



## **Foundation for Excellence, Inc.**

1570 West Reservoir Street, P.O. Box 815, Wytheville, VA 24382

[www.wytheexcellence.org](http://www.wytheexcellence.org) [jessica.crockett@wythek12.org](mailto:jessica.crockett@wythek12.org)

276-228-5411

### **Board of Directors**

Rusty Jones, Chair

Bobbi Dillow, Vice Chair

Melissa Reardon, Secretary

Vacant, Treasurer

Rita Phillips

Sidney Crockett

Lisa Gates

Judy Crouse

Lorie Wyatt

Karla Yates

Becki C. James, Ex-Officio

Jessica Crockett, Executive Director

### **Board Meeting**

**5:30 p.m., Monday, July 23, 2018**

**School Board Office - West Reservoir Street, Wytheville, VA 24382**

### **Board Meeting Agenda**

1. Call to Order – Rusty Jones
2. Additions to Agenda
3. Secretary's Report - Melissa Reardon
4. Treasurer's Report –
5. Wythe County Public Schools Report – Becki James
6. Staff Report – Jessica Crockett
  - a. Assign School Liaison
  - b. Committee Members
  - c. Annual Survey for HOPE
  - d. Approve Wythe-Bland Foundation Grants
7. Old Business
8. New Business
9. Schedule next meeting – Discussion
10. Adjournment

**A community supporting the education of students for success in a changing world.**



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### Board of Directors

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Jessica Crockett, Executive Director

The Board of Directors of the Wythe County Public Schools Foundation for Excellence, Inc., met on Tuesday, April 3, 2018 at 5:30 p.m. at the Wythe County Public School Board Office in Wytheville, Virginia.

### **Board Members Present**

Lorie Wyatt  
Judy Crouse  
Becki James  
Rusty Jones  
Patrick Hedrick  
Melissa Reardon  
Karla Yates

### **Staff Present – Jessica Crockett**

**Call to Order** – Rusty Jones called the meeting to order at 5:38p.m on Tuesday, April 3,2018.

**Approval of Minutes** –Minutes from March were reviewed. Karla Yates moved to approve the minutes, Judy Crouse seconded and they were approved.

**Treasures Report** – Patrick Hedrick report that we have over \$11,000 in net income for the year so far. Budget is moving in a positive direction due to new resources and revival of old resources. Discussion was held regarding the usage of unrestricted funds. Karla Yates moved to approve the treasures report, Melissa Reardon seconded it and it was approved.

**Committee Reports/Discussion**-Scholarship Committee will meet at 4:00pm on May 1<sup>st</sup> to review and make recommendations regarding scholarship recipients.

**Wythe County Public Schools Reports** – Dr. James reported on the WCPS Calendar regarding last day of school being May 31<sup>st</sup>. She shared that SOL testing will take place starting in early May and that 2018-2019 SY calendar was approved by the school board.

### **Staff Reports –**

- Jessica Crockett

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- Jessica and Rusty will be visiting schools and site leadership teams to provide a \$2,000 grant to start new programs based on suggested guidelines. There will be an accountability report required for schools to show data. Discussed criteria for the grants.
- There are 44 classes for summer enrichment. Applications go out on April 23<sup>rd</sup>.
- Classroom grant money should be spent by April 13<sup>th</sup> and then reports will need to be returned.
- Scholarship dates were extended until April 13<sup>th</sup> due to Spring Break. The original deadline wasn't feasible for required signatures.

**Old Business** – None.

**New Business-** Beth Cochran, WCPS Elementary Supervisor presented the board with information regarding the Pre-K program in Wythe County. She discussed the development of the Pre-K task force and asked the board to consider partnering to provide financial support for the Pre-K initiative. Specifically scholarship funds, stipends for training and Pre-K classroom grants. Handouts regarding the program were provided that gave an overview of the Wythe County Pre-K Partnership program. The Board will table the decision to provide support until after registration is complete and then reevaluate the request under old business during the next meeting.

**Next Meeting** – May 1<sup>st</sup>, 2018 at 5:30pm. Scholarship meeting will be at 4:00pm on May 1<sup>st</sup>, 2018.

**Adjournment** – Karla Yates moved that the meeting be adjourned, Judy Crouse 2<sup>nd</sup>. Meeting adjourned at 7:18pm.

