The Couchiching Conservancy Financial Statements For the Year Ended October 31, 2016

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Independent Auditors' Report

To the Members of The Couchiching Conservancy

Report on the Financial Statements

We have audited the accompanying financial statements of The Couchiching Conservancy, which comprise the statement of financial position as at October 31, 2016, and the statement of operations and changes in net assets and the statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Basis for Qualified Opinion

In common with many charitable organizations, the organization derives revenue from donations and special events, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues for the years ending October 31, 2016 and October 31, 2015 was limited to the amounts recorded in the records of the organization and we were not able to determine whether any adjustments might be necessary to donations and special events revenue, excess of revenues over expenses, and cash flows from operations.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial position of The Couchiching Conservancy as at October 31, 2016, and the results of its operations and its cash flows for the year then ended is in accordance with Canadian accounting standards for not-for-profit organizations.

Hehn Trickey Professional Corporation Chartered Professional Accountants

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Authorized to practise public accounting by the Chartered Professional Accountants of Ontario

Orillia, Ontario January 10, 2017

The Couchiching Conservancy Statement of Financial Position As at October 31, 2016

		Operating Fund		cquisition & Capital Fund		Other Fund	October 31 2016		October 31 2015
Assets									
Current									
Cash and bank	\$	131,123	\$		\$	- \$	- ,	\$	340,469
Short-term investments (Note 3)		51,886		83,270		356,182	491,338		306,120
Accounts receivable		31,163		-		-	31,163		40,231
Grants receivable		67,471		-		-	67,471		130,557 2,014
Accrued interest receivable Interfund receivable		915		-		-	915		19,820
Prepaid expenses		- 4,651		_		_	4,651		3,980
Tropald expenses		7,001					7,001		3,300
		287,209		83,270		356,182	726,661		843,191
Long-term investments (Note 3)		_		_		59,108	59,108		102,177
		_		_		84,579	84,579		61,857
Endowment assets (Note 4) Capital assets (Note 5 and 14)		3,026		3,968,621		<u>-</u>	3,971,647		3,576,024
	\$	290,235	\$	4,051,891	\$	499,869	4,841,995	\$	4,583,249
Liabilities and Net Assets									
Current									
Accounts payable	\$	35,817	¢	_	\$	- \$	35,817	¢	133,855
Interfund payable	Ψ	33,017	Ψ	_	Ψ	- 4	. 33,017	Ψ	19,820
Deferred contributions (Note 9)		106,604		_		_	106,604		163,602
(- /		•					•		
		142,421		-		-	142,421		317,277
Net Assets									
Unrestricted (Note 6)		57,451		_		_	57,451		59,672
Invested in capital assets (Note 6 and 7)		3,026		3,968,621		-	3,971,647		3,576,024
Internally restricted - acquisition (Note 7)		· -		83,270		-	83,270		59,770
President's reserve (Note 6)		87,337		-		-	87,337		159,719
Internally restricted - other (Note 8)		-		-		499,869	499,869		410,787
		147,814		4,051,891		499,869	4,699,574		4,265,972
	<u></u>	290,235	\$	4,051,891	\$	499,869	4,841,995	\$	4,583,249

The Couchiching Conservancy Statement of Operations and Changes in Net Assets For the Year Ended October 31, 2016

