.00	24,889.79	2,751.00	11,004.00
5080-1 · Propane	0.00	63.00	1,002.25	189.00	756.00
5080-2 · Unleaded Gasoline	81,773.94	25,000.00	141,409.94	75,000.00	300,000.00
<b>Total 5080 · Fuel Purchase</b>	<b>93,786.58</b>	<b>25,980.00</b>	<b>167,301.98</b>	<b>77,940.00</b>	<b>311,760.00</b>
5090 · Insurance					
5090-01 · Auto	0.00	74.00	0.00	222.00	888.00
5090-02 · Disability Insurance	0.00	23.00	0.00	69.00	276.00
5090-03 · Errors & Omissions	0.00	358.00	0.00	1,074.00	4,296.00
5090-05 · Health insurance Yard	2,968.97	2,873.00	8,440.89	8,619.00	34,476.00
5090-06 · Liability Insurance	3,526.92	3,166.00	10,580.76	9,498.00	37,992.00
5090-09 · Marina (package)	614.08	615.00	1,842.24	1,845.00	7,380.00
5090-10 · Storage tank	22.92	90.00	68.76	270.00	1,080.00
5090-11 · Umbrella (excess liability)	615.25	545.00	1,845.75	1,635.00	6,540.00
5090-12 · Workmans Comp.	-630.13	691.00	-449.79	2,073.00	8,292.00
<b>Total 5090 · Insurance</b>	<b>7,118.01</b>	<b>8,435.00</b>	<b>22,328.61</b>	<b>25,305.00</b>	<b>101,220.00</b>
5091 · Interest Expense					
5091-02 · Loan Interest	617.77	525.00	1,915.18	1,575.00	6,300.00
<b>Total 5091 · Interest Expense</b>	<b>617.77</b>	<b>525.00</b>	<b>1,915.18</b>	<b>1,575.00</b>	<b>6,300.00</b>
5093 · Licenses and Permits	25.00	7.00	586.25	21.00	84.00
5094 · Meals and Entertainment	0.00	125.00	133.36	375.00	1,500.00
5095 · Miscellaneous	0.00	25.00	0.00	75.00	300.00
5097 · Penalties	50.00		50.00		
5100 · Outside Services					
5100-02 · Fire & theft alarm maintena...	231.12	297.00	447.12	891.00	3,564.00
5100-03 · Landscaping	0.00	83.00	0.00	249.00	996.00
5100-04 · Pest Control	0.00	33.00	0.00	99.00	396.00
5100-05 · Storm Water Runoff testing	0.00	50.00	0.00	150.00	600.00
<b>Total 5100 · Outside Services</b>	<b>231.12</b>	<b>463.00</b>	<b>447.12</b>	<b>1,389.00</b>	<b>5,556.00</b>

**Gulf Harbor Marina Condo Assoc Inc**  
**Profit & Loss Budget Performance**  
**March 2021**

	Mar 21	Budget	Jan - Mar 21	YTD Budget	Annual Bud...
<b>5140 · Personnel Expense</b>					
5140-01 · Wages	25,046.17	17,452.50	57,479.21	52,357.50	209,430.00
5140-03 · Payroll Tax & Fees	1,929.00	1,335.00	5,712.66	4,005.00	16,020.00
5140-06 · Uniforms/Tshirts	0.00	33.00	0.00	99.00	396.00
<b>Total 5140 · Personnel Expense</b>	26,975.17	18,820.50	63,191.87	56,461.50	225,846.00
<b>5150 · Postage and Delivery</b>	110.00	108.00	220.00	324.00	1,296.00
<b>5160 · Professional Fees</b>					
5160-01 · Exterior Accounting (Pro. C...	40.00	1,167.00	80.00	3,501.00	14,004.00
5160-05 · Interior Bookkeeping	2,466.64	2,592.00	7,626.57	7,776.00	31,104.00
5160-08 · Legal Fees	1,087.50	167.00	1,115.00	501.00	2,004.00
<b>Total 5160 · Professional Fees</b>	3,594.14	3,926.00	8,821.57	11,778.00	47,112.00
<b>5180 · Rent</b>	143.50	144.00	430.50	432.00	1,728.00
<b>5185 · Rental Expense</b>					
5185-02 · Lease - Scrubber	0.00	450.00	0.00	1,350.00	5,400.00
<b>Total 5185 · Rental Expense</b>	0.00	450.00	0.00	1,350.00	5,400.00
<b>5190 · Repairs</b>					
5190-01 · Boathouse Repair & Mainte...	466.77	709.00	9,451.84	2,127.00	8,508.00
5190-02 · Building Repairs	0.00	333.00	0.00	999.00	3,996.00
5190-03 · Computer Repairs	0.00	31.00	0.00	93.00	372.00
5190-04 · Dockside Repairs	900.00	125.00	2,237.50	375.00	1,500.00
5190-05 · Forklift Damage	125.00	167.00	375.00	501.00	2,004.00
5190-06 · Fuel Pump Repairs	0.00	417.00	0.00	1,251.00	5,004.00
5190-08 · Ground Repairs	0.00	667.00	2,960.00	2,001.00	8,004.00
5190 · Repairs - Other	0.00		6.01		
<b>Total 5190 · Repairs</b>	1,491.77	2,449.00	15,030.35	7,347.00	29,388.00
<b>6020 · Machinery Repairs</b>					
6020-02 · Large forklift	0.00	2,625.00	1,223.77	7,875.00	31,500.00
6020-04 · Scrubber	0.00	125.00	0.00	375.00	1,500.00
6020-05 · Small forklift	303.94		303.94		
6020-07 · Toyota repairs	0.00	42.00	0.00	126.00	504.00
<b>Total 6020 · Machinery Repairs</b>	303.94	2,792.00	1,527.71	8,376.00	33,504.00
<b>6070 · Supplies</b>					
6070-01 · Yard supplies	1,844.44	926.00	3,289.40	2,778.00	11,112.00
6070-06 · Office Supplies	915.50	747.00	2,668.75	2,241.00	8,964.00
<b>Total 6070 · Supplies</b>	2,759.94	1,673.00	5,958.15	5,019.00	20,076.00
<b>6100 · Taxes</b>					
6100-02 · Federal	0.00	10,060.00	0.00	30,180.00	120,720.00
6100-04 · Property	1,185.00	1,185.00	3,555.00	3,555.00	14,220.00
6100-05 · State	0.00	142.00	0.00	426.00	1,704.00
<b>Total 6100 · Taxes</b>	1,185.00	11,387.00	3,555.00	34,161.00	136,644.00
<b>6120 · Telephone</b>					
6120-01 · Cell Phone	102.88	172.00	308.64	516.00	2,064.00
6120 · Telephone - Other	1,040.54	1,066.00	3,118.42	3,198.00	12,792.00
<b>Total 6120 · Telephone</b>	1,143.42	1,238.00	3,427.06	3,714.00	14,856.00
<b>6150 · Utilities</b>					
6150-02 · Gas and Electric	688.89	584.00	1,628.70	1,752.00	7,008.00
6150-04 · Waste and Recycling	547.41	415.00	1,639.25	1,245.00	4,980.00
6150-07 · Water	196.31	152.00	502.74	456.00	1,824.00
<b>Total 6150 · Utilities</b>	1,432.61	1,151.00	3,770.69	3,453.00	13,812.00

