

# September 2023 Budget Report

Prepared November 2023 by Chad Matlick, Director of Operations

Philanthropy West Virginia's September FY2023 Financial Statement shows total assets of \$458,625.49, and Total Liabilities of \$15,913.97. The Current Year Change is Net Assets show a loss of \$119,250.05

## Revenue

Revenues through September are \$117,928.39, 27.1% of budget.

Annual Membership Dues have reached \$65,555, 71% of the budget for this year. Renewals, along with other fundraising efforts, have been impacted by staff transition of our small team. Solicitation for the Philanthropic Partners Program began earlier this month and is currently under what has been expected. Proposals for Foundation Support are currently ongoing, but have been under what was planned. One reason for this after conversations with foundations was their perspective that it was time for other foundations to step up and support the organization, and that PWV had been too dependent on them for too long.

## Expenses

Expenses through September are \$237,178.44, 54.5% of budget.

Notable expenses include Insurance, which at 96% of budget currently includes \$810.26 in Event Insurance for the 2023 Annual Conference. Conference expenses are expected to exceed budget (see Conference Budget exhibit) due to rising food costs and Audio/Visual costs which are four times last year's rates.

## Notes

Significant revenue for the rest of year includes the following:

- \$75K from the Steeley Foundation (received will go towards FY23)
- \$25K from Bernard McDonough (grant submitted will go towards FY23)
- \$25K from Benedum (grant submitted but will go towards FY24)
- \$40K from Philanthropic Partners Program (which includes \$23K Benedum match)

Significant expenses for the rest of the year, beyond monthly operational costs, includes the following:

- \$30K in conferences expenses
- \$8K in audit costs (below expected \$9,500)

Net Assets with Donor Restrictions are Ascendium Assets, and be removed on the next statement.

**2023 FY Budget Worksheet**

<b>Income:</b>	<b>Thru Sept</b>	<b>2023 Budget</b>	<b>% of Budget</b>	<b>2022 Actual</b>
#150 – Interest Earnings	4,087.86	900.00	454.21%	1,814.38
#4000 – Annual Membership Investments	65,555.52	92,150.00	71.14%	70,635.00
#4005 – Foundation Grants				
#4005a - Annual Conference - Foundation Sponsors	1,500.00	10,000.00	15.00%	3,500.00
#4005b - Benedum	0.00	85,000.00	0.00%	0.00
#4005d - Foundation Program Support	9,000.01	135,000.00	6.67%	167,500.00
#4010 Corporate Support				
#4010a - General Corporate Support	0.00	20,000.00	0.00%	0.00
#4010b Programs – Corporate Sponsorships	0.00	0.00		0.00
#4010c Annual Conference – Corporate Sponsors	12,500.00	25,000.00	50.00%	19,213.28
#4020 – Program Income				
#4020a - Annual Conference Registrations	21,660.00	30,000.00	72.20%	19,666.98
#4020b - General Program & Meeting Registrations	575.00	0.00		6,237.78
#4030 – Philanthropic Partners Program	250.00	37,500.00	0.67%	41,737.00
#4045 – Consulting	2,800.00	0.00	#DIV/0!	2,651.74
#4050 - Partnerships/Shared Services	0.00	0.00	#DIV/0!	0.00
<b>TOTAL INCOME:</b>	117,928.39	435,550.00	27.08%	332,956.16

**2023 FY Budget Worksheet**

<b>Expenses</b>	<b>Thru Aug</b>	<b>2023 PROPOSED</b>		<b>2022 Thru Aug</b>
<b>Communications</b>				
#5060 – Phone, Internet, & Online Services	6,496.08	8,200.00	79.22%	4,992.19
#5065 – Printing & Postage	417.31	1,000.00	41.73%	662.35
<b>Constituent Services</b>				
#5080 – Annual Conference	3,550.00	25,000.00	14.20%	22,500.00
#5110 – Programs				
#5110a - Corporate Speakers	0.00	0.00	#DIV/0!	0.00
#5110b - Community Fdtns & United Ways	0.00	2,500.00	0.00%	539.17
#5110c - Private & Family Foundations	0.00	2,570.00	0.00%	0.00
#5110d - Regional Meetings, Webinars, & Leadership	372.36	5,000.00	7.45%	10,182.53
#5110e - Education Funders Affinity Group(EAG)	0.00	3,500.00	0.00%	3,196.80