	Operating Fund	cquisition & Capital Fund	Other Fund	October 31 2016	Budget (Note 11)	October 31 2015
Revenues						
Donations (Schedule 1)	\$ 146,512	\$ 254,288	\$ 91,455	\$ 492,255	\$ 201,764	\$ 478,383
Grants (Schedule 1)	381,154	89,204	-	470,358	576,588	432,079
Interest	11,120	-	-	11,120	6,000	8,499
Merchandise and services	21,503	-	-	21,503	22,300	17,304
Miscellaneous	3,100	-	-	3,100	1,700	792
Special events	 23,356	-	-	23,356	20,000	28,129
	 586,745	343,492	91,455	1,021,692	828,352	965,186
Expenses						
Advertising and promotion	4,856	-	-	4,856	2,000	11,355
Amortization (Note 14)	1,426	4,886	-	6,312	-	1,445
Bank charges and interest	847	-	-	847	850	824
Dues, fees and licences	2,898	-	-	2,898	3,150	2,660
Fundraising and volunteers	2,590	-	-	2,590	8,000	8,440
General and office	9,461	-	-	9,461	12,092	4,879
Insurance	7,413	-	2,373	9,786	32,140	9,298
Materials and supplies	3,333	-	-	3,333	6,119	12,162
Printing and postage	7,420		-	7,420	14,017	10,872
Professional fees and closing costs	35,197	4,396	-	39,593	40,214	41,191
Property taxes and maintenance	6,449	-	-	6,449	5,500	7,613
Property and easement acquisitions	45.000	400,518	-	400,518	126,327	383,636
Property lease	15,269	-	=	15,269	13,970	9,990
Purchased merchandise Special events	2,419	-	-	2,419	1,900	1,619
Subcontracts	8,819	-	-	8,819	13,825	9,805
	156,502 2,126	-	-	156,502 2,126	191,504 3,200	120,310 3,120
Training and conference Travel	10,435	-	-	10,435	3,200 15,428	16,471
Utilities and telephone	8,806	-	-	8,806	7,596	7,889
Wages and benefits	284,669	5,500	-	290,169	283,196	289,306
Loss on disposal of assets	-	-	-	-	-	41,759
	570,935	415,300	2,373	988,608	781,028	994,644
Excess (deficiency) of revenues over expenses	15,810	(71,808)	89,082	33,084	47,324	(29,458
Interfund transfers	(90,422)	90,422	-	-	(47,300)	(_0, 100
Property and easement acquisitions	(, - <u>-</u>)	400,518	_	400,518	-	383,636
Net assets, beginning of year	222,426	3,632,759	410,787	4,265,972	4,265,972	3,911,794
Net assets, end of year (Note 6, 7, 8)	\$ 147,814	\$ 4,051,891	\$ 499,869	\$ 4,699,574	\$ 4,265,996	\$ 4,265,972

The Couchiching Conservancy Statement of Cash Flows As at October 31, 2016

	Operating Fund		Acquisition & Capital Fund		Other Fund		October 31 2016		October 31 2015
Cash provided by (used in)									
Operating activities Excess (deficiency) of revenues over expenses	\$ 15,810	\$	(71,808)	\$	89,082	\$	33,084	\$	(29,458)
Items not involving cash Amortization of capital assets	1,426	·	4,886	·	-	·	6,312	•	1,445
Loss on disposal of assets	-		-		-		-		41,758
Property and easement acquisitions Interfund transfers	(90,422)		400,518 90,422		-		400,518 -		383,636 -
Changes in non-cosh werking conital halaness	(73,186)		424,018		89,082		439,914		397,381
Changes in non-cash working capital balances Accounts receivable	9,068		_		_		9,068		26,449
Grants receivable	63,085		-		_		63,085		(118,157)
Accrued interest receivable	1,099		-		-		1,099		1,477
Prepaid expenses	(671)		-		-		(671)		(3,830)
Accounts payable	(98,037)		-		-		(98,037)		104,320
Deferred contributions	(56,998)		-		-		(56,998)		75,126
Change in interfund balances	(19,820)		19,820		-		-		-
	(175,460)		443,838		89,082		357,460		482,766
Investing and financing activities									
Property and easement acquisition	-		(400,518)		-		(400,518)		(383,636)
Purchase of furniture and equipment	(1,417)		-		-		(1,417)		- 00 400
Purchase of long term investments Purchase of endowment assets	19,417		_		23,652 (22,722)		43,069 (22,722)		63,193 (22,437)
1 divided of chaowing it assets	18,000		(400 E49)		930		•		
	10,000		(400,518)		930		(381,588)		(342,880)
Increase (decrease) in cash during the year	(157,460)		43,320		90,012		(24,128)		139,886
Cash, beginning of year	340,469		39,950		266,170		646,589		506,703
Cash, end of year	\$ 183,009	\$	83,270	\$	356,182	\$	622,461	\$	646,589
Represented by									
Cash and bank	\$ 131,123	\$	-	\$	-	\$	131,123	\$	340,469
Short-term investments	51,886		83,270		356,182		491,338		306,120
	\$ 183,009	\$	83,270	\$	356,182	\$	622,461	\$	646,589

