Michigan Library Association Lansing, Michigan

FINANCIAL STATEMENTS

June 30, 2017

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Michigan Library Association Lansing, Michigan

Report on the Financial Statements

We have audited the accompanying financial statements of Michigan Library Association (the Association) (a nonprofit organization), which comprise the statement of financial position as of June 30, 2017, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation 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 auditing standards generally accepted in the United States of America. Those standards require that we 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. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant 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 audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Michigan Library Association as of June 30, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information, as identified in the table of contents, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

STEVENS, KIRINOVIC, & TUCKER, P.C. Certified Public Accountants

November 30, 2017

STATEMENT OF FINANCIAL POSITION

June 30, 2017

ASSETS Current assets Cash Investments Accounts receivable Prepaid expenses	\$ 748,576 62,137 2,982 23,531
Total current assets	837,226
Noncurrent assets Fixed assets Less: accumulated depreciation	 132,870 (129,088)
Total noncurrent assets	 3,782
TOTAL ASSETS	\$ 841,008
LIABILITIES Current liabilities Accounts payable Accrued vacation payable Deferred revenue	\$ 8,835 11,059 294,441
TOTAL LIABILITIES	314,335
NET ASSETS Unrestricted Temporarily restricted Permanently restricted	 440,114 61,559 25,000
TOTAL NET ASSETS	 526,673
TOTAL LIABILITIES AND NET ASSETS	\$ 841,008

See accompanying notes to financial statements.

STATEMENT OF ACTIVITIES

	Un	restricted	mporarily estricted	manently stricted	Total
SUPPORT AND REVENUE					
Membership dues	\$	330,444	\$ -	\$ -	\$ 330,444
Continuing education		261,215	-	-	261,215
Miscellaneous		11,629	-	-	11,629
Contributions		-	1,010	-	1,010
Net assets released from restrictions		4,445	(4,445)	 -	 -0-
TOTAL SUPPORT AND REVENUE		607,733	(3,435)	-0-	604,298
EXPENSES					
Program services		423,540	-	-	423,540
Supporting services					
Management and general		198,465	-	-	198,465
Fundraising		3,064	-	-	3,064
TOTAL EXPENSES		625,069	 -0-	 -0-	 625,069
CHANGE IN NET ASSETS		(17,336)	(3,435)	-0-	(20,771)
Net assets, beginning of year		457,450	 64,994	 25,000	 547,444
Net assets, end of year	\$	440,114	\$ 61,559	\$ 25,000	\$ 526,673

STATEMENT OF FUNCTIONAL EXPENSES

	Supporting Services							
		Program		nagement	_		_	Total
		Services	an	d General	Fur	ndraising	Expenses	
Salaries and wages Payroll taxes and other fringe benefits	\$	146,080 28,989	\$	118,544 22,710	\$	2,635 429	\$	267,259 52,128
Total salaries and related expenses		175,069		141,254		3,064		319,387
Advocacy		48,854		-		-		48,854
Awards and scholarships		3,051		-		-		3,051
Facilities		27,441		26,945		-		54,386
Publications and promotions		3,279		3,773		-		7,052
Continuing education		138,365		-		-		138,365
Support services		19,966		11,459		-		31,425
Other		292		7,813		-		8,105
Total expenses before depreciation		416,317		191,244		3,064		610,625
Depreciation		7,223		7,221		-	1	14,444
TOTAL EXPENSES	\$	423,540	\$	198,465	\$	3,064	\$	625,069

STATEMENT OF CASH FLOWS

CASH FLOWS FROM OPERATING ACTIVITIES Change in net assets Adjustments to reconcile change in net assets to net cash (used) by operating activities	\$ (20,771)
Depreciation	14,444
Change in: Accounts receivable	3,082
Prepaid expenses	(2,503)
Accounts payable	5,042
Accrued wages	(9,913)
Accrued vacation payable	(10,702)
Other accrued liabilities	(1,811)
Deferred revenue	 (5,898)
NET CASH (USED) BY OPERATING ACTIVITIES	(29,030)
CASH FLOWS FROM INVESTING ACTIVITIES	
Purchase of fixed assets	(2,250)
Purchase of investments	(62,137)
Maturity of investments	 89,409
NET CASH PROVIDED BY INVESTING ACTIVITIES	 25,022
NET (DECREASE) IN CASH	(4,008)
Cash, beginning of year	 752,584
Cash, end of year	\$ 748,576

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE A: DESCRIPTION OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Michigan Library Association (the Association) was incorporated in 1968 as a nonprofit corporation dedicated to the support of its members, to the advancement of librarianship, and to the promotion of quality library service for all Michigan citizens. Michigan Library Association's membership is comprised of nearly 1,350 individual and institutional members from public, academic, private, and special libraries. The Association also endeavors to enhance the educational opportunities of the general public by conducting continuing education programs and promoting expansion of library resources and facilities.

