

RESOLUTION OF THE
WHITE MOUNTAIN APACHE TRIBE OF THE
FORT APACHE INDIAN RESERVATION

WHEREAS, the White Mountain Apache Tribe owns and operates the White Mountain Apache Enterprise, a Tribal Enterprise, and

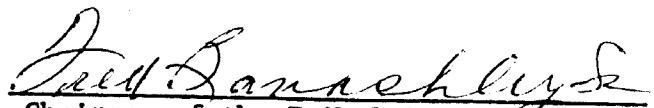
WHEREAS, the Board of Directors, White Mountain Apache Enterprise has submitted and recommends approval by the Tribal Council of a general and operating budget for the White Mountain Apache Enterprise for the Fiscal Year May 1, 1972 through April 30, 1973 and said budget has been prepared and recommended in accordance with the Plan of Operation for the Enterprise, and


WHEREAS, the Revised Plan of Operation of the White Mountain Apache Enterprise was approved September 17, 1971.

BE IT RESOLVED by the Tribal Council of the White Mountain Apache Tribe that the budget for general operating expense in the amount of \$1,629,803.00 and capital expenditures amounting to \$50,705.00 is hereby approved for the operation of the White Mountain Apache Enterprise for the Fiscal Year beginning May 1, 1972 and ending April 30, 1973.

BE IT FURTHER RESOLVED that no unexpended funds from prior budgets will be expended.

The foregoing resolution was on April 26, 1972 duly adopted by a vote of 10 for and 0 against by the Tribal Council of the White Mountain Apache Tribe, pursuant to authority vested in it by Article V, Section 1 (i) of the Amended Constitution and By-Laws of the Tribe, ratified by the Tribe June 27, 1958 and approved by the Secretary of the Interior on May 29, 1958, pursuant to Section 16 of the Act of June 18, 1934 (48 Stat. 984).


Chairman of the Tribal Council


SECRETARY of the Tribal Council



WHITE MOUNTAIN APACHE ENTERPRISES
1972/73 BUDGET

<u>(CONSOLIDATED)</u>		1972	1973
Sales:		<u>BUDGET</u>	<u>BUDGET</u>
8210	Gas, Oil, Grease	\$ 389,000.00	\$ 354,000.00
8220	Auto Accessories	53,200.00	46,600.00
8230	Liquor	746,100.00	811,100.00
8240	Miscellaneous Merchandise	85,500.00	81,100.00
8245	Groceries	238,500.00	246,500.00
8246	Labor	13,000.00	13,400.00
8250	Leasing & Closing	42,600.00	50,910.00
8255	Utilities	28,210.00	30,360.00
8260	Cabin Rental	88,920.00	94,900.00
8265	Boat Rental	15,700.00	15,200.00
8271	Commissions	15,050.00	12,175.00
8380	Interest	5,000.00	5,000.00
8290	Miscellaneous Income	8,000.00	7,700.00
8292	Christmas Tree Sales	4,500.00	2,500.00
	TOTAL SALES:	<u>\$1,733,380.00</u>	<u>\$1,771,445.00</u>

<u>Cost of Sales;</u>			
8210	Gas, Oil, Grease	\$ 298,840.00	\$ 269,040.00
8220	Auto Accessories	39,900.00	34,950.00
8230	Liquor	518,070.00	561,870.00
8240	Miscellaneous Merchandise	58,500.00	55,520.00
8245	Groceries	190,000.00	197,200.00
8292	Christmas Tree Sales	3,375.00	1,875.00
	TOTAL COST	<u>\$1,108,685.00</u>	<u>\$1,120,455.00</u>
	CROSS PROFIT	\$ 624,695.00	\$ 651,000.00

<u>Operating Expense:</u>			
<u>Salaries Taxes</u>			
7110	Management	\$ 88,600.00	\$ 87,625.00
7120	Clerical	6,000.00	6,500.00
7130	Attendants	144,160.00	120,510.00
7135	Liquor Store Clerk		45,110.00
7150	Other (Maids)	26,500.00	14,000.00
7250	Taxes & Retirement	42,450.00	43,869.00
	TOTAL OPERATING EXPENSES	<u>\$ 307,710.00</u>	<u>\$ 317,614.00</u>

