

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 of the 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, 1973 through April 30, 1974 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 \$1,748,229.00 and Capital Expenditures amounting to \$56,700.00 is hereby approved for the operation of the White Mountain Apache Enterprise for the Fiscal Year beginning May 1, 1973 and ending April 30, 1974.

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

The foregoing resolution was on March 8, 1973 duly adopted by a vote of 8 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 (k) of the Amended Constitution and y-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).



*Fred Bannockley*  
Chairman of the Tribal Council

*Mary C. Goodfield*  
Secretary of the Tribal Council

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>CONSOLIDATED</u>		1973	1974
<u>Sales:</u>		<u>BUDGET</u>	<u>BUDGET</u>
8210	Gas, Oil, Grease	\$ 354,000.00	\$ 376,000.00
8220	Auto Accessories	46,600.00	51,850.00
8230	Liquor	811,100.00	855,200.00
8240	Sporting Goods	81,100.00	82,000.00
8245	Groceries	251,500.00	298,600.00
8246	Labor	13,400.00	13,000.00
8250	Leasing & Closing	50,910.00	60,400.00
8255	Utilities	30,360.00	32,950.00
8260	Cabin Rental	94,900.00	93,400.00
8265	Boat Rental	15,200.00	22,000.00
8271	Commissions	12,175.00	20,975.00
8380	Interest	5,000.00	20,000.00
8290	Miscellaneous Income	7,000.00	6,150.00
8292	Christmas Tree Sales	2,500.00	3,500.00
	<b>TOTAL SALES</b>	<b>\$ 1,775,745.00</b>	<b>\$ 1,936,025.00</b>
 <u>Cost of Sales:</u>			
7810	Gas, Oil, Grease	\$ 269,040.00	\$ 285,760.00
7820	Auto Accessories	34,950.00	38,887.00
7830	Liquor	561,870.00	591,975.00
7840	Sporting Goods	55,520.00	55,760.00
7845	Groceries	197,200.00	238,880.00
8292	Christmas Tree Sales	1,875.00	2,625.00
	<b>TOTAL COST</b>	<b>\$ 1,120,455.00</b>	<b>\$ 1,213,887.00</b>
	<b>GROSS PROFIT</b>	<b>\$ 655,290.00</b>	<b>\$ 722,138.00</b>
 <u>Operating Expense - Salaries &amp; Taxes:</u>			
7110	Management	\$ 87,625.00	\$ 94,955.00
7120	Clerical	6,500.00	12,500.00
7130	Attendants	120,510.00	124,936.00
7135	Liquor Store Clerks	45,110.00	47,950.00
7150	Other (Maids)	14,000.00	7,900.00
7250	Taxes & Retirement	43,869.00	46,117.00
	<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 317,614.00</b>	<b>\$ 334,358.00</b>
 <u>Other Operating Expense:</u>			
7251	Liquor Licenses	\$ 1,266.00	\$ 1,358.00
7300	Utilities	23,100.00	23,750.00
7340	Telephone & Postage	2,925.00	3,225.00
7410	Office Supplies	1,110.00	1,310.00
7420	Vehicle Operation	6,100.00	6,625.00
7430	Operating Supplies	10,450.00	9,625.00
7440	Laundry	4,600.00	4,525.00
7530	Maintenance & Repairs	23,400.00	28,650.00
4610	Depreciation	56,686.00	56,686.00

NET PROFIT FROM OPERATIONS

TOTAL OTHER OPERATING EXPENSE  
 TOTAL OPERATING EXPENSE

7251	Liquor Licenses	
7300	Utilities	
7340	Telephone & Postage	
7410	Office Supplies	
7420	Vehicle Operation	
7430	Operating Supplies	
7440	Laundry	
7530	Maintenance & Repairs	
4610	Depreciation	
7630	Insurance	
7701	Advertising	
7702	Rent	
7704	Per Diem	
7705	Audit	
7706	Central Office	
7709	Board Member Compensation	
7712	Interest	
7713	Public Relations	
7714	Inventory Expense	
	Administrative Expense	

Other Operating Expense:

TOTAL OPERATING EXPENSE

7110	Management	
7120	Clerical	
7130	Attendants	
7135	Liquor Store Clerks	
7150	Other (Maid)	
7250	Taxes & Retirement	

Operating Expense - Salaries & Taxes:

GROSS PROFIT

TOTAL COST

7810	Gas, Oil, Grease	
7820	Auto Accessories	
7830	Liquor	
7840	Sporting Goods	
7845	Groceries	
8292	Christmas Tree Sales	

Cost of Sales:

TOTAL SALES

8248	Labor	
8250	Leasing & Closing	
8255	Utilities	
8260	Cabin Rental	
8265	Boat Rental	
8271	Commissions	
8380	Interest	
8290	Miscellaneous Income	
8292	Christmas Tree Sales	

\$	1,266.00	\$	1,358.00
	23,100.00		23,750.00
	2,925.00		3,225.00
	1,110.00		1,310.00
	6,100.00		6,625.00
	10,450.00		9,625.00
	4,600.00		4,525.00
	23,400.00		28,650.00
	56,686.00		56,686.00
	16,432.00		16,775.00
	4,500.00		5,075.00
	5,754.00		5,610.00
	1,400.00		1,300.00
	7,500.00		8,500.00
	12,000.00		15,000.00
	1,000.00		1,000.00
	10,019.00		7,048.00
	1,000.00		1,000.00
	2,502.00		2,922.00
	-0-		-0-
\$	191,754.00	\$	199,984.00
\$	509,358.00	\$	534,342.00
\$	145,932.00	\$	187,252.00

\$ 317,614.00      \$ 337,358.00

\$	87,625.00	\$	94,955.00
	6,500.00		12,500.00
	120,510.00		124,936.00
	45,110.00		47,950.00
	14,000.00		7,900.00
	43,869.00		46,117.00