Michigan Library Association operates under an elected Board of Directors and an Executive Director. The majority of the Association's revenue is from membership dues and continuing education revenues.

The accounting policies of the Association conform to U.S. generally accepted accounting principles (GAAP) as applicable to nonprofit entities. The Financial Accounting Standards Board (FASB) is the accepted standard-setting body for establishing nonprofit accounting and financial reporting principles. The following is a summary of the significant accounting policies of the Association:

<u>Basis of Presentation</u> - In accordance with GAAP, the Association is required to report information regarding its financial position and activities according to three (3) classes of net assets (unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets) based upon the existence or absence of donor-imposed restrictions.

In accordance with GAAP, contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

<u>Basis of Accounting</u> - Basis of accounting refers to when revenues and expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made regardless of the measurement focus applied.

The financial statements of the Association are accounted for using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America for nonprofit organizations.

Cash - Cash consists of a checking account, money market account, and cash on hand.

<u>Investments</u> - Investments consist of certificates of deposit with original maturity dates of greater than 90 days and a mutual fund. Investments are recorded at fair value.

The Association is required by accounting principles generally accepted in the United States of America to disclose significant concentrations of credit risk regardless of the degree of such risk. Financial instruments, which potentially subject the Association to concentrations of credit risk, consist of the cash and investments defined above.

The Association places its cash and investments with high credit-quality financial institutions. Although such investments and cash balances exceeded the federally insured limits at certain times during the year and at yearend, they are, in the opinion of management, subject to minimal risk.

<u>Fixed Assets</u> - Equipment and furniture acquired by the Association is stated at cost with items capitalized at a unit cost of \$500 or greater. Depreciation is provided using the straight-line method over the useful lives of the respective assets, which range from 3 to 10 years. The cost of normal maintenance that does not add to the value of assets or materially extend the asset lives is not capitalized.

<u>Income Taxes</u> - Michigan Library Association is a nonprofit corporation and has been granted exemption from income taxes under Section 501(c)(3) of the Internal Revenue Code. The Association is not classified as a private foundation.

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE A: DESCRIPTION OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

<u>Deferred Revenue</u> - The annual membership dues are billed in advance to finance operations for the upcoming fiscal year. Those dues collected prior to their due date are recorded as deferred revenue and will be recognized as revenue in the subsequent fiscal year. Annual conference and other miscellaneous revenue collected in advance are also deferred.

<u>Contributions</u> - All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted support that increases those net asset classes. When a temporary restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Contributions with donor-imposed restrictions that are met in the same year as the gifts are received are reported as revenue of the temporarily restricted net asset class.

<u>Allocated Costs</u> - Certain costs of the Association have been allocated to program service and supporting service activities. Payroll and related expenses have been allocated based upon time percentages determined from the Organization's time study results. Most other costs are either charged directly or are allocated to program service and supporting service activities based on management's estimation of activity as a result of the time study.

<u>Estimates</u> - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America require management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from these estimates.

<u>Subsequent Events</u> - In preparing these financial statements, the Association has evaluated events and transactions for potential recognition or disclosure through November 30, 2017, the date the financial statements were available to be issued.

<u>Comparative Data</u> - Comparative data for the year has not been presented in the financial statements since the inclusion would make the statements unduly complex and difficult to read.

NOTE B: CONCENTRATION OF CREDIT RISK

The Association has cash with financial institutions in the amount of \$503,463 that are not federally insured due to either the type of financial instruments that were purchased having greater than Federal Deposit Insurance Corporation (FDIC) limits on deposit at a particular bank or the particular type of investment not being covered by FDIC insurance due to the nature of the investment.

NOTE C: MARKETABLE SECURITIES

The Association's investments in marketable securities are reported in the financial statements at fair value, which was \$1,294 at June 30, 2017. The mutual fund has holdings in various short-term bonds and government securities. These securities are rated between AAA and CCC by Moody's.