1. Significant Accounting Policies

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations.

Nature of Organization

The Couchiching Conservancy was incorporated without share capital under the laws of Canada on November 4, 1993. The objects of the organization are as follows:

- a) To preserve, protect, restore and improve the natural environment of the Couchiching Severn region.
- b) To encourage and foster an understanding and awareness of the natural environment and its value in enhancing our quality of life.
- c) To acquire, maintain and preserve lands, or interests in lands, of ecological, recreational, scientific, scenic, heritage or open space value.
- d) To promote and undertake research and data collection on the natural environment and to distribute the findings to the public.

The organization is a registered charity and, as such, is exempt from income tax and may issue income tax receipts to donors.

Fund Accounting

The organization follows the restricted fund method of accounting for contributions.

The Operating Fund accounts for the organization's program delivery and administrative activities, which include the stewardship of existing properties and the indirect costs of property acquisition. This fund reports unrestricted resources and restricted operating grants.

The President's Reserve Fund is part of the operating fund created by a motion of the Board of Directors for future core operating expenditures of the organization.

The Acquisition and Capital Fund reports the assets, liabilities, revenues and direct expenses related to the organization's property acquisitions. The Board of Directors established this fund for the purpose of acquiring lands in accordance with the organization's objectives.

1. Significant Accounting Policies (continued)

Fund Accounting (continued)

The Other Fund encompasses the Property Protection Reserve Fund, The Carden Conservation Reserve Fund and the Heartwood Fund Endowment.

The Property Protection Reserve Fund reports the assets, revenues and expenditures related to the organization's property protection investments. The Board established this fund to provide investment income to maintain properties acquired, as well as to provide a source of funds for the enforcement of ecological conditions covering properties owned, protected under a conservation easement or under a management agreement.

The Carden Conservation Reserve Fund reports the assets, revenues and expenditures related to funds designated by the organization to be used directly for conservation activities on the Carden Plain. A committee is to be established to authorize the expenditure of these funds.

The Heartwood Fund Endowment was established with the purpose of providing the Couchiching Conservancy with a stable and ongoing funding stream with the intention of further increasing the permanency of the organization. It is to be used for operations, stewardship and further investment. It is not to be used for land acquisitions.

Revenue Recognition

Restricted contributions and grants are recognized as revenue of the appropriate fund in the year in which the related expenses are incurred. Unrestricted contributions and grants are recognized as revenue of the appropriate fund in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Revenue from merchandise sales, services and special events is recognized at the time of shipment, when the service is rendered or when the event occurs.

Interest income is recognized as it is earned.

1. Significant Accounting Policies (continued)

Contributed Materials and Services

Contributed materials and services which are used in the normal course of the organization's operations and would otherwise have been purchased are recorded at their fair value at the date of contribution if fair value can be reasonably estimated. Volunteers contribute their time to assist the organization in carrying out its various activities. Volunteer contributions are not recognized in the financial statements because of the difficulty of determining their fair market value.

Financial Instruments

Initial and subsequent measurement

The organization initially measures its financial assets and liabilities at fair value.

The organization subsequently measures all its financial assets and liabilities at cost or amortized cost. Changes in the fair value of these financial instruments are recognized in net income in the period incurred.