<u>Other Operating Expense:</u>			
7251	Liquor Licenses	\$ 1,024.00	\$ 1,266.00
7300	Utilites	22,450.00	23,100.00
7340	Telephone & Postage	2,800.00	2,925.00
7410	Office Supplies	1,110.00	1,110.00
7420	Vehicle Operation	5,950.00	6,100.00
7430	Operating Supplies	9,950.00	10,450.00
7440	Laundry	4,600.00	4,600.00
7530	Maintenance & Repairs	25,400.00	23,400.00
4610	Depreciation	55,000.00	56,686.00
7630	Insurance	15,000.00	16,432.00
7701	Advertising	4,700.00	4,500.00
7702	Rent	5,754.00	5,754.00
7704	Per Diem	1,400.00	1,400.00
7705	Audit	6,500.00	7,500.00
7706	Central Office	12,000.00	12,000.00

WHITE MOUNTAIN APACHE ENTERPRISE
1972/73 BUDGET

<u>DEPARTMENT 01 - General</u>	<u>1972</u>	<u>1973</u>
Sales:	<u>BUDGET</u>	<u>BUDGET</u>
Cabin Rental	\$ 10,000.00	\$ 10,000.00
Interest	5,000.00	5,000.00
Miscellaneous Income	<u>1,200.00</u>	<u>500.00</u>
TOTAL SALES	<u>\$ 16,200.00</u>	<u>\$ 15,500.00</u>
	\$ 16,200.00	\$ 15,500.00
Operating Expense:		
Salaries & Taxes		
Management	\$ 20,400.00	\$ 22,600.00
Clerical	6,000.00	6,500.00
Other		6,000.00
Taxes & Retirement	<u>4,240.00</u>	<u>5,616.00</u>
	\$ 30,640.00	\$ 40,716.00
<u>Other Operating Expense</u>		
Utilities	\$ 1,500.00	\$ 1,500.00
Telephone & Postage	600.00	600.00
Office Supplies	1,000.00	1,000.00
Vehicle Operation	2,100.00	2,100.00
Operating Supplies	600.00	600.00
Maintenance & Repair	2,500.00	2,500.00
Depreciation	1,556.00	1,556.00
Insurance	678.00	678.00
Advertising	3,500.00	3,500.00
Rent	960.00	960.00
Per Diem	1,000.00	1,000.00
Audit	6,500.00	7,500.00
Central Office	12,000.00	12,000.00
Board Member Compensation	1,000.00	1,000.00
Interest	1,440.00	1,290.00
Public Relations	1,000.00	1,000.00
Administrative Expense	<u>(52,374.00)</u>	<u>(64,000.00)</u>
TOTAL INCOME	<u>\$ 16,200.00</u>	<u>\$ 15,500.00</u>
NET PROFIT FROM OPERATIONS	\$ -0-	\$ -0-

WHITE MOUNTAIN APACHE ENTERPRISES
1972/73 BUDGET

<u>DEPARTMENT 02 - HON DAH</u>	<u>1972</u> <u>BUDGET</u>	<u>1973</u> <u>BUDGET</u>
Sales:		
Gas, Oil, Grease	\$ 80,000.00	\$ 65,000.00
Auto Accessories	12,500.00	12,500.00
Liquor	60,000.00	40,000.00
Miscellaneous Merchandise	18,000.00	18,000.00
Groceries	17,000.00	18,000.00
Labor	1,500.00	2,200.00
Cabin Rental	45,000.00	55,000.00
Commissions	2,200.00	2,200.00
Miscellaneous Income	1,500.00	1,500.00
Christmas Tree Sales	4,500.00	2,500.00
TOTAL SALES	\$ 242,200.00	\$ 216,900.00
 Cost of Sales:		
Gas, Oil, Grease	\$ 64,000.00	\$ 49,400.00
Auto Accessories	9,375.00	9,375.00
Liquor	45,000.00	30,000.00
Miscellaneous Merchandise	12,240.00	12,240.00
Groceries	12,800.00	14,400.00
Christmas Tree Sales	3,375.00	1,875.00
TOTAL COST	\$ 146,790.00	\$ 117,290.00
GROSS PROFIT	\$ 95,410.00	\$ 99,610.00
 Operating Expense:		
<u>Salaries & Taxes</u>	\$ 12,500.00	\$ 13,175.00
Attendants	20,200.00	21,200.00
Liquor Store Clerk	5,000.00	4,300.00
Other (Maids)		5,500.00
Taxes & Retirement	6,032.00	7,148.00
TOTAL OPERATING EXPENSE	\$ 43,732.00	\$ 51,323.00
 Other Operating Expense:		
Liquor License Hon Dah Rest. & 02	\$ 104.00	\$ 308.00
Utilities	5,500.00	5,500.00
Telephone & Postage	850.00	900.00
Office Supplies	75.00	75.00
Vehicle Operation	400.00	400.00
Operating Supplies	2,000.00	3,000.00
Laundry	3,000.00	3,000.00
Maintenance & Repair	6,800.00	4,500.00
Depreciation	17,422.00	17,422.00
Insurance	5,676.00	5,676.00
Advertising	300.00	300.00
Rent	900.00	900.00
Per Diem	100.00	100.00
Administrative Expense	7,384.00	7,936.00
Interest	3,776.00	3,776.00
Inventory Expense	416.66	417.00
TOTAL EXPENSE	\$ 98,435.66	\$ 105,533.00