#5110f - Policy & Advocacy	1,500.00	5,000.00	30.00%	227.00
#5115 – Miscellaneous (BOD gifts/food)	154.88	2,500.00	6.20%	456.81
#5120 – Marketing	199.00	4,500.00	4.42%	4,757.43
<b>Management</b>				
#5011 – Bank Fees	367.19	500.00	73.44%	331.99
#5012 – Planning & Development	0.00	6,000.00	0.00%	5,902.02
#5020 – Office Supplies & Copies	91.18	1,500.00	6.08%	891.83
#5031 – Technology Equipment		1,500.00	0.00%	1,850.18
#5040 – Professional Services				
#5040a - Financial Services	9,061.11	12,000.00	75.51%	13,075.00
#5040b - Annual Audit		9,500.00	0.00%	8,000.00
#5040c - Employee Leasing	2,234.00	5,000.00	44.68%	3,999.00
#5042 – Insurance	4,645.64	4,800.00	96.78%	3,501.34
#5050 - Rent	8,463.00	9,700.00	87.25%	9,672.00
#5002 – Contract Staffing				
#5002a - Wages	148,974.95	245,450.00	60.69%	212,076.90
#5002b - Benefits/Taxes/FICA	34,813.65	61,700.00	56.42%	41,394.41
#5002d - Contract Staffing/Other	0.00	0.00	#DIV/0!	
#5002e - Retirement Plan	3,868.26	3,910.00	98.93%	3,825.60
#5005 – Professional Development & Conferences	2,570.55	3,000.00	85.69%	6,581.62
#5006 – Memberships, Govt. Reg., & Subscriptions	5,964.95	6,220.00	95.90%	4,550.00
#5010 – General Work Travel	3,434.33	5,000.00	68.69%	4,550.00
<b>TOTAL EXPENSES:</b>	<b>237,178.44</b>	<b>435,550.00</b>	<b>54.45%</b>	<b>367,716.17</b>
<b>Net (Loss) Inc. vs. Exp</b>	<b>-119,250.05</b>	<b>0.00</b>		<b>-34,760.01</b>

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**PHILANTHROPY WEST VIRGINIA**

FINANCIAL STATEMENTS  
WITH SUPPLEMENTAL INFORMATION

FOR THE MONTH ENDED SEPTEMBER 30, 2023



**Suttle &  
Stalnaker** | Certified  
Public  
Accountants

A Professional Limited Liability Company

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The Board of Directors  
Philanthropy West Virginia  
Morgantown, WV

Management is responsible for the accompanying financial statements of Philanthropy West Virginia (a nonprofit organization), which comprise the statement of financial position as of September 30, 2023 and the related statement of activities for the one and nine months then ended, in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any assurance on these financial statements.

Management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

The accompanying supplementary information contained in is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management. The supplementary information was subject to our compilation engagement. We have not audited or reviewed the supplementary information and do not express an opinion, a conclusion, nor provide any form of assurance on such information.

We are not independent with respect to Philanthropy West Virginia.

Suttle & Stalnaker, PLLC  
Charleston, WV  
October 13, 2023

The Virginia Center  
1411 Virginia Street, East  
Suite 100  
Charleston, WV 25301

MAIN (304) 343-4126  
FAX (304) 343-8008

The Rivers Office Park  
200 Star Avenue  
Suite 220  
Parkersburg, WV 26101

MAIN (304) 485-6584  
FAX (304) 485-0971

Suncrest Towne Centre  
453 Suncrest Towne Centre Drive  
Suite 201  
Morgantown, WV 26505

MAIN (304) 485-6584  
FAX (304) 485-0971

The Somerville Building  
501 5th Avenue  
Suite 1  
Huntington, WV 25701

MAIN (304) 525-0301  
FAX (304) 522-1569

**Philanthropy West Virginia  
Statement of Financial Position  
September 30, 2023**

**Assets**

**Current Assets**

1010 - MVB Bank	\$170,329.53
1030 - UB Money Market - 6247	126,606.84
1060 United Bank - 1257	11,305.38
1080 - United Bank FlexE - 2587	116,617.32
1090 United Bank - 7669	11,623.32
Accounts Receivable	<u>11,987.50</u>
<b>Total Current Assets</b>	<u><b>448,469.89</b></u>

Property and Equipment

Total Property and Equipment	<u>-</u>
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Other Assets