Financial assets measured at cost or amortized cost include cash, short-term investments, accounts receivable, grants receivable, accrued interest receivable, interfund receivable and long-term investments.

Financial liabilities measured at cost or amortized cost include accounts payable and interfund payable.

Impairment

For financial assets measured at cost or amortized cost, the organization determines whether there are indications of possible impairment. When there is an indication of impairment, and the organization determines that a significant adverse change has occurred during the period in the expected timing or amount of future cash flows, a write-down is recognized in net income. A previously recognized impairment loss may be reversed to the extent of the improvement. The carrying amount of the financial asset may not be greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in net income.

Investments

Short and long-term investments are recorded at cost with the exception of any investments in equity instruments that are quoted in an active market which are measured at fair value.

1. Significant Accounting Policies (continued)

Capital Assets

Purchased capital assets are recorded at cost. Contributed capital assets are recorded at fair value at the date of contribution. Where fair value cannot be reasonably determined, contributed capital assets are recorded at a nominal amount.

Furniture and equipment are included in the Operating Fund, buildings are included in the Acquisition Fund. Amortization based on the estimated useful life of the asset is calculated as follows:

Buildings - 45 years straight line basis Furniture and equipment - 10 years straight line basis Computer equipment - 5 years straight line basis

The purchase of property and easements by the Acquisition and Capital Fund are charged to the statement of operations and changes in fund balances in the period of acquisition. These acquisitions are then transferred to the balance sheet as capital assets and in the fund balances as an investment in capital assets.

Use of Estimates

The preparation of financial statements in accordance Canadian Accounting Standards for Not-for-Profit Organizations requires management to make estimates that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenditures during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on hand, bank balances and short-term investments.

2. Financial Instruments

The organization has a comprehensive risk management framework to monitor, evaluate and manage the principle risks assumed with financial instruments. The risks that arise from transacting financial instruments include credit risk and liquidity risk.

(a) Credit risk:

The organization is exposed to credit risk with respect to accounts receivable, grants receivable, accrued interest receivable, short-term investments and long-term investments. The organization assesses, on a continuous basis, the accounts receivable on the basis of amounts it is virtually certain to receive. The credit risk with respect to the short-term and long-term investments is insignificant since the majority are held in large financial institutions.

(b) Liquidity risk:

The organization's exposure to liquidity risk is dependent on the receipt of funds from its major funding sources and other related fundraising sources, whether in the form of grant revenue, fundraising or interest.

3. Investments

	 2016	2015
Savings account	\$ 1	\$ 636
Mortgage receivable, 3% due July 2016, principal and interest due annually of \$20,000, secured by land	-	19,417
Guaranteed investment certificate with interest at 0.9%, maturing in June 2018	8,383	-
Community Foundation of Orillia managed fund, redeemable	105,230	-
Guaranteed investment certificate with interest at 2.4% maturing in January 2016	-	50,000
Guaranteed investment certificate with interest stepped at 1.55%, 1.70% and 2.3%, maturing in June 2016	-	19,949
		(Continued)

3. Investments (continued)

	2016	2015
Guaranteed investment certificate with interest stepped at 1.55%, 1.70% and 2.3%, maturing in June 2016	-	16,875
Guaranteed investment certificate with interest stepped at 1.50%, 2.35% and 3.0%, maturing in January 2017	5,658	5,528
Guaranteed investment certificate with interest stepped at 1.50%, 2.35% and 3.0%, maturing in June 2017	27,874	27,232
Guaranteed investment certificate with interest at 1.35% maturing in June 2016	-	8,160
Advantage savings account with interest at 1%	352,575	210,500
Guaranteed investment certificate with interest stepped at 1.45%, 1.75% and 2.50%, maturing in February 2018	50,725	50,000
	550,446	408,297
Less amounts due or available within one year included in current assets as short-term investments	491,338	306,120
	\$ 59,108	\$ 102,177

4. Endowment Assets

Endowment assets relate to the cash surrender value of an insurance policy at October 31, 2016.