The marketable securities are not federally insured due to the nature of the financial instruments not being covered by the FDIC. The fair value of all marketable securities presented above are based on measurements of the reporting date using quoted market prices in active markets for identical assets (Level 1 observable inputs) as required by the Financial Accounting Standards Board.

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE C: MARKETABLE SECURITIES - CONTINUED

A hierarchy has been established that prioritizes the inputs to valuation techniques giving the highest priority to readily available unadjusted quoted prices in active markets for identical assets (Level 1 measurements) and lowest priority to unobservable inputs (Level 3 measurements) when market prices are not readily available or reliable. The three levels of the hierarchy are described below.

- Level 1: Quoted prices in active markets for identical securities.
- Level 2: Prices determined using other significant observable inputs. Observable inputs are inputs that other market participants may use in pricing a security. These may include quoted prices for similar securities, interest rates, prepayment speeds, credit risk and others.
- Level 3: Prices determined using significant unobservable inputs. Unobservable inputs may be used in situations where quoted prices or observable inputs are unavailable or deemed less relevant (for example, when there is little or no market activity for an investment at the end of the period). Unobservable inputs reflect the Association's own assumptions about the factors market participants would use in pricing an investment, and would be based on the best information available.

The inputs or methodology used for valuing securities may not be an indication of the risk associated with investing in those securities.

NOTE D: FIXED ASSETS

The following is a summary of the changes in fixed assets for the year ended June 30, 2017:

	Balance July 1, 2016		A	dditions	D	eletions	Balance le 30, 2017
Equipment and furniture	\$	136,196	\$	2,250	\$	(5,576)	\$ 132,870
Less: accumulated depreciation		(120,220)		(14,444)		5,576	 (129,088)
	\$	15,976	\$	(12,194)	\$	-0-	\$ 3,782

NOTE E: NONCANCELABLE OPERATING LEASE

The Association leases office facilities from 3410 Belle Chase Way, L.L.C. under a noncancelable operating lease which expires June 30, 2019. Monthly rent under this lease agreement ranges from \$1,788 to \$1,842 until June 30, 2019. Future minimum lease payments at June 30, 2017, under this agreement, are as follows:

Year Ending June 30,	
2018 2019	\$ 21,456 22,104
	\$ 43,560

Gross rental expenses for the year ended June 30, 2017, were \$20,832.

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE F: DEFERRED REVENUE

The following is a summary of deferred revenue for the year ended June 30, 2017:

Advance membership dues Advance annual conference	\$ 236,335 58,106
	\$ 294,441

NOTE G: RESTRICTED NET ASSETS

The Association reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as assets released from restrictions.

Temporarily restricted net assets are available for the following purposes at June 30, 2017:

Public library fund	\$	1,028
MLA temporarily restricted fund	Ţ	1,000
Education fund		21,358
Advocacy fund		11,406
Intellectual freedom fund		2,442
Michigan Academic Library Council		19,673
W.H. Kaiser Memorial - income		4,652
	\$	61,559

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes as follows:

Education fund Michigan Academic Library Council	\$ 1,835 2,610
	\$ 4,445

Permanently restricted net assets consist of contributions from:

W.H. Kaiser Memorial Public library endowment	\$ 5,000 20,000
	\$ 25,000

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE H: RETIREMENT PLAN

Description of the Plan

The Association has established a simplified employee pension plan. This plan is a defined contribution retirement plan under IRS Code 403(b) covers substantially all employees over age 21. Employees become eligible for the 403(b) plan after completing six months of service.

Funding Policy

The obligation to contribute to and maintain the plan for employees was established by the Board of Directors. No contribution is required from the employees.

Annual Retirement Expense

For the year ended June 30, 2017, the Association's contribution rate for plan was 5% of each participating employee's gross wages. Total retirement expense for the year under the 403(b) plan was \$11,713.