\$ 655,290.00      \$ 722,138.00

\$ 1,120,455.00      \$ 1,213,887.00

\$	269,040.00	\$	285,760.00
	34,950.00		38,887.00
	561,870.00		591,975.00
	55,520.00		55,760.00
	197,200.00		238,880.00
	1,875.00		2,625.00

\$ 1,775,745.00      \$ 1,936,025.00

2,500.00		3,500.00
7,000.00		6,150.00
5,000.00		20,000.00
12,175.00		20,975.00
15,200.00		22,000.00
94,900.00		93,400.00
30,360.00		32,950.00
50,910.00		60,400.00
13,400.00		13,000.00
		238,000.00

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>DEPARTMENT 01 - General:</u>	<u>1973</u> <u>BUDGET</u>	<u>1974</u> <u>BUDGET</u>
<u>Sales:</u>		
Cabin Rental	\$ 10,000.00	\$ 7,500.00
Interest	5,000.00	20,000.00
Miscellaneous Income	<u>500.00</u>	<u>750.00</u>
<b>TOTAL SALES</b>	<b><u>\$ 15,500.00</u></b>	<b><u>\$ 28,250.00</u></b>
<u>Operating Expense - Salaries &amp; Taxes:</u>		
Management	\$ 22,600.00	\$ 25,600.00
Clerical	6,500.00	12,500.00
Other	6,000.00	-0-
Taxes & Retirement	<u>5,616.00</u>	<u>6,096.00</u>
<b>TOTAL</b>	<b>\$ 40,716.00</b>	<b>\$ 44,196.00</b>
<u>Other Operating Expense:</u>		
Utilities	\$ 1,500.00	\$ 1,500.00
Telephone & Postage	600.00	750.00
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	2,000.00
Depreciation	1,556.00	1,556.00
Insurance	678.00	1,000.00
Advertising	3,500.00	4,000.00
Rent	960.00	960.00
Per Diem	1,000.00	1,000.00
Audit	7,500.00	8,500.00
Central Office	12,000.00	15,000.00
Board Member Compensation	1,000.00	1,000.00
Interest	1,290.00	1,290.00
Public Relations	1,000.00	1,000.00
Administrative Expense	<u>(64,000.00)</u>	<u>(59,202.00)</u>
<b>TOTAL OPERATING EXPENSE</b>	<b><u>\$ (25,216.00)</u></b>	<b><u>\$ (28,250.00)</u></b>
<b>NET PROFIT FROM OPERATION</b>	<b><u>\$ -0-</u></b>	<b><u>\$ -0-</u></b>

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>DEPARTMENT 02 - HON DAH:</u>	<u>1973</u> <u>BUDGET</u>	<u>1974</u> <u>BUDGET</u>
<u>Sales:</u>		
Gas, Oil, Grease	\$ 65,000.00	\$ 67,000.00
Auto Accessories	12,500.00	9,500.00
Liquor	40,000.00	40,000.00
Sporting Goods	18,000.00	17,500.00
Groceries	18,000.00	21,000.00
Labor	2,200.00	1,600.00
Cabin Rental	55,000.00	55,000.00
Commissions	2,200.00	2,300.00
Miscellaneous Income	1,500.00	1,200.00
Christmas Tree Sales	<u>2,500.00</u>	<u>3,500.00</u>
 TOTAL SALES	 \$ 216,900.00	 \$ 218,600.00
 <u>Cost of Sales:</u>		
Gas, Oil, Grease	\$ 49,400.00	\$ 50,920.00
Auto Accessories	9,375.00	7,125.00
Liquor	30,000.00	30,000.00
Sporting Goods	12,240.00	11,900.00
Groceries	14,400.00	16,800.00
Christmas Tree Sales	<u>1,875.00</u>	<u>1,875.00</u>
 TOTAL COST	 \$ <u>117,290.00</u>	 \$ <u>118,620.00</u>
 GROSS PROFIT	 \$ 99,610.00	 \$ 99,980.00
 <u>Operating Expense - Salaries &amp; Taxes:</u>		
Management	\$ 13,175.00	\$ 13,175.00
Attendants	21,200.00	22,366.00
Liquor Store Clerk	4,300.00	3,800.00
Other (Maids)	5,500.00	5,400.00
Taxes & Retirement	<u>7,148.00</u>	<u>7,158.00</u>
 TOTAL OPERATING EXPENSE	 \$ 51,323.00	 \$ 51,899.00
 <u>Other Operating Expense:</u>		
Liquor License - Hon Dah Restaurant & Hon Dah Store	\$ 308.00	\$ 308.00
Utilities	5,500.00	5,000.00
Telephone & Postage	900.00	900.00
Office Supplies	75.00	200.00
Vehicle Operation	400.00	450.00
Operating Supplies	3,000.00	2,500.00
Laundry	3,000.00	3,000.00
Maintenance & Repair	4,500.00	4,500.00
Depreciation	<u>17,422.00</u>	<u>17,422.00</u>

Auto Accessories	12,500.00	9,500.00
Liquor	40,000.00	40,000.00
Sporting Goods	18,000.00	17,500.00
Groceries	18,000.00	21,000.00
Labor	2,200.00	1,600.00
Cabin Rental	55,000.00	55,000.00
Commissions	2,200.00	2,300.00
Miscellaneous Income	1,500.00	1,200.00
Christmas Tree Sales	2,500.00	3,500.00
<b>TOTAL SALES</b>	<b>\$ 216,900.00</b>	<b>\$ 218,600.00</b>

Cost of Sales:

Gas, Oil, Grease	49,400.00	\$ 50,920.00
Auto Accessories	9,375.00	7,125.00
Liquor	30,000.00	30,000.00
Sporting Goods	12,240.00	11,900.00
Groceries	14,400.00	16,800.00
Christmas Tree Sales	1,875.00	1,875.00
<b>TOTAL COST</b>	<b>\$ 117,290.00</b>	<b>\$ 118,620.00</b>
<b>GROSS PROFIT</b>	<b>\$ 99,610.00</b>	<b>\$ 99,980.00</b>

Operating Expense - Salaries & Taxes:

Management	13,175.00	\$ 13,175.00
Attendants	21,200.00	22,366.00
Liquor Store Clerk	4,300.00	3,800.00
Other (Maid)	5,500.00	5,400.00
Taxes & Retirement	7,148.00	7,158.00
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 51,323.00</b>	<b>\$ 51,899.00</b>

Other Operating Expense:

Liquor License - Hon Dah Restaurant	308.00	\$ 308.00
& Hon Dah Store	308.00	308.00
Utilities	5,500.00	5,000.00
Telephone & Postage	900.00	900.00
Office Supplies	75.00	200.00
Vehicle Operation	400.00	450.00
Operating Supplies	3,000.00	2,500.00
Laundry	3,000.00	3,000.00
Maintenance & Repair	4,500.00	3,000.00
Depreciation	17,422.00	4,500.00
Insurance	5,676.00	17,422.00
Advertising	300.00	5,676.00
Rent	900.00	200.00
Per Diem	100.00	900.00
Administrative Expense	7,936.00	50.00
Interest	3,776.00	7,104.00
Inventory Expense	417.00	2,492.00
<b>TOTAL OTHER OPERATING EXPENSE</b>	<b>\$ 54,210.00</b>	<b>\$ 51,119.00</b>
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 105,533.00</b>	<b>\$ 103,018.00</b>
<b>NET PROFIT FROM OPERATION</b>	<b>\$ (5,923.00)</b>	<b>\$ 3,038.00</b>

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>DEPARTMENT 03 - HAWLEY LAKE:</u>	<u>1973</u> <u>BUDGET</u>	<u>1974</u> <u>BUDGET</u>
<u>Sales:</u>		
Gas, Oil, Grease	\$ 16,000.00	\$ 17,000.00
Auto Accessories	2,000.00	1,500.00
Liquor	18,000.00	18,000.00
Sporting Goods	20,000.00	17,000.00
Groceries	45,000.00	45,000.00
Labor Service*	700.00	700.00
Cabin Rental	18,000.00	21,000.00
Boat Rental	8,200.00	11,000.00
Commissions	2,500.00	2,500.00
Miscellaneous Income	<u>5,000.00</u>	<u>4,000.00</u>
<b>TOTAL SALES</b>	<b>\$ 135,400.00</b>	<b>\$ 137,700.00</b>

Cost of Sales:

Gas, Oil, Grease	\$ 12,160.00	\$ 12,920.00
Auto Accessories	1,500.00	1,125.00
Liquor	12,600.00	12,600.00
Sporting Goods	13,600.00	11,560.00
Groceries	<u>32,000.00</u>	<u>36,000.00</u>
<b>TOTAL COST</b>	<b>\$ 71,860.00</b>	<b>\$ 74,205.00</b>
<b>GROSS PROFIT</b>	<b>\$ 63,540.00</b>	<b>\$ 63,495.00</b>

Operating Expense - Salaries & Taxes:

Management	\$ 7,000.00	\$ 5,000.00
Attendants	15,500.00	16,350.00
Liquor Store Clerk	500.00	600.00
Other (Maids)	2,500.00	2,500.00
Taxes & Retirement	<u>4,080.00</u>	<u>3,912.00</u>
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 29,580.00</b>	<b>\$ 28,362.00</b>

Other Operating Expense:

Liquor License	\$ 333.00	\$ 333.00
Utilities	4,500.00	4,600.00
Telephone & Postage	200.00	250.00
Office Supplies	35.00	35.00
Vehicle Operation	250.00	250.00
Operating Supplies	1,300.00	1,000.00
Laundry	1,000.00	1,050.00
Maintenance & Repairs	2,100.00	2,100.00

Sales:

\$ 17,000.00	\$ 16,000.00
1,500.00	2,000.00
18,000.00	18,000.00
17,000.00	20,000.00
45,000.00	45,000.00
700.00	700.00
21,000.00	18,000.00
11,000.00	8,200.00
2,500.00	2,500.00
4,000.00	5,000.00
<u>\$ 137,700.00</u>	<u>\$ 135,400.00</u>

\$ 12,920.00	\$ 12,160.00
1,125.00	1,500.00
12,600.00	12,600.00
11,560.00	13,600.00
36,000.00	32,000.00
<u>\$ 74,205.00</u>	<u>\$ 71,860.00</u>

\$ 63,495.00	\$ 63,540.00
5,000.00	7,000.00
16,350.00	15,500.00
600.00	500.00
2,500.00	2,500.00
3,912.00	4,080.00
<u>\$ 28,362.00</u>	<u>\$ 29,580.00</u>

\$ 333.00	\$ 333.00
4,600.00	4,500.00
250.00	200.00
35.00	35.00
250.00	250.00
1,000.00	1,300.00
1,050.00	1,000.00
2,500.00	2,100.00
10,247.00	10,247.00
1,823.00	1,823.00
100.00	100.00
50.00	50.00
4,144.00	4,768.00
165.00	250.00
420.00	417.00
<u>\$ 26,967.00</u>	<u>\$ 27,373.00</u>
\$ 55,329.00	\$ 56,953.00
<u>\$ 8,166.00</u>	<u>\$ 6,587.00</u>

Gas, Oil, Grease  
Auto Accessories  
Liquor  
Sporting Goods  
Groceries  
Labor Service  
Cabin Rental  
Boat Rental  
Commissions  
Miscellaneous Income