5. Capital Assets

_			2016	2015
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Acquisition and Capital Fund				
Land - Alexander Hope-Smith Nature Reserve Land - Bluebird Ranch	145,000 233,018		145,000 233,018	145,000 233,018
Land - Butler Property Land - Carthew Bay Reserve	9,552 80,800	-	9,552 80,800	9,552 80,800
Land - Church Woods	750,000	-	750,000	750,000
Land - Church Woods Road Allowance	2	-	2	2
Land - Elliott Woods	100,000	-	100,000	100,000
Land - Fawcett Nature Reserve Land - Grant Wetlands	45,000	-	45,000 147,500	45,000 147,500
Land - Grant Wellands Land - Hewetson Property	147,500 77,000	-	147,500 77,000	147,500 77,000
Land - Hewetson'r Toperty Land - Jennett Woods	175,000	- -	175,000	175,000
Land - McDarker Wetlands	16,752	-	16,752	16,752
Land - McIsaac Wetlands	20,000	-	20,000	20,000
Land - Prospect Marsh	82,500	-	82,500	82,500
Land - Roehl Reserve	23,105	-	23,105	23,105
Land - Starr Property	114,194	-	114,194	114,194
Land - Thomas Agnew Reserve	45,000	-	45,000	45,000
Land - Waterthrush Woods	16,000	-	16,000	16,000
Land - Wolf Run Alvar	184,261	-	184,261	184,261
Land - Grant Woods (Note 14) Building - Grant Woods	288,423	-	288,423	288,423
(Note 14)	439,708	4,886	434,822	266,690
Land - Turnbull Ranch	299,400	-,000	299,400	299,400
Easement - Agnew Property	30,000	_	30,000	30,000
Easement - Ironside Property	35,540	-	35,540	35,540
Easement - Konda Property	1	-	. 1	1
Easement - Larsen Property Easement - Leadbeater	198,500	-	198,500	198,500
Property	48,000	-	48,000	48,000
Easement - Mack Williams	75,000	-	75,000	75,000
Easement - Probst Property	36,750	-	36,750	36,750
Easement - Russell Property	7,500	-	7,500	7,500
Easement - Scout Valley	1	-	1	1

(Continued)

5. Capital Assets (continued)

				2016	2015
		Cost	 ccumulated mortization	Net Book Value	Net Book Value
Acquisition and Capital Fun	d (c	ontinued)			
Easement - Wilkins Property Easement - Deadman Easement - Ling		22,500 46,500 181,000	- - -	22,500 46,500 181,000	22,500 - -
		3,973,507	4,886	3,968,621	3,572,989
Operating Fund					
Furniture and fixtures Computer equipment		6,359 7,705	6,359 4,679	- 3,026	301 2,734
		14,064	11,038	3,026	3,035
	\$	3,987,571	\$ 15,924	\$ 3,971,647	\$ 3,576,024

The easements for the Konda Property and Scout Valley have been recognized at a nominal value of \$1 each and the Church Woods road allowance has been recognized at a nominal value of \$2. Valuations were not necessary to obtain these easements and property, and due to the cost of obtaining appraisals, fair market valuations were not completed and are not planned.