SUPPLEMENTARY INFORMATION

BUDGETARY COMPARISON SCHEDULE OF UNRESTRICTED REVENUES AND EXPENSES

	Budget		Actual		Variance with Budget Positive (Negative)	
REVENUES						
Membership dues						
Individual and student	\$	74,889	\$ 75,406	\$	517	
Academic libraries		26,780	24,337		(2,443)	
Cooperatives		8,860	9,392		532	
Public libraries		217,460	218,760		1,300	
Special libraries		2,576	2,432		(144)	
School libraries		113	 117		4	
Total membership dues		330,678	330,444		(234)	
Continuing education						
Annual conference		175,360	174,813		(547)	
Academic libraries		3,300	5,065		1,765	
Workshops		13,600	10,465		(3,135)	
Half day workshops		2,250	1,405		(845)	
Spring institute		42,500	57,155		14,655	
Leadership academy		9,623	8,717		(906)	
Webinars		1,875	3,595		1,720	
Total continuing education		248,508	261,215		12,707	
Miscellaneous						
Interest		2,200	2,130		(70)	
Miscellaneous		500	3,384		2,884	
Job target		4,000	5,615		1,615	
Affinity programs		1,050	-		(1,050)	
Multiview		3,000	-		(3,000)	
Awards		500	 500		-0-	
Total miscellaneous		11,250	11,629		379	
Net assets released from restrictions		<u> </u>	4,445		4,445	
TOTAL REVENUES		590,436	607,733		17,297	
EXPENSES						
Advocacy						
Lobbyist		45,204	44,100		1,104	
Public relations		1,500	3,340		(1,840)	
ALA legislative day		500	 1,414		(914)	
Total advocacy		47,204	48,854		(1,650)	

BUDGETARY COMPARISON SCHEDULE OF UNRESTRICTED REVENUES AND EXPENSES - CONTINUED

	B	udget	 Actual	Positive (Negative)		
EXPENSES - CONTINUED						
Awards and scholarships						
Awards	\$	500	\$ 3,051	\$	(2,551)	
Facilities						
Depreciation		16,819	14,444		2,375	
Insurance		2,647	2,449		198	
Rent		23,419	23,610		(191)	
Telephone		7,615	8,067		(452)	
Technology		20,251	 20,260		(9)	
Total facilities		70,751	68,830		1,921	
Executive board		6,950	8,105		(1,155)	
Publications and promotions						
Affinity programs		3,060	3,773		(713)	
Michigan enewsletter		549	1,183		(634)	
MLA's 125th anniversary		2,000	2,078		78	
Membership publications and promotions		1,000	 18		982	
Total publications and promotions		6,609	7,052		(287)	
Professional development						
Annual conference		79,106	95,692		(16,586)	
Academic libraries		2,450	3,585		(1,135)	
Workshops		8,910	11,006		(2,096)	
Half day workshops		925	704		221	
Spring institute		26,350	19,572		6,778	
Leadership academy		11,810	6,565		5,245	
Webinars		1,260	 1,241		19	
Total professional development		130,811	138,365		(7,554)	

BUDGETARY COMPARISON SCHEDULE OF UNRESTRICTED REVENUES AND EXPENSES - CONTINUED

		Dudaat		Astus	witl F	ariance n Budget Positive	
		Budget		Actual	(Negative)		
EXPENSES - CONTINUED							
Support services	•		•	400	•		
Accounting and payroll services	\$	300	\$	186	\$	114	
Audit		5,900		6,275		(375)	
Bank charges		5,300		7,706		(2,406)	
Contracted services		300		28		272	
Legal fees		8,000		5,616		2,384	
Dues and fees		2,080		1,517		563	
Printing		3,880		5,231		(1,351)	
Office supplies		3,500		3,399		101	
Postage		1,500		1,017		483	
Miscellaneous		500		449		51	
Total support services		31,260		31,424		(164)	
Salaries, benefits and payroll taxes							
Salaries		291,931		267,259		24,672	
Employee insurances		17,239		7,863		9,376	
Payroll taxes		23,840		23,312		528	
Retirement contributions		14,597		11,713		2,884	
Staff development		10,000		7,278		2,722	
Mileage/travel reimbursement		7,800		1,963		5,837	
Total salaries, benefits and payroll taxes		365,407		319,388		46,019	
TOTAL EXPENSES		659,492		625,069		34,579	
CHANGE IN NET ASSETS	\$	(69,056)	\$	(17,336)	\$	51,876	