**WCPS Foundation for Excellence, Inc.**  
**Statement of Financial Position**  
 As of June 30, 2018

	Jun 30, 18
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1000 · Cash and cash equivalents	
1100 · FCB-General (*2852)	22,367.78
1250 · FCB-Play Fund (*6904)	4,390.53
1400 · FCB-Money Market (*4547)	108,724.77
<b>Total 1000 · Cash and cash equivalents</b>	<b>135,483.08</b>
<b>Total Checking/Savings</b>	<b>135,483.08</b>
<b>Other Current Assets</b>	
3000 · Other Current Assets	
3100 · Prepaid Expenses	925.00
<b>Total 3000 · Other Current Assets</b>	<b>925.00</b>
<b>Total Other Current Assets</b>	<b>925.00</b>
<b>Total Current Assets</b>	<b>136,408.08</b>
<b>TOTAL ASSETS</b>	<b>136,408.08</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
4000 · Accounts Payable	
4100 · General	1,165.84
<b>Total 4000 · Accounts Payable</b>	<b>1,165.84</b>
<b>Total Accounts Payable</b>	<b>1,165.84</b>
<b>Other Current Liabilities</b>	
6000 · Other Current Liabilities	
6300 · Fiscal Agent	
6302 · PLAY Fund	4,390.53
<b>Total 6300 · Fiscal Agent</b>	<b>4,390.53</b>
6400 · GWHS Scholarships Payable	60,000.00
<b>Total 6000 · Other Current Liabilities</b>	<b>64,390.53</b>
<b>Total Other Current Liabilities</b>	<b>64,390.53</b>
<b>Total Current Liabilities</b>	<b>65,556.37</b>
<b>Total Liabilities</b>	<b>65,556.37</b>
<b>Equity</b>	
7200 · Temporarily Restricted	42,219.59
7300 · Unrestricted Net Assets	-997.77
Net Income	29,629.89
<b>Total Equity</b>	<b>70,851.71</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>136,408.08</b>