TOTAL SALES

Cost of Sales:

- Gas, Oil, Grease
- Auto Accessories
- Liquor
- Sporting Goods
- Groceries

TOTAL COST

GROSS PROFIT

Operating Expense - Salaries & Taxes:

- Management
- Attendants
- Liquor Store Clerk
- Other (Maids)
- Taxes & Retirement

TOTAL OPERATING EXPENSE

Other Operating Expense:

- Liquor License
- Utilities
- Telephone & Postage
- Office Supplies
- Vehicle Operation
- Operating Supplies
- Laundry
- Maintenance & Repair
- Depreciation
- Insurance
- Advertising
- Per Diem
- Administrative Expense
- Interest
- Inventory Expense

TOTAL OTHER OPERATING EXPENSE

TOTAL EXPENSE

NET PROFIT FROM OPERATION



WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>DEPARTMENT 04- RESERVATION LAKE</u>	<u>1973 BUDGET</u>	<u>1974 BUDGET</u>
<b>Sales:</b>		
Gas, Oil, Grease	\$ 3,000.00	\$ 3,000.00
Auto Accessories	100.00	100.00
Liquor	3,600.00	4,000.00
Sporting Goods	5,000.00	4,500.00
Groceries	4,500.00	7,500.00
Cabin Rental	1,200.00	1,500.00
Boat Rental	3,000.00	4,000.00
Commissions	400.00	600.00
<b>TOTAL:</b>	<b>\$ 20,800.00</b>	<b>\$ 25,200.00</b>
<b><u>COST OF SALES:</u></b>		
Gas, Oil, Grease	\$ 2,280.00	\$ 2,280.00
Auto Accessories	75.00	75.00
Liquor	2,520.00	2,800.00
Sporting Goods	3,400.00	3,060.00
Groceries	3,600.00	6,000.00
<b>TOTAL COST</b>	<b>\$ 11,875.00</b>	<b>\$ 14,215.00</b>
<b>GROSS PROFIT</b>	<b>\$ 8,925.00</b>	<b>\$ 10,985.00</b>
<b><u>Operating Expense - Salaries &amp; Taxes:</u></b>		
Management	\$ 1,500.00	\$ 1,600.00
Liquor Clerk	1,200.00	1,300.00
Taxes & Retirement	432.00	464.00
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 3,132.00</b>	<b>\$ 3,364.00</b>
<b><u>Other Operating Expense:</u></b>		
Liquor License	\$ 92.00	\$ 92.00
Utilities	400.00	400.00
Telephone & Postage	-0-	-0-
Vehicle Operation	150.00	300.00
Operating Supplies	600.00	300.00
Maintenance & Repair	300.00	400.00
Depreciation	797.00	797.00
Insurance	839.00	839.00
Administrative Expense	750.00	592.00
<b>TOTAL OTHER OPERATING EXPENSE</b>	<b>\$ 3,928.00</b>	<b>\$ 3,720.00</b>
<b>TOTAL EXPENSE</b>	<b>\$ 7,060.00</b>	<b>\$ 7,084.00</b>
<b>NET PROFIT FROM OPERATION</b>	<b>\$ 1,865.00</b>	<b>\$ 3,901.00</b>

DEPARTMENT 04- RESERVATION LAKE

Sales:

1973 BUDGET		1974 BUDGET	
\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00
Gas, Oil, Grease	Gas, Oil, Grease	Gas, Oil, Grease	Gas, Oil, Grease
Auto Accessories	Auto Accessories	Auto Accessories	Auto Accessories
Liquor	Liquor	Liquor	Liquor
Sporting Goods	Sporting Goods	Sporting Goods	Sporting Goods
Groceries	Groceries	Groceries	Groceries
Cabin Rental	Cabin Rental	Cabin Rental	Cabin Rental
Boat Rental	Boat Rental	Boat Rental	Boat Rental
Commissions	Commissions	Commissions	Commissions
TOTAL:	TOTAL:	TOTAL:	TOTAL:
\$ 20,800.00	\$ 20,800.00	\$ 25,200.00	\$ 25,200.00
COST OF SALES:	COST OF SALES:	COST OF SALES:	COST OF SALES:
Gas, Oil, Grease	Gas, Oil, Grease	Gas, Oil, Grease	Gas, Oil, Grease
Auto Accessories	Auto Accessories	Auto Accessories	Auto Accessories
75.00	75.00	75.00	75.00
Liquor	Liquor	Liquor	Liquor
2,520.00	2,520.00	2,800.00	2,800.00
Sporting Goods	Sporting Goods	Sporting Goods	Sporting Goods
3,400.00	3,400.00	3,060.00	3,060.00
Groceries	Groceries	Groceries	Groceries
3,600.00	3,600.00	6,000.00	6,000.00
TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST
\$ 11,875.00	\$ 11,875.00	\$ 14,215.00	\$ 14,215.00
GROSS PROFIT	GROSS PROFIT	GROSS PROFIT	GROSS PROFIT
\$ 8,925.00	\$ 8,925.00	\$ 10,985.00	\$ 10,985.00
Operating Expense - Salaries & Taxes:	Operating Expense - Salaries & Taxes:	Operating Expense - Salaries & Taxes:	Operating Expense - Salaries & Taxes:
Management	Management	Management	Management
Liquor Clerk	Liquor Clerk	Liquor Clerk	Liquor Clerk
Taxes & Retirement	Taxes & Retirement	Taxes & Retirement	Taxes & Retirement
432.00	432.00	464.00	464.00
TOTAL OPERATING EXPENSE	TOTAL OPERATING EXPENSE	TOTAL OPERATING EXPENSE	TOTAL OPERATING EXPENSE
\$ 3,132.00	\$ 3,132.00	\$ 3,364.00	\$ 3,364.00
Other Operating Expense:	Other Operating Expense:	Other Operating Expense:	Other Operating Expense:
Liquor License	Liquor License	Liquor License	Liquor License
Utilities	Utilities	Utilities	Utilities
Telephone & Postage	Telephone & Postage	Telephone & Postage	Telephone & Postage
Vehicle Operation	Vehicle Operation	Vehicle Operation	Vehicle Operation
Operating Supplies	Operating Supplies	Operating Supplies	Operating Supplies
600.00	600.00	300.00	300.00
Maintenance & Repair	Maintenance & Repair	Maintenance & Repair	Maintenance & Repair
300.00	300.00	400.00	400.00
Depreciation	Depreciation	Depreciation	Depreciation
797.00	797.00	797.00	797.00
Insurance	Insurance	Insurance	Insurance
839.00	839.00	839.00	839.00
Administrative Expense	Administrative Expense	Administrative Expense	Administrative Expense
750.00	750.00	592.00	592.00
TOTAL OTHER OPERATING EXPENSE	TOTAL OTHER OPERATING EXPENSE	TOTAL OTHER OPERATING EXPENSE	TOTAL OTHER OPERATING EXPENSE
\$ 3,928.00	\$ 3,928.00	\$ 3,720.00	\$ 3,720.00
TOTAL EXPENSE	TOTAL EXPENSE	TOTAL EXPENSE	TOTAL EXPENSE
\$ 7,060.00	\$ 7,060.00	\$ 7,084.00	\$ 7,084.00
NET PROFIT FROM OPERATION	NET PROFIT FROM OPERATION	NET PROFIT FROM OPERATION	NET PROFIT FROM OPERATION
\$ 4,997.00	\$ 4,997.00	\$ 3,901.00	\$ 3,901.00