WHITE MOUNTAIN APACHE ENTERPRISE
1972/73 BUDGET

<u>DEPARTMENT 03 - HAWLEY LAKE</u>	1972	1973
Sales:	<u>BUDGET</u>	<u>BUDGET</u>
Gas, Oil, Grease	\$ 16,000.00	\$ 16,000.00
Auto Accessories	2,000.00	2,000.00
Liquor	20,000.00	18,000.00
Miscellaneous Merchandise	20,000.00	20,000.00
Groceries	50,000.00	45,000.00
Labor & Service	1,000.00	700.00
Cabin Rental	20,000.00	18,000.00
Boat Rental	8,200.00	8,200.00
Commissions	5,000.00	2,500.00
Miscellaneous Income	<u>5,000.00</u>	<u>5,000.00</u>
TOTAL SALES	\$ 147,200.00	\$ 130,400.00
 <u>Cost of Sales:</u>		
Gas, Oil, Grease	\$ 12,160.00	\$ 12,160.00
Auto Accessories	1,500.00	1,500.00
Liquor	14,000.00	12,600.00
Miscellaneous Merchandise	13,600.00	13,600.00
Groceries	<u>40,000.00</u>	<u>32,000.00</u>
TOTAL COST	\$ 81,260.00	\$ 71,860.00
GROSS PROFIT	\$ 65,940.00	\$ 58,540.00
 <u>Operating Expense:</u>		
Salaries & Taxes	\$ 7,000.00	\$ 7,000.00
Management	16,000.00	15,500.00
Liquor Store Clerk		500.00
Other (Maids)	2,500.00	2,500.00
Taxes & Retirement	<u>4,080.00</u>	<u>4,080.00</u>
TOTAL OPERATING EXPENSE	\$ 29,580.00	\$ 29,580.00
 <u>Other Operating Expense:</u>		
Liquor License	\$ 295.00	\$ 333.00
Utilities	4,500.00	4,500.00
Telephone & Postage	200.00	200.00
Office Supplies	35.00	35.00
Vehicle Operation	250.00	250.00
Operating Supplies	1,300.00	1,300.00
Laundry	900.00	1,000.00
Maintenance & Repair	2,100.00	2,100.00
Depreciation	10,247.00	10,247.00
Insurance	1,823.00	1,823.00
Advertising	100.00	100.00
Per Diem	50.00	50.00
Administrative Expense	4,502.00	4,768.00
Interest	250.00	250.00
Inventory Expense	<u>416.66</u>	<u>417.00</u>
TOTAL EXPENSE	\$ 56,548.66	\$ 56,953.00
NET PROFIT FROM OPERATIONS	<u>\$ 9,391.34</u>	<u>\$ 1,587.00</u>

