

# Attachment D

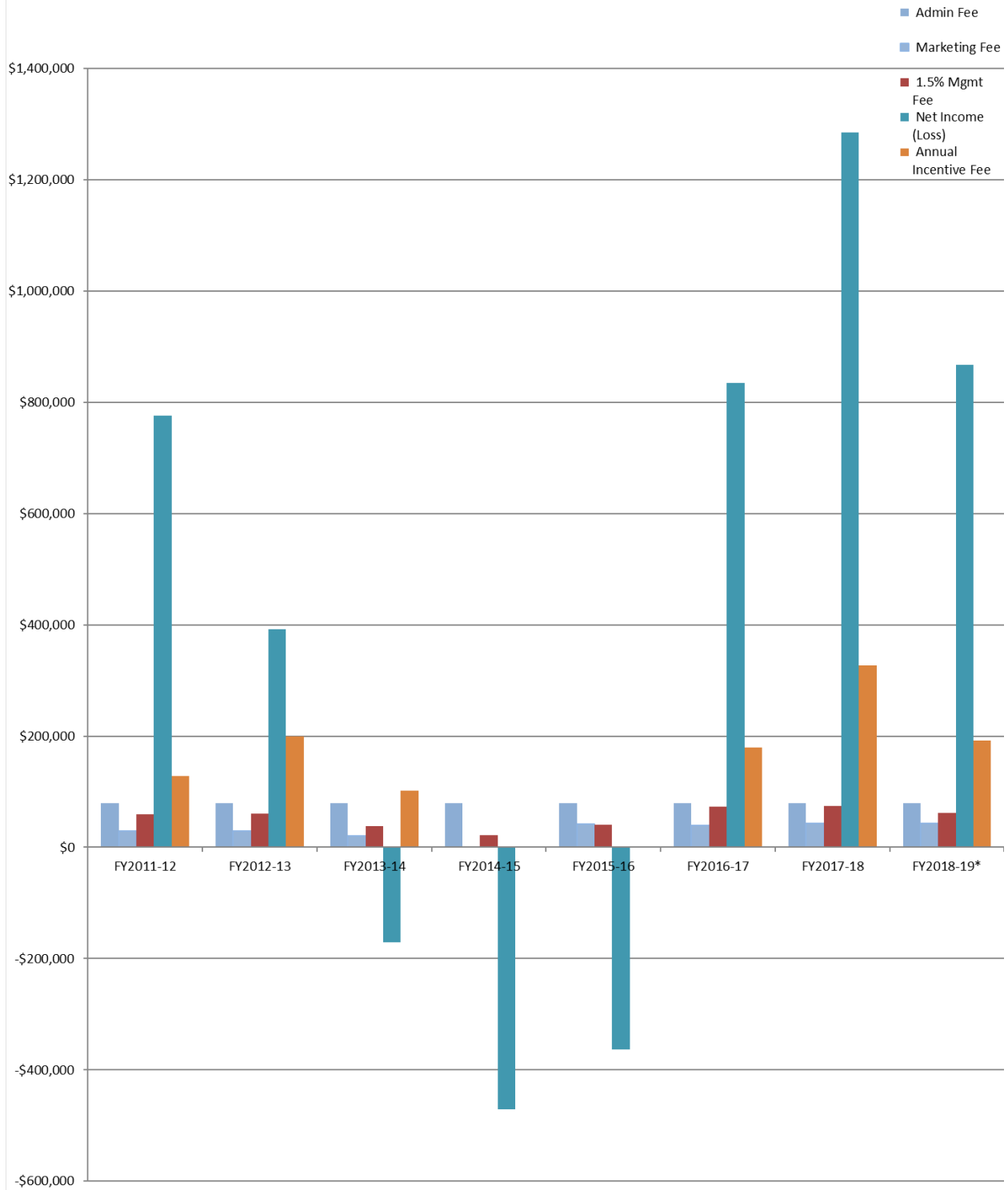
This page intentionally left blank.

Attachment D - Historical and Projected Compensation to Basecamp

	FY2011-12	FY2012-13	FY2013-14	FY2014-15	FY2015-16	FY2016-17	FY2017-18	FY2018-19*
Income	3,988,383	4,007,379	2,544,255	1,432,751	1,663,231	3,633,026	4,992,200	4,160,176
Cost of Goods Sold	1,287,144	1,264,091	675,476	387,738	385,982	517,797	643,808	539,741
Gross Profit	2,701,239	2,743,287	1,868,779	1,045,013	1,277,249	3,115,229	4,348,392	3,620,435
Salaries	1,077,432	1,126,487	964,111	746,333	956,676	1,436,395	1,742,102	1,542,330
Operating Expenses	678,558	697,747	601,026	410,921	508,436	630,675	1,055,072	1,026,200
Admin Expenses	0	356,525	335,660	256,482	13,199	20,596	68,106	0
Total Expenses	1,755,990	2,180,759	1,900,797	1,413,736	1,478,311	2,087,666	2,865,280	2,568,530
Operating Income (Loss)	945,249	562,528	(32,019)	(368,723)	(201,062)	1,027,562	1,483,112	1,051,905
Admin Fee	80,000	80,004	80,004	80,012	80,016	80,004	80,004	80,004
Marketing Fee	30,000	30,000	20,000	0	41,559	39,200	43,551	42,733
1.5% Mgmt Fee	59,826	60,107	38,162	21,491	41,056	73,225	74,883	62,403
Subtotal Fees	169,826	170,111	138,166	101,503	162,631	192,429	198,438	185,140
Net Income (Loss)	775,423	392,417	(170,185)	(470,226)	(363,693)	835,134	1,284,674	866,765
Annual Incentive Fee	128,681	199,405	101,944	0	0	179,508	326,818	192,072
Net of Incentive Fee	646,742	193,012	(272,129)	(470,226)	(363,693)	655,625	957,856	674,693
Reserve Fund Fee	59,826	60,111	38,164	21,491	24,948	54,495	74,883	62,403

\* FY2018-19 reflects actual through 11 month and 1 month projected

## Attachment D - Historical and Projected Compensation to Basecamp



This page intentionally left blank