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07/16/18

Accrual Basis

**WCPS Foundation for Excellence, Inc.**  
**Statement of Financial Income and Expense**

July 2017 through June 2018

	Fundraising	Management & General	Program Services	TOTAL
<b>Income</b>				
<b>8000 · Support and Revenue</b>				
<b>8100 · Donations and Contributions</b>				
<b>8101 · Individual</b>				
8101a · GWHS Scholarship	0.00	0.00	40,000.00	40,000.00
8101 · Individual - Other	1,055.00	35,930.00	12,422.00	49,407.00
<b>Total 8101 · Individual</b>	<b>1,055.00</b>	<b>35,930.00</b>	<b>52,422.00</b>	<b>89,407.00</b>
8102 · Business	0.00	0.00	9,250.00	9,250.00
8103 · WCPS-Payroll	0.00	7,368.00	0.00	7,368.00
<b>8104 · Foundation/Trusts</b>				
8104a · WBF	0.00	0.00	83,016.05	83,016.05
8104 · Foundation/Trusts - Other	0.00	40.02	50.00	90.02
<b>Total 8104 · Foundation/Trusts</b>	<b>0.00</b>	<b>40.02</b>	<b>83,066.05</b>	<b>83,106.07</b>
8105 · Non-Profit	0.00	500.00	0.00	500.00
<b>8106 · Government</b>				
8106a · WCPS In-kind	0.00	32,566.27	0.00	32,566.27
8106b · BCPS In-kind	0.00	0.00	2,553.00	2,553.00
8106 · Government - Other	0.00	126.35	0.00	126.35
<b>Total 8106 · Government</b>	<b>0.00</b>	<b>32,692.62</b>	<b>2,553.00</b>	<b>35,245.62</b>
<b>Total 8100 · Donations and Contributions</b>	<b>1,055.00</b>	<b>76,530.64</b>	<b>147,291.05</b>	<b>224,876.69</b>
<b>8200 · Earned Revenue</b>				
<b>8202 · Special Events</b>				
8202a · Sponsorships	6,385.00	0.00	0.00	6,385.00
8202b · Registrations	2,300.00	0.00	0.00	2,300.00
<b>Total 8202 · Special Events</b>	<b>8,685.00</b>	<b>0.00</b>	<b>0.00</b>	<b>8,685.00</b>
8203 · Interest Income	0.00	50.37	0.00	50.37
<b>Total 8200 · Earned Revenue</b>	<b>8,685.00</b>	<b>50.37</b>	<b>0.00</b>	<b>8,735.37</b>
<b>Total 8000 · Support and Revenue</b>	<b>9,740.00</b>	<b>76,581.01</b>	<b>147,291.05</b>	<b>233,612.06</b>
<b>Total Income</b>	<b>9,740.00</b>	<b>76,581.01</b>	<b>147,291.05</b>	<b>233,612.06</b>
<b>Expense</b>				
<b>9000 · Expenses</b>				
<b>9100 · Program</b>				
<b>9101 · General</b>				
9101b · BCPS In-kind	0.00	0.00	2,553.00	2,553.00
9101 · General - Other	0.00	0.00	47,547.36	47,547.36
<b>Total 9101 · General</b>	<b>0.00</b>	<b>0.00</b>	<b>50,100.36</b>	<b>50,100.36</b>
9102 · Classroom Grants	0.00	0.00	40,186.99	40,186.99
9103 · School Grants	0.00	0.00	29,000.00	29,000.00
<b>9104 · Scholarships</b>				
9104a · GWHS Scholarship	0.00	0.00	40,000.00	40,000.00
9104 · Scholarships - Other	0.00	0.00	4,500.00	4,500.00
<b>Total 9104 · Scholarships</b>	<b>0.00</b>	<b>0.00</b>	<b>44,500.00</b>	<b>44,500.00</b>
<b>Total 9100 · Program</b>	<b>0.00</b>	<b>0.00</b>	<b>163,787.35</b>	<b>163,787.35</b>
<b>9200 · Management and General</b>				
<b>9201 · Personnel</b>				
9201a · Salary-ED (WCPS In-kind)	0.00	23,185.18	0.00	23,185.18
9201c · Benefits-ED (WCPS In-kind)	0.00	9,381.09	0.00	9,381.09
<b>Total 9201 · Personnel</b>	<b>0.00</b>	<b>32,566.27</b>	<b>0.00</b>	<b>32,566.27</b>
9202 · Professional Services	408.00	900.00	0.00	1,308.00
9204 · Office Supplies	114.13	218.80	0.00	332.93
9205 · Postage and Shipping	0.00	112.00	0.00	112.00
9208 · Marketing	2,833.72	300.00	0.00	3,133.72
<b>9210 · Travel and Conferences</b>				
9210b · Meeting Expense	0.00	195.00	240.00	435.00
<b>Total 9210 · Travel and Conferences</b>	<b>0.00</b>	<b>195.00</b>	<b>240.00</b>	<b>435.00</b>

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Accrual Basis

**WCPS Foundation for Excellence, Inc.**  
**Statement of Financial Income and Expense**  
**July 2017 through June 2018**

	Fundraising	Management & General	Program Services	TOTAL
<b>9211 - Insurance</b>				
9211a - Board D&O	0.00	1,274.00	0.00	1,274.00
9211b - General Liability/Crime	0.00	545.00	0.00	545.00
9211c - Program	0.00	0.00	180.00	180.00
9211d - Special Events	200.00	0.00	0.00	200.00
<b>Total 9211 - Insurance</b>	<b>200.00</b>	<b>1,819.00</b>	<b>180.00</b>	<b>2,199.00</b>
<b>9212 - Miscellaneous</b>				
9212a - Bank Service Fees	0.00	7.90	0.00	7.90
9212c - Corporate Expenses	0.00	100.00	0.00	100.00
<b>Total 9212 - Miscellaneous</b>	<b>0.00</b>	<b>107.90</b>	<b>0.00</b>	<b>107.90</b>
<b>Total 9200 - Management and General</b>	<b>3,555.85</b>	<b>36,218.97</b>	<b>420.00</b>	<b>40,194.82</b>
<b>Total 9000 - Expenses</b>	<b>3,555.85</b>	<b>36,218.97</b>	<b>164,207.35</b>	<b>203,982.17</b>
<b>Total Expense</b>	<b>3,555.85</b>	<b>36,218.97</b>	<b>164,207.35</b>	<b>203,982.17</b>
<b>Net Income</b>	<b>6,184.16</b>	<b>40,362.04</b>	<b>-16,916.30</b>	<b>29,629.89</b>