WHITE MOUNTAIN APACHE ENTERPRISE
1972/73 BUDGET

<u>DEPARTMENT 04 - RESERVATION LAKE</u>	1972 <u>BUDGET</u>	1973 <u>BUDGET</u>
<u>Sales:</u>		
Gas, Oil, Grease	\$ 3,000.00	\$ 3,000.00
Auto Accessories	200.00	100.00
Liquor	3,100.00	3,600.00
Miscellaneous Merchandise	3,000.00	5,000.00
Groceries	2,500.00	4,500.00
Cabin Rental	1,200.00	1,200.00
Boat Rental	2,500.00	3,000.00
Commissions	300.00	400.00
TOTAL	\$ 15,800.00	\$ 20,800.00
 <u>Cost of Sales:</u>		
Gas, Oil, Grease	\$ 2,280.00	\$ 2,280.00
Auto Accessories	150.00	75.00
Liquor	2,170.00	2,520.00
Miscellaneous Merchandise	2,040.00	3,400.00
Groceries	2,000.00	3,600.00
TOTAL GOST	\$ 8,640.00	\$ 11,875.00
GROSS PROFIT	7,160.00	8,925.00
 <u>Operating Expense</u>		
<u>Salaries & Taxes:</u>		
Management	\$ 1,300.00	\$ 1,500.00
Liquor Clerk	1,000.00	1,200.00
Taxes & Retirement	368.00	432.00
TOTAL OPERATING EXPENSE	\$ 2,668.00	\$ 3,132.00
 <u>Other Operating Expense:</u>		
Liquor License	\$ 92.00	\$ 92.00
Utilites	400.00	400.00
Telephone & Postage	-0-	-0-
Vehicle Operation	75.00	150.00
Operating Supplies	600.00	600.00
Maintenance & Repair	300.00	300.00
Depreciation	797.00	797.00
Insurance	839.00	839.00
Administrative Expense	552.00	750.00
TOTAL EXPENSE	\$ 6,323.00	\$ 7,060.00
NET PROFIT FROM OPERATIONS	\$ 837.00	\$ 1,865.00

WHITE MOUNTAIN APACHE ENTERPRISE
1972/73 BUDGET

DEPARTMENT 05 - APACHE INDIAN PINE

Sales:

	1972 BUDGET	1973 BUDGET
Gas, Oil, Grease	\$ 60,000.00	\$ 30,000.00
Auto Accessories	6,000.00	3,000.00
Miscellaneous Merchandise	20,000.00	12,000.00
Groceries	30,000.00	20,000.00
Labor	1,000.00	1,000.00
Cabin Rental	12,000.00	10,000.00
Commissions	2,000.00	1,500.00
Miscellaneous Income	-0-	-0-
TOTAL SALES	\$ 131,000.00	\$ 77,500.00

Cost of Sales:

Gas, Oil, Grease	\$ 45,600.00	\$ 22,800.00
Auto Accessories	4,500.00	2,250.00
Miscellaneous Merchandise	13,600.00	8,160.00
Groceries	24,000.00	16,000.00
TOTAL COST	\$ 87,700.00	\$ 49,210.00
GROSS PROFIT	43,300.00	28,290.00

Operating Expense:

Salaries & Taxes:

Management	\$ 7,500.00	\$ 3,500.00
Attendants	12,500.00	6,000.00
Taxes & Retirement	3,200.00	1,520.00
TOTAL OPERATING EXPENSE	\$ 23,200.00	\$ 11,020.00

Other Operating Expense:

Utilities	\$ 3,000.00	\$ 3,000.00
Telephone & Postage	150.00	200.00
Vehicle Operation	250.00	250.00
Operating Supplies	500.00	500.00
Laundry	200.00	200.00
Maintenance & Repair	1,500.00	1,500.00
Depreciation	3,686.00	4,080.00
Insurance	1,517.00	1,935.00
Advertising	200.00	200.00
Rent	-0-	-0-
Per Diem	50.00	50.00
Administrative Expense	3,990.00	2,835.00
Interest	135.00	135.00
Inventory Expense	416.66	417.00
TOTAL EXPENSE	\$ 38,794.66	\$ 26,322.00
NET PROFIT FROM OPERATIONS	\$ 4,505.34	\$ 1,968.00