6.	Operating Funds		2016	2015
	Unrestricted Balance, beginning of year Surplus (deficit) for the year	\$	59,672 15,819	\$ 60,201 (12,531)
	Interfund transfers for mortgage principal payment, SARBEX surplus and building renovations		(18,040)	12,002
		_	57,451	59,672
	Invested in Capital Assets Balance, beginning of year Deficit for the year	_	3,035 (9)	4,480 (1,445)
			3,026	3,035
	President's Reserve - Internally Restricted Balance, beginning of year Interfund transfers for mortgage principal payment and		159,719	225,589
	building renovations	_	(72,382)	(65,870)
			87,337	159,719
		\$	147,814	\$ 222,426
7.	Acquisition and Capital Funds		2016	2015
	Invested in Capital Assets			
	Balance, beginning of year Deficit for the year Property and easement acquisitions	\$	3,572,989 (4,886) 400,518	\$ 3,231,112 (41,759) 383,636
			3,968,621	3,572,989
	Acquisition Reserve Fund Balance, beginning of year Deficit for the year Interfund transfers for building renovations and SARBEX surplus	_	59,770 (66,922) 90,422 83,270	49,189 (45,787) 56,368 59,770
		\$	4,051,891	\$ 3,632,759

8.	Other Internally Restricted Funds		2016	2015
	Property Protection Reserve Fund Balance, beginning and end of year	<u>\$</u>	263,560	\$ 263,560
	Carden Conservation Reserve Fund Balance, beginning of year Interfund transfers for Carden Wildlife Checklist	_	21,000	23,500 (2,500)
			21,000	21,000
	Heartwood Fund Endowment Balance, beginning of year Net contributions for the year		126,227 89,083	54,163 72,064
			215,310	126,227
		\$	499,869	\$ 410,787
_				
9.	Deferred Contributions		2016	2015
9.	Deferred Contributions Operating Fund Church Woods Stewardship Tides Grant Woods Building Renovation Ironside Habitat Stewardship Protection Lake Simcoe Clean-Up Fund Bobolink Habitat Heartwood Operating SARBEX - Bluebird SARBEX Gosling Motus Stations	\$	2016 25,000 - 4,835 - 910 7,067 4,007 32,145 15,144 2,496 15,000	\$ 3,695 -79,309 8,174 18,591 -15,264 3,925 19,500 15,144

10. Commitments

As part of a habitat offset agreement, the organization has signed an agreement to lease a property in the Township of Carden for the period from February 2015 to January 2020. The lease carries a cost of \$13,970 per year and the organization may lease the property for an additional 2 years at a cost of \$17,463 per year.

The minimum annual lease payments for the next four years are as follows:

2017	\$ 13,970
2018	13,970
2019	13,970
2020	3,493

11. Budget Information

The budget figures presented for comparison purposes are unaudited. They have been reclassified to conform with the financial statement presentation.

12. Contributed Materials and Services

These statements include \$19,063 (2015 - \$24,400) of contributed materials and services and \$26,788 (2015 - \$41,026) of contributed capital assets that have been recorded at their fair value at the time of contribution.

13. Comparative Figures

Certain prior year figures have been reclassified to conform to the current year presentation.

14. Grant Woods Property

During the 2016 audit, it was discovered the organization had not been recording amortization on the Grant Woods Building. The Couchiching Conservancy completed substantial renovations to the building in the current year and has determined that recording amortization on a go forward basis straight-line over 45 years would be appropriate. The cost of the building was separated from the land in both the current and the prior year in Note 5.

The Couchiching Conservancy Schedule 1 - Donations and Grant Revenue For the Year Ended October 31, 2016

	Operating Acquisition & Fund Capital Fund Other Fund				October 31 2016		October 31 2015			
Donations	•	444.000	•		•	04 455	•	200 202	¢	440.004
General In kind - general In kind - membership Membership Property and easements	\$ _	114,828 113 18,950 12,621	\$	26,788 - 227,500	\$	91,455 - - - -	\$	206,283 113 45,738 12,621 227,500	\$	148,664 - 65,426 14,393 249,900
	\$_	146,512	\$	254,288	\$	91,455	\$	492,255	\$	478,383
Grant Revenue										
Government of Canada Province of Ontario Other	\$ _	37,144 60,055 283,955	\$	- - 89,204	\$	- - -	\$	37,144 60,055 373,159	\$	51,909 71,727 308,443
	\$_	381,154	\$	89,204	\$	-	\$	470,358	\$	432,079