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>DEPARTMENT 05 - APACHE INDIAN PINE</u>	<u>1973</u> <u>BUDGET</u>	<u>1974</u> <u>BUDGET</u>
<b>Sales:</b>		
Gas, Oil, Grease	\$ 30,000.00	\$ 14,000.00
Auto Accessories	3,000.00	750.00
Sporting Goods	12,000.00	7,000.00
Groceries	20,000.00	12,000.00
Labor	1,000.00	200.00
Cabin Rental	10,000.00	7,600.00
Commissions	1,500.00	1,500.00
<b>TOTAL SALES</b>	<b>\$ 77,500.00</b>	<b>\$ 43,050.00</b>
<b><u>COST OF SALES:</u></b>		
Gas, Oil, Grease	22,800.00	10,640.00
Auto Accessories	2,250.00	562.00
Sporting Goods	8,160.00	4,760.00
Groceries	16,000.00	9,600.00
<b>TOTAL COST</b>	<b>\$ 49,210.00</b>	<b>25,562.00</b>
<b>GROSS PROFIT</b>	<b>\$ 28,290.00</b>	<b>\$ 17,488.00</b>
<b><u>Operating Expense - Salaries &amp; Taxes:</u></b>		
Management	3,500.00	2,000.00
Attendants	6,000.00	4,300.00
Taxes & Retirement	1,520.00	1,008.00
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 11,020.00</b>	<b>\$ 7,308.00</b>
<b><u>Other Operating Expense:</u></b>		
Utilities	3,000.00	2,000.00
Telephone & Postage	200.00	150.00
Vehicle Operation	250.00	150.00
Operating Supplies	500.00	200.00
Laundry	200.00	-0-
Maintenance & Repair	1,500.00	100.00
Depreciation	4,080.00	4,080.00
Insurance	1,935.00	1,935.00
Advertising	200.00	100.00
Rent	-0-	-0-
Per Diem	50.00	-0-
Administrative Expense	2,835.00	1,184.00
Interest	135.00	89.00
Inventory Expense	417.00	417.00

	\$	30,000.00	\$	14,300.00	
Gas, Oil, Grease		3,000.00		750.00	
Auto Accessories		12,000.00		7,000.00	
Groceries		20,000.00		12,000.00	
Labor		1,000.00		200.00	
Cabin Rental		10,000.00		7,600.00	
Commissions		1,500.00		1,500.00	
<b>TOTAL SALES</b>	\$	77,500.00	\$	43,050.00	
<b>COST OF SALES:</b>					
Gas, Oil, Grease		22,800.00		10,640.00	
Auto Accessories		2,250.00		562.00	
Sporting Goods		8,160.00		4,760.00	
Groceries		16,000.00		9,600.00	
<b>TOTAL COST</b>	\$	49,210.00	\$	25,562.00	
<b>GROSS PROFIT</b>	\$	28,290.00	\$	17,488.00	
<b>Operating Expense - Salaries &amp; Taxes:</b>					
Management		3,500.00		2,000.00	
Attendants		6,000.00		4,300.00	
Taxes & Retirement		1,523.00		1,008.00	
<b>TOTAL OPERATING EXPENSE</b>	\$	11,020.00	\$	7,308.00	
<b>Other Operating Expense:</b>					
Utilities		3,000.00		2,000.00	
Telephone & Postage		200.00		150.00	
Vehicle Operation		250.00		150.00	
Operating Supplies		500.00		200.00	
Laundry		200.00		-0-	
Maintenance & Repair		1,500.00		100.00	
Depreciation		4,030.00		4,080.00	
Insurance		1,935.00		1,935.00	
Advertising		200.00		100.00	
Rent		-0-		-0-	
Per Diem		50.00		-0-	
Administrative Expense		2,835.00		1,184.00	
Interest		135.00		89.00	
Inventory Expense		417.00		417.00	
<b>TOTAL OTHER OPERATING EXPENSE</b>	\$	15,302.00	\$	10,405.10	
<b>TOTAL EXPENSE</b>	\$	26,322.00	\$	17,713.00	
<b>NET PROFIT FROM OPERATION</b>	\$	1,968.00	\$	(225.00)	