WHITE MOUNTAIN APACHE ENTERPRISES
1972/73 Budget

<u>DEPARTMENT 06 - CARRIZO</u>	<u>1972</u> <u>BUDGET</u>	<u>1973</u> <u>BUDGET</u>
Sales:		
Gas, Oil, Grease	\$ 90,000.00	\$ 90,000.00
Auto Accessories	12,000.00	8,000.00
Liquor	90,000.00	93,000.00
Miscellaneous Merchandise	7,000.00	7,000.00
Groceries	36,000.00	45,000.00
Labor	2,000.00	2,000.00
Cabin Rental	720.00	700.00
Commissions	900.00	900.00
TOTAL SALES	\$ 238,620.00	\$ 246,600.00
 Cost of Sales:		
Gas, Oil, Grease	\$ 68,400.00	\$ 68,400.00
Auto Accessories	9,000.00	6,000.00
Liquor	63,000.00	65,100.00
Miscellaneous Merchandise	4,760.00	4,760.00
Groceries	28,800.00	36,000.00
total cost	\$ 173,960.00	\$ 180,260.00
. GROSS PROFIT	\$ 64,660.00	\$ 66,340.00
 Other Operating Expense:		
<u>Salaries & Taxes</u>		
Management	\$ 7,500.00	\$ 7,500.00
Liquor Clerk		4,360.00
Attendants	24,960.00	21,200.00
Taxes & Retirement	5,190.00	5,280.00
TOTAL OPERATING EXPENSE	\$ 37,650.00	\$ 38,340.00
 Other Operating Expense:		
Liquor License	\$ 104.00	\$ 104.00
Utilities	1,600.00	1,600.00
Telephone & Postage	150.00	150.00
Vehicle Operation	400.00	500.00
Operating Supplies	550.00	600.00
Laundry	200.00	200.00
Maintenance & Repair	1,500.00	1,500.00
Depreciation	2,745.00	3,215.00
Insurance	1,209.00	1,730.00
Advertising	300.00	300.00
Rent	144.00	144.00
Per Diem	100.00	100.00
Administrative Expense	7,254.00	9,017.00
TOTAL EXPENSE	\$ 54,322.66	\$ 57,917.00
NET PROFIT FROM OPERATIONS	\$ 10,337.34	\$ 8,403.00

WHITE MOUNTAIN APACHE ENTERPRISES
1972/73 BUDGET

<u>DEPARTMENT 07- APACHE SERVICE</u>	L(&@ 1972 <u>BUDGET</u>	1973 <u>BUDGET</u>
Sales:		
Gas, Oil, Grease	\$ 140,000.00	\$ 150,000.00
Auto Accessories	20,500.00	21,000.00
Liquor	375,000.00	450,000.00
Miscellaneous Merchandise	10,500.00	10,500.00
Groceries	85,000.00	100,000.00
Labor	7,500.00	7,500.00
Commissions	1,100.00	1,100.00
Miscellaneous Income	-0-	-0-
TOTAL SALES	\$ 639,600.00	\$ 740,100.00
 <u>Cost of Sales:</u>		
Gas, Oil, Grease	\$ 106,400.00	\$ 114,000.00
Auto Accessories	15,375.00	15,750.00
Liquor	262,500.00	315,000.00
Miscellaneous Merchandise	7,140.00	7,140.00
Groceries	68,000.00	80,000.00
TOTAL COST	\$ 459,415.00	\$ 531,890.00
GROSS PROFIT	\$ 180,185.00	\$ 208,210.00
 <u>Operating Expense:</u>		
<u>Salaries & Taxes</u>		
Manager	\$ 8,400.00	\$ 8,400.00
Attendants	48,000.00	48,200.00
Liquor Clerk	19,000.00	19,000.00
Taxes & Retirement	12,060.00	12,096.00
TOTAL OPERATING EXPENSE	\$ 87,460.00	\$ 87,696.00
 <u>Operating Expense - Other:</u>		
Liquor License	\$ 104.00	\$ 104.00
Utilities	2,000.00	2,000.00
Telephone	225.00	225.00
Vehicle Operation	400.00	400.00
Operating Supplies	2,500.00	2,500.00
Laundry	300.00	200.00
Maintenance & Repair	2,800.00	2,800.00
Depreciation	3,508.00	4,330.00
Insurance	1,416.00	1,930.00
Advertising	300.00	200.00
Per Diem	100.00	100.00
Administrative Expense	19,530.00	26,892.00
Interest	676.00	676.00
Inventory Expense	416.00	417.00
TOTAL EXPENSE	\$ 121,735.00	\$ 130,460.00
NET PROFIT FROM OPERATIONS	\$ 58,449.00	\$ 77,740.00