**WCPS Foundation for Excellence, Inc.**  
**Restricted-Unrestricted Balances as of 6/30/18**

**Cash Accounts**

First Bank-General (2852)	\$ 22,367.78
First Bank-PLAY (6904)	\$ 4,390.53
First Bank-Money Market (4547)	<u>\$ 108,724.77</u>

**Total Cash** **\$ 135,483.08**

**Restricted Funds**

Kidd Scholarship Fund	\$ 975.00
McCoy Scholarships	\$ 12,000.00
Chuck Patterson Fund	\$ 1,395.00
Walters Family Fund	\$ 2,000.00
White Scholarship Fund	\$ 4,105.00
WBF Oct 2017 (SE/Classroom Grants/K-Camp)	<u>\$ 17,354.06</u>

**Total Restricted Funds** **\$ 37,829.06**

**Fiscal Agent Funds**

PLAY Fund	<u>\$ 4,390.53</u>
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**Total Fiscal Agent Funds** **\$ 4,390.53**

**Temporarily Restricted Assets** **\$ 42,219.59**

**GWHS Scholarships Payable**

GWHS Scholarship 2015	\$ 10,000.00
GWHS Scholarship 2016	\$ 20,000.00
GWHS Scholarship 2017	<u>\$ 30,000.00</u>