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

DEPARTMENT 06 - CARRIZO

	<u>1973</u> <u>BUDGET</u>	<u>1974</u> <u>BUDGET</u>
<b>Sales:</b>		
Gas, Oil, Grease	\$ 90,000.00	\$ 90,000.00
Auto Accessories	8,000.00	9,000.00
Liquor	93,000.00	96,000.00
Sporting Goods	7,000.00	6,500.00
Groceries	45,000.00	50,000.00
Labor	2,000.00	1,500.00
Cabin Rental	700.00	800.00
Commissions	900.00	900.00
<b>TOTAL SALES:</b>	<b>\$ 246,600.00</b>	<b>\$ 254,700.00</b>
<b><u>Cost of Sales:</u></b>		
Gas, Oil, Grease	68,400.00	68,400.00
Auto Accessories	6,000.00	6,750.00
Liquor	65,100.00	67,200.00
Sporting Goods	4,760.00	4,420.00
Groceries	36,000.00	40,000.00
<b>TOTAL COST</b>	<b>\$ 180,260.00</b>	<b>\$ 186,770.00</b>
<b>GROSS PROFIT</b>	<b>\$ 66,340.00</b>	<b>\$ 67,930.00</b>
<b><u>Operating Expense - Salaries &amp; Taxes:</u></b>		
Management	7,500.00	7,500.00
Liquor Clerk	4,360.00	4,500.00
Attendants	21,200.00	20,100.00
Taxes & Retirement	5,280.00	5,136.00
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 38,340.00</b>	<b>\$ 37,236.00</b>
<b><u>Other Operating Expense:</u></b>		
Liquor	\$ 104.00	104.00
Utilities	1,600.00	1,700.00
Telephone & Postage	150.00	175.00
Vehicle Operation	500.00	600.00
Operating Supplies	600.00	625.00
Laundry	200.00	200.00
Maintenance & Repair	1,500.00	1,500.00
Depreciating	3,215.00	3,215.00
Insurance	1,730.00	1,730.00
Advertising	300.00	200.00
Rent	144.00	-0-
Per Diem	100.00	-0-
Administrative Expense	9,017.00	8,288.00

Sales:

\$ 90,000.00	\$ 90,000.00	Gas, Oil, Grease
9,000.00	8,000.00	Auto Accessories
96,000.00	93,000.00	Liquor
6,500.00	7,000.00	Sporting Goods
50,000.00	45,000.00	Groceries
1,500.00	2,000.00	Labor
800.00	700.00	Cabin Rental
900.00	500.00	Commissions
<u>\$ 254,700.00</u>	<u>\$ 246,600.00</u>	TOTAL SALES:

68,400.00	68,400.00	Gas, Oil, Grease
6,750.00	6,000.00	Auto Accessories
67,200.00	65,100.00	Liquor
4,420.00	4,760.00	Sporting Goods
40,000.00	36,000.00	Groceries
<u>\$ 186,770.00</u>	<u>\$ 180,260.00</u>	TOTAL COST

\$ 67,930.00	\$ 66,340.00	Operating Expense - Salaries & Taxes:
7,500.00	7,500.00	Management
4,500.00	4,360.00	Liquor Clerk
20,100.00	21,200.00	Attendants
5,136.00	5,280.00	Taxes & Retirement
<u>\$ 37,236.00</u>	<u>\$ 36,340.00</u>	TOTAL OPERATING EXPENSE

Other Operating Expense:

104.00	104.00	Liquor
1,700.00	1,600.00	Utilities
175.00	150.00	Telephone & Postage
600.00	500.00	Vehicle Operation
625.00	600.00	Operating Supplies
200.00	200.00	Laundry
200.00	200.00	Maintenance & Repair
1,500.00	1,500.00	Depreciating
3,215.00	3,215.00	Insurance
1,730.00	1,730.00	Advertising
200.00	300.00	Rent
-0-	144.00	Per Diem
-0-	100.00	Administrative Expense
8,288.00	9,017.00	Inventory Expense
417.00	417.00	
<u>\$ 13,754.00</u>	<u>\$ 19,577.00</u>	TOTAL OTHER OPERATING EXPENSE

\$ 55,930.00	\$ 57,917.00	TOTAL EXPENSE
<u>\$ 11,940.00</u>	<u>\$ 6,423.00</u>	NET PROFIT FROM OPERATION

BUDGET  
1973

BUDGET  
1974

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

DEPARTMENT 07 - APACHE SERVICE

	<u>1973</u> <u>BUDGET</u>	<u>1974</u> <u>BUDGET</u>
<b>Sales:</b>		
Gas, Oil Grease	\$ 150,000.00	\$ 165,000.00
Auto Accessories	21,000.00	28,000.00
Liquor	450,000.00	460,000.00
Sporting Goods	10,500.00	13,500.00
Groceries	100,000.00	130,000.00
Labor	7,500.00	7,000.00
Commissions	1,100.00	1,100.00
<b>TOTAL SALES:</b>	<u>\$ 740,100.00</u>	<u>\$ 802,600.00</u>
 <b>Cost of Sales:</b>		
Gas, Oil, Grease	\$ 114,000.00	\$ 125,400.00
Auto Accessorie	15,750.00	19,500.00
Liquor	315,000.00	322,000.00
Sprting Goods	7,140.00	9,180.00
Groceries	<u>80,000.00</u>	<u>104,000.00</u>
<b>TOTAL COST</b>	<u>\$ 531,890.00</u>	<u>\$ 580,080.00</u>
<b>GROSS PROFIT</b>	<b>\$ 208,210.00</b>	<b>222,520.00</b>
 <b>Operating Expense - Salaries &amp; Taxes:</b>		
Manager	\$ 8,400.00	\$ 9,500.00
Attendants	48,200.00	50,850.00
Liquor Clerk	19,000.00	20,450.00
Taxes & Retirement	<u>12,096.00</u>	<u>12,928.00</u>
<b>TOTAL OPERATING EXPENSE</b>	<u>\$ 87,696.00</u>	<u>\$ 93,728.00</u>
 <b>Other Operating Expense:</b>		
Liquor License	,104.00	,104.00
Utilities	2,000.00	2,250.00
Telephone	225.00	300.00
Vehicle Operation	400.00	600.00
Operating Supplies	2,500.00	2,500.00
Laundry	200.00	200.00
Maintenance & Repair	2,800.00	2,900.00
Depreciation	4,330.00	4,330.00
Insurance	1,930.00	1,930.00
Advertising	200.00	400.00
Per Dien	100.00	200.00
Administrative Expense	26,892.00	24,866.00
Interest	676.00	446.00