WHITE MOUNTAIN APACHE ENTERPRISES
1972/73 BUDGET

<u>DEPARTMENT 08 - APACHE FLAME</u>	1972	1973
Sales:	<u>BUDGET</u>	<u>BUDGET</u>
Liquor	\$ 113,000.00	\$ 120,000.00
Commissions	3,000.00	3,000.00
Miscellaneous Merchandise	<u>3,000.00</u>	<u>3,100.00</u>
TOTAL SALES	\$ 119,000.00	\$ 126,000.00
 <u>Cost of Sales:</u>		
Liquor	\$ 67,800.00	\$ 72,000.00
Miscellaneous Merchandise	<u>2,400.00</u>	<u>2,480.00</u>
TOTAL COST	\$ 70,200.00	\$ 74,480.00
GROSS PROFIT	\$ 48,800.00	\$ 51,520.00
 <u>Operating Expense:</u>		
<u>Salaries & Taxes</u>		
Management	\$ 7,000.00	\$ 7,000.00
Liquor Clerk	9,500.00	9,500.00
Taxes & Retirement	<u>2,640.00</u>	<u>2,640.00</u>
TOTAL OPERATING EXPENSES	\$ 19,140.00	\$ 19,140.00
 <u>Other Operating Expenses:</u>		
Liquor License	\$ 129.00	\$ 129.00
Utilities	1,500.00	1,500.00
Telephone & Postage	175.00	175.00
Vehicle Operation	50.00	50.00
Operating Supplies	500.00	500.00
Maintenance & Repair	1,000.00	1,000.00
Rent	3,750.00	3,750.00
Depreciation	727.00	727.00
Insurance	765.00	765.00
Administrative Expense	<u>3,614.00</u>	<u>4,617.00</u>
TOTAL EXPENSE	\$ 31,350.00	\$ 32,353.00
 NET PROFIT FROM OPERATIONS	 <u>\$ 17,450.00</u>	 <u>\$ 19,167.00</u>

WHITE MOUNTAIN APACHE ENTERPRISES
1972/73 BUDGET

<u>DEPARTMENT 09 - McNARY LIQUOR STORE:</u>	<u>1972</u>	<u>1973</u>
<u>Sales:</u>	<u>BUDGET</u>	<u>BUDGET</u>
Liquor	\$ 82,000.00	\$ 82,000.00
Groceries	14,000.00	14,000.00
Commissions	<u>150.00</u>	<u>175.00</u>
TOTAL SALES	\$ 96,150.00	\$ 96,175.00

<u>Cost of Sales:</u>		
Liquor	\$ 61,500.00	\$ 61,500.00
Groceries	<u>11,200.00</u>	<u>11,200.00</u>
COST	\$ 72,700.00	\$ 72,700.00
GROSS PROFIT	\$ 23,450.00	\$ 23,475.00

<u>Operating Expense:</u>		
<u>Salaries & Taxes</u>		
Management	\$ 6,300.00	\$ 7,000.00
Liquor Clerk	4,200.00	5,000.00
Taxes & Retirement	<u>1,680.00</u>	<u>1,920.00</u>
TOTAL OPERATING EXPENSE	\$ 12,180.00	\$ 13,920.00

<u>Other Operating Expenses:</u>		
Liquor License	\$ 104.00	\$ 104.00
Utilities	1,000.00	1,000.00
Telephone	150.00	175.00
Operating Supplies	500.00	500.00
Maintenance & Repair	1,000.00	1,000.00
Depreciation	973.00	973.00
Insurance	435.00	435.00
Administrative Expense	2,933.00	3,513.00
Rent	-0-	-0-
Inventory Expense	<u>416.00</u>	<u>417.00</u>
TOTAL EXPENSE	\$ 19,691.00	\$ 22,037.00
(NET PROFIT FROM OPERATIONS)	\$ 3,758.34	\$ 1,438.00

<u>Cost of Sales:</u>		
Liquor	\$ 61,500.00	\$ 61,500.00
Groceries	<u>11,200.00</u>	<u>11,200.00</u>
COST	\$ 72,700.00	\$ 72,700.00
GROSS PROFIT	\$ 23,450.00	\$ 23,475.00

<u>Operating Expense:</u>		
<u>Salaries & Taxes</u>		
Management	\$ 6,300.00	\$ 7,000.00
Liquor Clerk	4,200.00	5,000.00
Taxes & Retirement	<u>1,680.00</u>	<u>1,920.00</u>
TOTAL OPERATING EXPENSE	\$ 12,180.00	\$ 13,920.00