SCHEDULE OF FUNCTIONAL EXPENSES

	Program Communications										
	A	dvocacy	and	Marketing	Me	mbership					
Expenses											
Salaries	\$	23,281	\$	14,313	\$	25,459					
Payroll taxes		1,925		1,203		2,406					
Employee benefits		1,587		993		2,009					
Staff development		151		143		1,822					
Travel		407		38		420					
Occupancy		216		863		1,510					
Utilities		101		404		708					
Office expense		323		614		3,104					
Consulting fee		48,854		-		-					
Printing and publications		-		1,183		18					
Professional fees		5,275		251		439					
Insurance		24		96		170					
Technology		187		876		1,551					
Board and committee expenses		-		-		-					
Awards and grants		-		-		3,051					
Annual conference		-		-		-					
Workshops		-		-		-					
Miscellaneous expense		-		-		-					
Total expenses before depreciation		82,331		20,977		42,667					
Depreciation		144		578		1,011					
	\$	82,475	\$	21,555	\$	43,678					

	Serv	/ices																																																	
Pro	ofessional	Tot	al Program	Management				Tota	I Supporting																																										
De	Development Services		an	d General	Fur	ndraising	5	Services	Total																																										
\$	83,027	\$	146,080	\$	118,544	\$	2,635	\$	121,179	\$	267,259																																								
	7,745		13,279		9,837		196		10,033		23,312																																								
	6,398		10,987		8,355		233		8,588		19,575																																								
	1,342		3,458		3,820		-		3,820		7,278																																								
	400		1,265		698		-		698		1,963																																								
	8,195		10,784		10,784		-		10,784		21,568																																								
	3,841		5,054		5,055		-		5,055		10,109																																								
	7,450		11,491		7,381		-		7,381		18,872																																								
	-		48,854		-		-	-0-			48,854																																								
	2,078		3,279		3,773		-		3,773		7,052																																								
	2,385	8,350		8,350		8,350		8,350		8,350		8,350		8,350		8,350		8,350		8,350		8,350		8,350		8,350		3,754		3,754		3,754		3,754		3,754		3,754		3,754		3,754		8,350 3			-	3,754			12,104
	956		1,246		1,203		-		1,203		2,449																																								
	7,743		10,357		9,903		-		9,903		20,260																																								
	292		292		7,813		-		7,813		8,105																																								
	-		3,051		-		-		-0-		3,051																																								
	95,692		95,692		-	-			-0-		95,692																																								
	42,673		42,673		-	-			-0-		42,673																																								
	125		125		324		-		324		449																																								
	270,342		416,317		191,244		3,064		194,308		610,625																																								
	5,490		7,223		7,221		-		7,221		14,444																																								
\$	275,832	\$	423,540	\$	198,465	\$	3,064	\$	201,529	\$	625,069																																								

SCHEDULE OF NET ASSETS

	Temporarily											
		Public Library		MLA Temporarily Restricted		Education		Advocacy		Intellectual Freedom		ichigan ademic ry Council
REVENUES Contributions Other Net assets released from	\$	-	\$	-	\$	175	\$	755 -	\$	80 -	\$	-
restrictions		-		-		(1,835)				-		(2,610)
TOTAL REVENUES		-0-		-0-		(1,660)		755		80		(2,610)
EXPENSES		-				-				-		-
CHANGE IN NET ASSETS		-0-		-0-		(1,660)		755		80		(2,610)
Net assets, beginning of year		1,028		1,000		23,018		10,651		2,362		22,283
Net assets, end of year	\$	1,028	\$	1,000	\$	21,358	\$	11,406	\$	2,442	\$	19,673

 Rest	ricted			Per	mane	ently Restrie					
V.H.	_	Total		N.H.		Public	_	Total			
aiser morial		mporarily estricted		laiser Emorial	Library Permanently Endowment Restricted I		Lle	rectricted	Total		
monai		esincleu	IVIE	IIIOIIai		Endowment Restricted		Unrestricted		 TUIAI	
\$ -	\$	1,010	\$	-	\$	-	\$	-0-	\$	-	\$ 1,010
-		-0-		-		-		-0-		603,288	603,288
-		(4,445)		-		-		-0-		4,445	-0-
 		(+,++0)						0		т,-то	 <u> </u>
-0-		(3,435)		-0-		-0-		-0-		607,733	604,298
-		-0-		-		-		-0-		625,069	625,069
 									_		
-0-		(3,435)		-0-		-0-		-0-		(17,336)	(20,771)
4,652		64,994		5,000		20.000		25,000		457,450	547,444
 4,002		04,004		3,000		20,000		20,000		407,400	 547,444
\$ 4,652	\$	61,559	\$	5,000	\$	20,000	\$	25,000	\$	440,114	\$ 526,673