Sales:

\$ 150,000.00	Gas, Oil Grease
21,000.00	Auto Accessories
450,000.00	Liquor
10,500.00	Sporting Goods
100,000.00	Groceries
7,500.00	Labor
1,100.00	Commissions
<u>\$ 740,100.00</u>	TOTAL SALES:

Cost of Sales:

\$ 114,000.00	Gas, Oil, Grease
15,750.00	Auto Accessorie
315,000.00	Liquor
7,140.00	Sprting Goods
50,000.00	Groceries
<u>\$ 531,690.00</u>	TOTAL COST
\$ 206,210.00	GROSS PROFIT

Operating Expense - Salaries & Taxes:

\$ 8,400.00	Manager
48,200.00	Attendants
19,000.00	Liquor Clerk
12,096.00	Taxes & Retirement
<u>\$ 87,696.00</u>	TOTAL OPERATING EXPENSE
\$ 9,500.00	Other Operating Expense:
9,500.00	Liquor License
2,250.00	Utilities
300.00	Telephone
400.00	Vehicle Operation
2,500.00	Operating Supplies
200.00	Laundry
200.00	Maintenance & Repair
2,800.00	Depreciation
4,330.00	Insurance
1,930.00	Advertising
200.00	Per Diem
100.00	Administrative Expense
26,892.00	Interest
676.00	Inventory Expense
417.00	TOTAL OPERATING EXPENSE
\$ 127,774.00	TOTAL OPERATING EXPENSE

NET PROFIT FROM OPERATION

\$ 77,740.00	
<u>\$ 130,470.00</u>	
\$ 41,443.00	
<u>\$ 135,171.00</u>	
87,349.00	

BUDGET  
1973

BUDGET  
1974



WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>DEPARTMENT 08 - APACHE FLAME:</u>	<u>1973</u> <u>BUDGET</u>	<u>1974</u> <u>BUDGET</u>
<u>Sales:</u>		
Liquor	\$ 120,000.00	\$ 135,500.00
Commissions	3,000.00	4,300.00
Groceries	<u>3,100.00</u>	<u>3,100.00</u>
TOTAL SALES	\$ 126,100.00	\$ 142,900.00
<u>Cost of Sales:</u>		
Liquor	\$ 72,000.00	\$ 81,300.00
Groceries	<u>2,480.00</u>	<u>2,480.00</u>
TOTAL COST	\$ <u>74,480.00</u>	\$ <u>83,780.00</u>
GROSS PROFIT	\$ 51,620.00	\$ 59,120.00
<u>Operating Expense - Salaries &amp; Taxes:</u>		
Management	\$ 7,000.00	\$ 7,700.00
Liquor Clerk	9,500.00	9,500.00
Taxes & Retirement	<u>2,640.00</u>	<u>2,752.00</u>
TOTAL OPERATING EXPENSE	\$ 19,140.00	\$ 19,952.00
<u>Other Operating Expense:</u>		
Liquor License	\$ 129.00	\$ 129.00
Utilities	1,500.00	1,500.00
Telephone & Postage	175.00	175.00
Vehicle Operation	50.00	-0-
Operating Supplies	500.00	500.00
Maintenance & Repair	1,000.00	1,500.00
Rent	3,750.00	3,750.00
Depreciation	727.00	727.00
Insurance	765.00	765.00
Administrative Expense	<u>4,617.00</u>	<u>4,736.00</u>
TOTAL OTHER OPERATING EXPENSE	\$ <u>13,213.00</u>	\$ <u>13,782.00</u>
TOTAL OPERATING EXPENSE	\$ <u>32,353.00</u>	\$ <u>33,734.00</u>
NET PROFIT FROM OPERATION	<u>\$ 19,267.00</u>	<u>\$ 24,386.00</u>

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>DEPARTMENT 09 - McNARY LIQUOR STORE:</u>	<u>1973</u> <u>BUDGET</u>	<u>1974</u> <u>BUDGET</u>
<u>Sales:</u>		
Liquor	\$ 82,000.00	\$ 82,700.00
Groceries	14,000.00	14,000.00
Commissions	<u>175.00</u>	<u>175.00</u>
TOTAL SALES	\$ 96,175.00	\$ 96,875.00
<u>Cost of Sales:</u>		
Liquor	\$ 61,500.00	\$ 62,025.00
Groceries	<u>11,200.00</u>	<u>11,200.00</u>
TOTAL COST	\$ 72,700.00	\$ 73,225.00
GROSS PROFIT	\$ 23,475.00	\$ 23,650.00
<u>Operating Expense - Salaries &amp; Taxes:</u>		
Management	\$ 7,000.00	\$ 7,830.00
Liquor Clerk	5,000.00	4,300.00
Taxes & Retirement	<u>1,920.00</u>	<u>1,940.00</u>
TOTAL OPERATING EXPENSE	\$ 13,920.00	\$ 14,070.00
<u>Other Operating Expense:</u>		
Liquor License	\$ 104.00	104.00
Utilities	1,000.00	1,200.00
Telephone	175.00	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	3,513.00	2,960.00
Inventory Expense	<u>417.00</u>	<u>417.00</u>
TOTAL OTHER OPERATING EXPENSE	\$ 8,117.00	\$ 7,764.00
TOTAL EXPENSE	\$ 22,037.00	\$ 21,834.00
NET PROFIT FROM OPERATION	<u>\$ 1,438.00</u>	<u>\$ 1,816.00</u>