Office Lease	<u>10,155.60</u>
<b>Total Other Assets</b>	<u><b>10,155.60</b></u>

<b>Total Assets</b>	<u><b>\$458,625.49</b></u>
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**Liabilities and Net Assets**

**Current Liabilities**

Credit Card	\$ 1,416.15
Office Lease Payable	10,155.60
Payroll Liabilities	<u>4,342.22</u>
<b>Total Current Liabilities</b>	15,913.97

Long-Term Liabilities

Total Long-Term Liabilities	<u>-</u>
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<b>Total Liabilities</b>	15,913.97
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**Net Assets**

Net Assets with donor restrictions	67,500.00
Net Assets without donor restrictions	494,461.57
Current Year Change in Net Assets	<u>(119,250.05)</u>
<b>Total Net Assets</b>	<u><b>442,711.52</b></u>

<b>Total Liabilities and Net Assets</b>	<u><b>\$458,625.49</b></u>
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**Philanthropy West Virginia**  
**Statement of Activities**  
**For the Month and Nine Months Ended September 30, 2023**

	Month Ended September 30, 2023	Nine Months Ended September 30, 2023	% of Budget	Nine Months Ended September 30, 2023 Budget
<b>Revenue</b>				
Interest Earnings	\$ 498.19	\$ 4,087.86	605.61 %	\$ 675.00
Annual Membership Dues	-	65,555.52	94.86 %	69,111.00
a) Conference Support	-	1,500.00	20.01 %	7,497.00
b) Benedum Fdtn Grant/Give2WV	-	-	0.00 %	63,747.00
d) General Support	-	9,000.01	8.89 %	101,250.00
a) General Corporate Support	-	-	0.00 %	15,003.00
c) Annual Conf - Corp Sponsors	2,500.00	12,500.00	66.68 %	18,747.00
a) Annual Conf Registrations	7,210.00	21,660.00	96.27 %	22,500.00
b) General Program & Mtg Reg	25.00	575.00	0.00 %	-
Philanthropic Part Prog	250.00	250.00	0.89 %	28,125.00
Consulting	100.00	2,800.00	0.00 %	-
<b>Total Revenue</b>	<b>10,583.19</b>	<b>117,928.39</b>	<b>36.10 %</b>	<b>326,655.00</b>
<b>Operating Expenses</b>				
Phone, Internet & Online Svcs	267.36	6,496.08	105.68 %	6,147.00
Printing & Postage	241.31	417.31	55.86 %	747.00
Constituent Services	1,122.36	5,422.36	9.83 %	55,179.00
Miscellaneous	-	154.88	8.27 %	1,872.00
Marketing	-	199.00	5.90 %	3,375.00
Bank Fees	169.11	367.19	97.14 %	378.00
Planning & Development	-	-	0.00 %	4,500.00
Office Supplies & Copying	-	91.18	8.10 %	1,125.00
Technology Equipment	-	-	0.00 %	1,125.00
Professional Services	267.00	11,295.11	56.81 %	19,881.00
Insurance-D&O, Gen, Prof Liab	-	4,645.64	129.05 %	3,600.00
Rent	846.30	8,463.00	116.38 %	7,272.00
Contract Staffing	26,159.86	187,656.86	80.44 %	233,298.00
Prof Development & Conf	-	2,570.55	114.25 %	2,250.00
Memberships, Govt Reg & Sub	150.00	5,964.95	127.95 %	4,662.00
General Work Travel	-	3,434.33	91.51 %	3,753.00
<b>Total Operating Expenses</b>	<b>29,223.30</b>	<b>237,178.44</b>	<b>67.93 %</b>	<b>349,164.00</b>
<b>Change in Net Assets</b>	<b><u>\$(18,640.11)</u></b>	<b><u>\$(119,250.05)</u></b>	<b>529.79 %</b>	<b><u>\$(22,509.00)</u></b>



## SUPPLEMENTARY INFORMATION

**Philanthropy West Virginia**  
**Schedule of Activities - Budget to Actual Operations**  
**For the Nine Months Ended September 30, 2023**