<u>Other Operating Expenses:</u>		
Liquor License	\$ 104.00	\$ 104.00
Utilities	1,000.00	1,000.00

WHITE MOUNTAIN APACHE ENTERPRISES
1972/73 BUDGET

<u>DEPARTMENT 10 - HORSESHOE LAKE:</u>	<u>1972</u> <u>BUDGET</u>	<u>1973</u> <u>BUDGET</u>
<u>Sales:</u>		
Liquor	\$ 3,000.00	\$ 4,500.00
Miscellaneous Merchandise	4,000.00	5,500.00
Groceries	4,000.00	5,000.00
Boat Rental	5,000.00	4,000.00
Commissions	400.00	400.00
TOTAL SALES	\$ 16,700.00	\$ 19,400.00
 <u>Cost of Sales:</u>		
Liquor	\$ 2,100.00	\$ 3,150.00
Miscellaneous Merchandise	2,720.00	3,740.00
Groceries	3,200.00	4,000.00
TOTAL COST	\$ 8,020.00	\$ 10,890.00
GROSS PROFIT	\$ 8,680.00	\$ 8,510.00
 <u>Operating Expense:</u>		
<u>Salaries & Taxes:</u>		
Management	\$ 2,000.00	\$ 1,550.00
Liquor Clerk	1,500.00	1,250.00
Taxes & Retirement	560.00	448.00
TOTAL OPERATING EXPENSE	\$ 4,060.00	\$ 3,248.00
 <u>Other Operating Expense:</u>		
Liquor License	\$ 92.00	\$ 92.00
Utilities	500.00	500.00
Operating Supplies	350.00	350.00
Maintenance & Repair	400.00	400.00
Depreciation	2,884.00	2,884.00
Insurance	642.00	642.00
Administrative Expense	498.00	704.00
Interest	821.00	821.00
TOTAL EXPENSE	\$ 10,247.00	\$ 9,620.00
NET PROFIT FROM OPERATIONS	\$ (1,567.00)	\$ (1,110.00)

WHITE MOUNTAIN APACHE ENTERPRISE
1972/73 BUDGET

<u>DEPARTMENT 11 - HAWLEY LAKE HOMESITES</u>	<u>1972 BUDGET</u>	<u>1973 BUDGET</u>
Sales:		
Leasing & Closing	\$ 37,600.00	\$ 39,100.00
Utilities	<u>26,310.00</u>	<u>26,910.00</u>
TOTAL SALES	\$ 63,910.00	\$ 66,010.00
GROSS PROFIT	\$ 63,910.00	\$ 66,010.00
Operating Expense:		
<u>Salaries & Taxes:</u>		
Management	\$ 8,000.00	\$ 8,400.00
Attendants	8,200.00	8,410.00
Taxes & Retirement	<u>2,400.00</u>	<u>2,689.00</u>
TOTAL OPERATING EXPENSE	\$ 17,400.00	\$ 19,499.00
Other Operating Expense:		
Utilities	\$ 600.00	\$ 1,200.00
Telephone & Postage	300.00	300.00
Office Supplies	-0-	-0-
Vehicle Operation	2,000.00	2,000.00
Maintenance & Repair	5,000.00	5,000.00
Depreciation	8,613.00	8,613.00
Insurance	-0-	-0-
Administrative Expense	1,912.00	2,412.00
Interest	<u>1,262.00</u>	<u>1,262.00</u>
TOTAL EXPENSE	\$ 37,087.00	\$ 40,786.00
NET PROFIT FROM OPERATIONS	\$ 26,823.00	\$ 25,224.00

Leasing & Closing	\$ 37,600.00	\$ 39,100.00
Utilities	<u>26,310.00</u>	<u>26,910.00</u>
TOTAL SALES	\$ 63,910.00	\$ 66,010.00
GROSS PROFIT	\$ 63,910.00	\$ 66,010.00
Operating Expense:		
<u>Salaries & Taxes:</u>		
Management	\$ 8,000.00	\$ 8,400.00
Attendants	8,200.00	8,410.00
Taxes & Retirement	<u>2,400.00</u>	<u>2,689.00</u>
TOTAL OPERATING EXPENSE	\$ 17,400.00	\$ 19,499.00
Other Operating Expense:		
Utilities	\$ 600.00	\$ 1,200.00
Telephone & Postage	300.00	300.00
Office Supplies	-0-	-0-
Vehicle Operation	2,000.00	2,000.00
Maintenance & Repair	5,000.00	5,000.00
Depreciation	8,613.00	8,613.00
Insurance	-0-	-0-
Administrative Expense	1,912.00	2,412.00
Interest	<u>1,262.00</u>	<u>1,262.00</u>
TOTAL EXPENSE	\$ 37,087.00	\$ 40,786.00
NET PROFIT FROM OPERATIONS	\$ 26,823.00	\$ 25,224.00