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>DEPARTMENT 10 - HORSESHOE LAKE:</u>	<u>1973</u> <u>BUDGET</u>	<u>1974</u> <u>BUDGET</u>
<u>Sales:</u>		
Liquor	\$ 4,500.00	\$ 4,000.00
Sporting Goods	5,500.00	6,000.00
Groceries	5,000.00	8,000.00
Boat Rental	4,000.00	7,000.00
Commissions	400.00	800.00
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TOTAL SALES	\$ 19,400.00	\$ 25,800.00
<u>Cost of Sales:</u>		
Liquor	\$ 3,150.00	\$ 2,800.00
Sporting Goods	3,740.00	4,080.00
Groceries	4,000.00	6,400.00
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TOTAL COST	\$ 10,890.00	\$ 13,280.00
GROSS PROFIT	\$ 8,510.00	\$ 12,520.00
<u>Operating Expense - Salaries &amp; Taxes:</u>		
Management	\$ 1,550.00	\$ 1,650.00
Liquor Clerk	1,250.00	1,400.00
Taxes & Retirement	448.00	488.00
	<hr/>	<hr/>
TOTAL OPERATING EXPENSE	\$ 3,248.00	\$ 3,538.00
<u>Other Operating Expense:</u>		
Liquor License	\$ 92.00	\$ 92.00
Utilities	500.00	400.00
Operating Supplies	350.00	500.00
Maintenance & Repair	400.00	500.00
Depreciation	2,884.00	2,884.00
Insurance	642.00	642.00
Administrative Expense	704.00	592.00
Interest	821.00	541.00
	<hr/>	<hr/>
TOTAL OTHER OPERATING EXPENSE	\$ 6,393.00	\$ 6,151.00
TOTAL OPERATING EXPENSE	\$ 9,641.00	\$ 9,689.00
NET PROFIT FROM OPERATION	\$ (1,131.00)	\$ 2,831.00

Utilities	\$ 400.00	\$ 600.00
Maintenance & Repair	800.00	1,500.00
Depreciation	1,842.00	1,842.00
Administrative Expense	556.00	592.00

WHITE MOUNTAIN APACHE ENTERPRISES  
1973/74 BUDGET

<u>DEPARTMENT 11 - HAWLEY LAKE HOMESITES:</u>	<u>1973 BUDGET</u>	<u>1974 BUDGET</u>
<u>Sales:</u>		
Leasing & Closing	\$ 39,100.00	\$ 43,200.00
Utilities	26,910.00	26,950.00
Commissions	-0-	4,000.00
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TOTAL SALES	\$ 66,010.00	\$ 74,150.00
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GROSS PROFIT	\$ 66,010.00	\$ 74,150.00
<u>Operating Expense - Salaries &amp; Taxes:</u>		
Management	\$ 8,400.00	\$ 8,400.00
Attendants	8,410.00	8,870.00
Taxes & Retirement	2,689.00	2,763.00
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TOTAL OPERATING EXPENSE	\$ 19,499.00	\$ 20,033.00
<u>Other Operating Expense:</u>		
Utilities	\$ 1,200.00	\$ 1,200.00
Telephone & Postage	300.00	250.00
Vehicle Operation	2,000.00	2,000.00
Maintenance & Repair	5,000.00	10,000.00
Depreciation	8,613.00	8,613.00
Administrative Expense	2,412.00	2,368.00
Interest	1,262.00	832.00
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TOTAL OTHER OPERATING EXPENSE	\$ 20,787.00	\$ 25,263.00
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TOTAL EXPENSE	\$ 40,286.00	\$ 45,296.00
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NET PROFIT FROM OPERATION	\$ 25,724.00	\$ 28,854.00
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Gas, Oil, Grease	\$ 20,000.00
Auto Accessories	5,000.00
Liquor	15,000.00
Sporting Goods	10,000.00
Groceries	8,000.00

WHITE MOUNTAIN APACHE ENTERPRISE  
1973/74 BUDGET

<u>DEPARTMENT 12 - HON DAH HOMESITES:</u>	<u>1973 BUDGET</u>	<u>1974 BUDGET</u>
<u>Sales:</u>		
Leasing & Closing	\$ 11,810.00	\$ 17,200.00
Utilities	3,450.00	6,000.00
Commission	<u>-0-</u>	<u>2,000.00</u>
 TOTAL SALES	 \$ <u>15,260.00</u>	 \$ <u>25,200.00</u>
 GROSS PROFIT	 \$ 15,260.00	 \$ 25,200.00
<u>Other Operating Expense:</u>		
Utilities	\$ 400.00	\$ 600.00
Maintenance & Repair	800.00	1,500.00
Depreciation	1,842.00	1,842.00
Administrative Expense	556.00	592.00
Interest	<u>1,809.00</u>	<u>1,193.00</u>
 TOTAL OPERATING EXPENSE	 \$ <u>5,407.00</u>	 \$ <u>5,727.00</u>
 NET PROFIT FROM OPERATION	 \$ <u>2,344.00</u>	 \$ <u>19,473.00</u>