	Nine Months Ended September 30, 2023 Actual	Nine Months Ended September 30, 2023 Budget	Over/(Under) Budget
<b>Revenue</b>			
Interest Earnings	\$ 4,087.86	\$ 675.00	\$ 3,412.86
Annual Membership Dues	65,555.52	69,111.00	(3,555.48)
a) Conference Support	1,500.00	7,497.00	(5,997.00)
b) Benedum Fdtn Grant/Give2WV	-	63,747.00	(63,747.00)
d) General Support	9,000.01	101,250.00	(92,249.99)
a) General Corporate Support	-	15,003.00	(15,003.00)
c) Annual Conf - Corp Sponsors	12,500.00	18,747.00	(6,247.00)
a) Annual Conf Registrations	21,660.00	22,500.00	(840.00)
b) General Program & Mtg Reg	575.00	-	575.00
Philanthropic Part Prog	250.00	28,125.00	(27,875.00)
Consulting	2,800.00	-	2,800.00
<b>Total Revenue</b>	<b>117,928.39</b>	<b>326,655.00</b>	<b>(208,726.61)</b>
<b>Operating Expenses</b>			
Phone, Internet & Online Svcs	6,496.08	6,147.00	349.08
Printing & Postage	417.31	747.00	(329.69)
Annual Conference	3,550.00	18,747.00	(15,197.00)
b) Community Fdtn Institute	-	1,872.00	(1,872.00)
c) Prvt/Family Fnd. Programs	-	1,926.00	(1,926.00)
d) Reg. MTGs & 2015 Pol Inst	372.36	3,753.00	(3,380.64)
e) Education Affinity Group	-	2,628.00	(2,628.00)
Policy & Advocacy	1,500.00	3,753.00	(2,253.00)
Miscellaneous	154.88	1,872.00	(1,717.12)
Marketing	199.00	3,375.00	(3,176.00)
Pass Thru Grants	-	22,500.00	(22,500.00)
Bank Fees	367.19	378.00	(10.81)
Planning & Development	-	4,500.00	(4,500.00)
Office Supplies & Copying	91.18	1,125.00	(1,033.82)
Technology Equipment	-	1,125.00	(1,125.00)
a) Financial Services	9,061.11	9,000.00	61.11
b) Annual Audit	-	7,128.00	(7,128.00)
c) Employee Leasing	2,234.00	3,753.00	(1,519.00)
Insurance-D&O, Gen, Prof Liab	4,645.64	3,600.00	1,045.64
Rent	8,463.00	7,272.00	1,191.00
a) Wages	148,974.95	184,086.00	(35,111.05)
b) Benefits/FICA	34,813.65	46,278.00	(11,464.35)
e) Retirement Plan	3,868.26	2,934.00	934.26
Prof Development & Conf	2,570.55	2,250.00	320.55
Memberships, Govt Reg & Sub	5,964.95	4,662.00	1,302.95
General Work Travel	3,434.33	3,753.00	(318.67)
<b>Total Operating Expenses</b>	<b>237,178.44</b>	<b>349,164.00</b>	<b>(111,985.56)</b>
<b>Change in Net Assets</b>	<b>\$ (119,250.05)</b>	<b>\$ (22,509.00)</b>	<b>\$ (96,741.05)</b>

**Philanthropy West Virginia**  
**Schedule of Activities Preceding 12 Months**  
**Twelve Months Ended September 30, 2023**