**WHITE MOUNTAIN APACHE ENTERPRISE
1972/73 BUDGET**

<u>DEPARTMENT 12 - HON DAH HOMESITES:</u>	<u>1972 BUDGET</u>	<u>1973 BUDGET</u>
Sales:		
Leasing & Closing	\$ 5,000.00	\$ 11,810.00
Utilities	<u>2,000.00</u>	<u>3,450.00</u>
TOTAL SALES	\$ 7,000.00	\$ 15,260.00
GROSS PROFIT	\$ 7,000.00	\$ 15,260.00
 <u>Other Operating Expense:</u>		
Utilities	\$ 300.00	\$ 400.00
Maintenance & Repair	500.00	800.00
Depreciation	1,842.00	1,842.00
Administrative Expense	205.00	556.00
Interest	<u>1,809.00</u>	<u>1,809.00</u>
TOTAL EXPENSE	\$ 4,656.00	\$ 5,407.00
NET PROFIT FROM OPERATIONS	<u>\$ 2,344.00</u>	<u>\$ 9,853.00</u>

WHITE MOUNTAIN APACHE ENTERPRISE
1972/73 BUDGET

<u>DEPARTMENT 12 - HON DAH HOMESITES:</u>	<u>1972 BUDGET</u>	<u>1973 BUDGET</u>
Sales:		
Leasing & Closing	\$ 5,000.00	\$ 11,810.00
Utilities	<u>2,000.00</u>	<u>3,450.00</u>
TOTAL SALES	\$ 7,000.00	\$ 15,260.00
GROSS PROFIT	\$ 7,000.00	\$ 15,260.00
 <u>Other Operating Expense:</u>		
Utilities	\$ 300.00	\$ 400.00
Maintenance & Repair	500.00	800.00
Depreciation	1,842.00	1,842.00
Administrative Expense	205.00	556.00
Interest	<u>1,809.00</u>	<u>1,809.00</u>
TOTAL EXPENSE	\$ 4,656.00	\$ 5,407.00
NET PROFIT FROM OPERATIONS	<u>\$ 2,344.00</u>	<u>\$ 9,853.00</u>

WHITE MOUNTAIN APACHE ENTERPRISE
1972/73 BUDGET

FIXED ASSETS:

1.	W.M.A.E. Office - Monroe Calculator Model 1220.	\$ 680.00
2.	Build one mile road - Hon Dah Homesite on Powerling road so that we can lease 27 more lots. Clear out stumps, rocks, 3 culverts 24" X 40' foot, grade and pack 8 inches cenders.	\$ 3,000.00
3.	Hon Dah Homesite water system: Connect the water well to the 100,000 gal water tank and tie into the system. This large tank was originally executed but has never been used. We are operating on a 2,000 gallon pressure system with 64 home at present.	\$ 5,000.00
4.	Frozen food and meat case for Carrizo Junction Store.	\$ 1,500.00
5.	Food & Beverage Refrigerator for Horseshoe Store.	\$ 1,500.00
6.	Freezer to store Ice to sell at Horseshoe Store.	\$ 900.00
7.	Frozen food and meat case Hawley Lake Store.	\$ 1,500.00
8.	Food & Beverage Refrigerator for Hon Dah.	\$ 1,500.00
9.	Four (4) Vehicles Est. \$3,000.00 Each.	\$12,000.00
10.	Fifteen (15) Elect Boat Motors Hawley Lake.	\$ 1,275.00
11.	Ten (10) Elect Boat Motors Horseshoe.	\$ 850.00
12.	Horseshoe Cienega Trailer Park (20)spaces)	\$ 6,000.00
13.	Contingency Fund to be used for major repairs, acquire surplus equipment or Capital Investments, Subject to approval by the Board of Directors.	\$15,000.00
	GRAND TOTAL	<u>\$ 50,705.00</u>