**Total GWHS Scholarships Payable** **\$ 60,000.00**

**Total All Restricted Funds** **\$ 102,219.59**

**Total Unrestricted Cash** **\$ 33,263.49**

**\*\*FOR INTERNAL REFERENCE ONLY\*\***

**WCPS Foundation for Excellence, Inc.**  
**FY17-18 Budget vs. Actual**  
 July 2017 through June 2018

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 Accrual Basis

	Fundraising			Management & General			Program Services			TOTAL		
	Jul '17 - Jun 18	Budget	% of Budget	Jul '17 - Jun 18	Budget	% of Budget	Jul '17 - Jun 18	Budget	% of Budget	Jul '17 - Jun 18	Budget	% of Budget
<b>Income</b>												
8000 - Support and Revenue												
8101 - Donations and Contributions												
8101a - GWRS Scholarships	0.00			0.00			40,000.00			40,000.00		100.0%
8101b - Individual - Other	1,055.00	4,500.00	23.4%	35,930.00			12,422.00	4,500.00	1,097.5%	44,907.00	4,500.00	1,097.5%
Total 8101 - Individual	1,055.00	4,500.00	23.4%	35,930.00			52,422.00	4,500.00	1,086.9%	64,907.00	4,500.00	1,086.9%
8103 - Business	0.00	4,500.00	0.0%	0.00			9,250.00	3,000.00	308.3%	9,250.00	3,000.00	308.3%
8103a - WCPSS Email	0.00	3,000.00	0.0%	7,368.00			0.00	7,000.00	105.3%	7,368.00	7,000.00	105.3%
8104 - Foundations/Trusts	0.00	0.00		0.00			83,016.05	0.00	0.1%	83,016.05	0.00	0.1%
8104a - WBFB	0.00	0.00		49.02			90.02	97,110.00	85.5%	-97,019.98	97,110.00	85.5%
8104b - Foundations/Trusts - Other	0.00	0.00		40.02			83,066.05	87,110.00	85.5%	-14,003.93	87,110.00	85.5%
Total 8104 - Foundations/Trusts	0.00	0.00		40.02			83,066.05	87,110.00	85.5%	-14,003.93	87,110.00	85.5%
8105 - Non-Profit	0.00	500.00	0.0%	0.00			3,375.00	3,375.00	0.0%	3,375.00	3,375.00	0.0%
8105a - HOPE	0.00	500.00	0.0%	500.00			0.00	500.00	100.0%	0.00	500.00	100.0%
8105b - Non-Profit - Other	0.00	0.00		0.00			0.00	0.00		0.00	0.00	
Total 8105 - Non-Profit	0.00	500.00	0.0%	500.00			3,375.00	3,375.00	0.0%	3,375.00	3,375.00	0.0%
8106 - Government	0.00	8,000.00	13.2%	32,566.27			2,553.00	13,010.00	0.0%	32,566.27	13,010.00	0.0%
8106a - WCPSS In-kind	0.00	0.00		0.00			2,553.00	2,175.00	117.4%	2,553.00	2,175.00	117.4%
8106b - WCPSS In-kind	0.00	0.00		128.35			0.00	0.00		128.35	0.00	100.0%
8106c - Government - Other	0.00	0.00		32,692.62			2,553.00	15,165.00	18.6%	35,245.62	15,165.00	69.7%
Total 8106 - Government	0.00	8,000.00	13.2%	32,692.62			2,553.00	15,165.00	18.6%	35,245.62	15,165.00	69.7%
Total 8100 - Donations and Contrib...	1,055.00	13,000.00	74.8%	76,561.01			147,291.05	112,295.00	131.2%	223,876.69	112,295.00	131.2%
8200 - Earned Revenue	0.00	0.00		0.00			0.00	0.00		0.00	0.00	
8202 - Special Events	0.00	0.00		0.00			0.00	0.00		0.00	0.00	
8202a - Special Events	0.00	0.00		0.00			0.00	0.00		0.00	0.00	
8202b - Sponsorships	6,385.00	1,500.00	425.7%	0.00			0.00	0.00		6,385.00	1,500.00	425.7%
8202c - Registrations	2,300.00	3,500.00	65.7%	0.00			0.00	0.00		2,300.00	3,500.00	65.7%
Total 8202 - Special Events	6,685.00	5,000.00	133.7%	0.00			0.00	0.00		6,685.00	5,000.00	133.7%
8203 - Interest Income	0.00	0.00		50.37			35.00	15.37	143.8%	50.37	35.00	143.8%
Total 8200 - Earned Revenue	6,685.00	5,000.00	133.7%	50.37			35.00	15.37	143.8%	50.37	35.00	143.8%
Total 8000 - Support and Revenue	7,740.00	13,000.00	59.5%	76,561.01			147,291.05	112,295.00	131.2%	233,812.06	112,295.00	131.2%
Total Income	7,740.00	13,000.00	59.5%	76,561.01			147,291.05	112,295.00	131.2%	233,812.06	112,295.00	131.2%
<b>Expense</b>												
8000 - Program												
8101 - General	0.00			0.00			0.00	13,010.00	0.0%	0.00	13,010.00	0.0%
8101a - WCPSS In-kind	0.00			0.00			2,553.00	2,175.00	117.4%	2,553.00	2,175.00	117.4%
8101b - BCPSS In-kind	0.00			0.00			47,547.36	77,110.00	61.7%	-29,562.64	77,110.00	61.7%
8101c - General - Other	0.00			0.00			50,100.36	92,295.00	54.3%	-42,194.64	92,295.00	54.3%
Total 8101 - General	0.00			0.00			47,547.36	171,571.00	131.2%	23,381.26	171,571.00	131.2%
8102 - Classroom Grants	0.00			0.00			40,186.99	30,000.00	134.0%	40,186.99	30,000.00	134.0%
8103 - School Grants	0.00			0.00			29,000.00	0.00		29,000.00	0.00	100.0%
8104 - Scholarships	0.00			0.00			40,000.00	40,000.00	100.0%	40,000.00	40,000.00	100.0%
8104a - GWRS Scholarship	0.00			0.00			4,500.00	4,500.00	100.0%	4,500.00	4,500.00	100.0%
8104b - Scholarships - Other	0.00			0.00			44,500.00	44,500.00	100.0%	44,500.00	44,500.00	100.0%
Total 8104 - Scholarships	0.00			0.00			49,000.00	89,000.00	98.2%	-3,007.65	89,000.00	98.2%
Total 8100 - Program	0.00			0.00			163,787.35	166,795.00	98.2%	-3,007.65	166,795.00	98.2%



