

Executive Director Update – Steve Earnest

○ ***Fingerprinting:***

- thru Nov 2023 - 947 prints, \$18,642 margin
- thru Nov 2022 – 1,093 prints, \$19,839 margin
- thru Nov 2021 - 939 prints, \$16,929 margin

○ ***Print Shop:***

- thru Nov 2023 - \$ (5,195) margin (revenues = \$26,952, GOAL = \$12,019, **client district = \$5,086**). Almost 1/2 of revenues are from GOAL Digital.
- thru Nov 2022 - \$4,204 margin (revenues = \$34,342, GOAL = \$7,966, **client district = \$8,150**)
- thru Nov 2019 - \$ 42 margin (revenues = \$39,611, GOAL = \$2,552, **client district = \$22,583**)

○ ***Facility:***

- **Kitchen/Cafe** - Bistro tables and chairs have been delivered.
- **Lighting** - Fluorescent bulbs that are used throughout the facility are becoming obsolete.....will need to transition the entire facility to LED lighting.