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## Gulf Harbor Marina Condo Assoc Inc Profit & Loss Budget Performance

04/13/21

March 2021

Accrual Basis

	Mar 21	Budget	Jan - Mar 21	YTD Budget	Annual Bud...
66000 • Payroll Expenses	0.00		0.00		
<b>Total Expense</b>	<b>146,119.72</b>	<b>87,759.50</b>	<b>313,667.06</b>	<b>263,278.50</b>	<b>1,053,114.00</b>
<b>Net Ordinary Income</b>	<b>-33,977.09</b>	<b>-45,869.50</b>	<b>92,734.80</b>	<b>-137,608.50</b>	<b>-550,434.00</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
7000 • Comm Monthly Maintenance Fee	1,524.63	1,620.00	4,492.74	4,860.00	19,440.00
7001 • Monthly Maintenance Fee Invest	15,680.00	15,680.00	47,040.00	47,040.00	188,160.00
7030 • Monthly Maintenance Fee Owner	20,800.00	30,050.00	71,680.00	90,150.00	360,600.00
<b>7050 • Reserve Fund</b>					
<b>7051 • Reserve Income</b>					
7053 • Bank Fees - Reserves	0.00		-10.87		
4310 • Interest Income - Reserves	0.00		10.87		
4320 • Reserve Income	0.00		3,677.30		
<b>Total 7051 • Reserve Income</b>	<b>0.00</b>		<b>3,677.30</b>		
<b>6050 • Reserve Expenses</b>					
6050-04 • Seawall	0.00		-3,677.30		
<b>Total 6050 • Reserve Expenses</b>	<b>0.00</b>		<b>-3,677.30</b>		
<b>Total 7050 • Reserve Fund</b>	<b>0.00</b>		<b>0.00</b>		
<b>Total Other Income</b>	<b>38,004.63</b>	<b>47,350.00</b>	<b>123,212.74</b>	<b>142,050.00</b>	<b>568,200.00</b>
<b>Other Expense</b>					
7040 • Suspense	0.00		0.00		
<b>Total Other Expense</b>	<b>0.00</b>		<b>0.00</b>		
<b>Net Other Income</b>	<b>38,004.63</b>	<b>47,350.00</b>	<b>123,212.74</b>	<b>142,050.00</b>	<b>568,200.00</b>
<b>Net Income</b>	<b>4,027.54</b>	<b>1,480.50</b>	<b>215,947.54</b>	<b>4,441.50</b>	<b>17,766.00</b>

**Gulf Harbor Marina Condominium Association  
Reserve Fund- Pooling Method  
Fiscal year ended December 31, 2021**

<b>Balance as of 12/31/2020</b>	<b>\$ 3,677.30</b>	
<b>Assessments:</b>		
End of year 2020 Transfer	_____	-
<b>Expenditures:</b>		
2/1 Abbotts Construction	3,677.30	
	_____	-3,677.30
<b>Subtotal</b>	<b>\$ 0.00</b>	<b>= Contract Liability</b>
YTD Interest Income	10.87	
YTD bank fees	(10.87)	
<b>Balance as of 1/31/2021</b>	<b>\$ 0.00</b>	<b>=Reserve Fund</b>
Reserve Cash Balance	789,003.47	
	_____	<b>(789,003.47) =Due to (from) Reserves to Operati</b>
Due to(from Reserves) balance 2/28/21	(789,003.47)	
3/31 Reserve interest/bank fees		
Due to(from Reserves) balance 3/31/21	_____	<b>(789,003.47)</b>
	_____	<b>- =Diff</b>