**WCPS Foundation for Excellence, Inc.**  
**FY17-18 Budget vs. Actual**  
 July 2017 through June 2018

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 07/16/18  
 Accrual Basis

	Fundraising			Management & General			Program Services			TOTAL		
	Jul 17 - Jun 18	Budget	% of Budget	Jul 17 - Jun 18	Budget	% of Budget	Jul 17 - Jun 18	Budget	% of Budget	Jul 17 - Jun 18	Budget	% of Budget
9200 Management and General												
9201 Personnel	0 00			23,185.18	25,171.00	92.1%	0 00	23,185.18	92.1%	-1,985.82	25,171.00	92.1%
9201a - Salary-ED (WCPS In-Hand)	0 00			9,381.09	10,195.00	92.0%	0 00	9,381.09	92.0%	-813.91	10,195.00	92.0%
9201c - Benefits-ED (WCPS In-Hand)	0 00			32,568.27	35,366.00	92.1%	0 00	32,568.27	92.1%	-2,797.73	35,366.00	92.1%
Total 9201 - Personnel	0 00			65,134.54	70,752.00	92.1%	0 00	65,134.54	92.1%	-5,617.46	70,752.00	92.1%
9202 Professional Services												
9202a - Accounting (FOPE)	0 00	900 00	45.3%	900 00	4,500 00	0.0%	0 00	900 00	0.0%	-4,500 00	4,500 00	0.0%
9202b - Professional Services - Other	408 00	900 00	45.3%	900 00	4,500 00	20.0%	0 00	1,308 00	29.3%	-408 00	900 00	145.3%
Total 9202 - Professional Services	408 00	900 00	45.3%	900 00	4,500 00	20.0%	0 00	1,308 00	29.3%	-4,092 00	4,500 00	24.2%
9204 Office Supplies	114.13	100 00	114.1%	218.80	100 00	218.8%	0 00	332.93	332.8%	132.83	200 00	166.4%
9208 Mail, Postage and Shipping	0 00	50 00	0.0%	112 00	120 00	93.3%	0 00	112 00	93.3%	-8 00	120 00	93.3%
9209 Marketing	2,633.72	3,000 00	87.8%	300 00	300 00	100.0%	0 00	3,133.72	104.4%	-168.28	3,300 00	95.0%
9210 Travel and Conferences												
9210a - Meeting Expense	0 00	200 00	0.0%	195 00	200 00	97.5%	240 00	435 00	217.5%	235 00	200 00	217.5%
Total 9210 - Travel and Conferences	0 00	200 00	0.0%	195 00	200 00	97.5%	240 00	435 00	217.5%	235 00	200 00	217.5%
9211 Insurance												
9211a - Board D&O	0 00	1,274 00	0.0%	1,274 00	1,274 00	100.0%	0 00	1,274 00	100.0%	0 00	1,274 00	100.0%
9211b - General Liability/Crime	0 00	545 00	0.0%	545 00	545 00	100.0%	0 00	545 00	100.0%	0 00	545 00	100.0%
9211c - Program	0 00	180 00	0.0%	180 00	180 00	100.0%	0 00	180 00	100.0%	0 00	180 00	100.0%
9211d - Special Events	200 00	200 00	100.0%	0 00	0 00	0.0%	0 00	200 00	100.0%	0 00	200 00	100.0%
Total 9211 - Insurance	200 00	2,000 00	10.0%	1,819 00	1,819 00	90.9%	0 00	2,199 00	109.9%	0 00	2,199 00	109.9%
9212 Miscellaneous												
9212a - Bank Service Fees	0 00	70 00	0.0%	7 90	70 00	11.3%	0 00	7 90	11.3%	7 90	70 00	11.3%
9212b - Corporate Expenses	0 00	100 00	0.0%	100 00	100 00	100.0%	0 00	100 00	100.0%	0 00	100 00	100.0%
Total 9212 - Miscellaneous	0 00	170 00	0.0%	107 90	170 00	63.4%	0 00	107 90	63.4%	37 90	170 00	63.4%
Total 9200 - Management and General	3,555.85	4,250 00	83.7%	36,218.97	42,475 00	85.3%	-6,259 03	40,194.82	94.6%	-2,280.18	46,905 00	85.5%
Total 9000 - Expenses	3,555.85	4,250 00	83.7%	36,218.97	42,475 00	85.3%	-6,259 03	203,982.17	95.3%	-6,177.83	213,700 00	95.5%
Total Expense	3,555.85	4,250 00	83.7%	36,218.97	42,475 00	85.3%	-6,259 03	203,982.17	95.3%	-6,177.83	213,700 00	95.5%
Net Income	6,184.15	8,750 00	70.7%	40,382.04	3,901 00	1,061.8%	-36,561.04	29,629.89	30.9%	37,783.70	-43,129 00	-70.3%