	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
<b>Revenue</b>						
Interest Earnings	\$ 161.43	\$ 282.49	\$ 374.04	\$ 374.64	\$ 368.93	\$ 437.06
Annual Membership Dues	500.00	-	-	46,221.75	14,750.00	1,112.00
a) Conference Support	-	-	-	-	-	-
d) General Support	135,000.00	25,000.00	-	5,000.01	-	-
c) Annual Conf - Corp Sponsors	-	-	-	-	-	-
a) Annual Conf Registrations	-	(8,163.78)	-	-	-	-
b) General Program & Mtg Reg	-	6,237.78	-	-	-	-
Philanthropic Part Prog	6,500.00	1,500.00	25,750.00	-	-	-
Consulting	-	-	-	-	50.00	-
Other Revenue	-	-	-	-	-	-
<b>Total Revenue</b>	<b>142,161.43</b>	<b>24,856.49</b>	<b>26,124.04</b>	<b>51,596.40</b>	<b>15,168.93</b>	<b>1,549.06</b>
<b>Gross Profit</b>	<b>142,161.43</b>	<b>24,856.49</b>	<b>26,124.04</b>	<b>51,596.40</b>	<b>15,168.93</b>	<b>1,549.06</b>
<b>Operating Expenses</b>						
Phone, Internet & Online Svcs	289.36	149.65	824.82	317.33	742.85	409.22
Printing & Postage	-	60.00	-	-	-	-
Annual Conference	-	-	7,500.00	1,800.00	1,000.00	-
b) Community Fdtn Institute	-	-	-	-	-	-
d) Reg. MTGs & 2015 Pol Inst	-	-	-	-	-	-
Policy & Advocacy	-	-	-	-	750.00	-
Miscellaneous	-	-	143.10	-	-	112.94
Marketing	-	-	2,500.00	-	49.00	150.00
Pass Thru Grants	-	-	-	-	-	-
b) EAG-Ascendium Grant Expenses	-	-	20,000.00	-	-	-
1) Program Delivery	-	-	2,956.42	-	-	-
Bank Fees	36.00	45.00	22.68	(43.63)	1.75	-
Planning & Development	-	(97.98)	-	-	-	-
Office Supplies & Copying	168.43	(12.00)	-	-	-	-
Technology Equipment	-	25.00	-	-	-	-
a) Financial Services	1,000.00	1,000.00	2,000.00	1,000.00	-	2,061.11
b) Annual Audit	-	-	-	-	-	-
c) Employee Leasing	311.00	311.00	311.00	267.00	227.00	227.00
Insurance-D&O, Gen, Prof Liab	-	-	1,028.34	732.72	-	-
Rent	-	806.00	806.00	1,692.60	-	846.30
a) Wages	15,929.62	19,078.74	22,240.29	17,475.81	12,909.08	14,488.18
b) Benefits/FICA	3,605.25	5,036.26	2,894.45	8,020.07	1,849.06	4,564.90
e) Retirement Plan	147.80	147.80	287.70	22.68	-	1,819.03
Prof Development & Conf	1,310.38	2,046.50	460.00	-	-	-
Memberships, Govt Reg & Sub	15.00	-	-	-	5,520.00	-
General Work Travel	98.13	398.14	2,074.69	1,454.34	889.59	-
<b>Total Operating Expenses</b>	<b>22,910.97</b>	<b>28,994.11</b>	<b>66,049.49</b>	<b>32,738.92</b>	<b>23,938.33</b>	<b>24,678.68</b>
<b>Change in Net Assets</b>	<b>\$119,250.46</b>	<b>\$ (4,137.62)</b>	<b>\$ (39,925.45)</b>	<b>\$ 18,857.48</b>	<b>\$ (8,769.40)</b>	<b>\$ (23,129.62)</b>

**Philanthropy West Virginia**  
**Schedule of Activities Preceding 12 Months**  
**Twelve Months Ended September 30, 2023**

	Apr 2023	May 2023	June 2023	July 2023	Aug 2023	Sept 2023	Total
<b>Revenue</b>							
Interest Earnings	\$ 413.28	\$ 473.18	\$ 505.18	\$ 501.83	\$ 515.57	\$ 498.19	\$ 4,905.82
Annual Membership Dues	-	100.00	309.27	-	1,562.50	-	64,555.52
a) Conference Support	-	-	-	1,500.00	-	-	1,500.00
d) General Support	4,000.00	-	-	-	-	-	169,000.01
c) Annual Conf - Corp Sponsors	-	-	-	-	10,000.00	2,500.00	10,000.00
a) Annual Conf Registrations	-	-	2,675.00	4,925.00	6,850.00	7,210.00	13,074.00
b) General Program & Mtg Reg	-	-	-	375.00	175.00	25.00	6,787.78
Philanthropic Part Prog	-	-	-	-	-	250.00	36,450.00
Consulting	-	-	2,500.00	150.00	-	100.00	2,700.00
Other Revenue	-	1,500.00	-	-	-	-	1,500.00
<b>Total Revenue</b>	<b>4,413.28</b>	<b>2,073.18</b>	<b>5,989.45</b>	<b>7,451.83</b>	<b>19,103.07</b>	<b>10,583.19</b>	<b>311,070.35</b>
<b>Gross Profit</b>	<b>4,413.28</b>	<b>2,073.18</b>	<b>5,989.45</b>	<b>7,451.83</b>	<b>19,103.07</b>	<b>10,583.19</b>	<b>311,070.35</b>
<b>Operating Expenses</b>							
Phone, Internet & Online Svcs	3,661.49	373.31	224.84	224.84	274.84	267.36	7,759.91
Printing & Postage	-	-	-	176.00	-	241.31	477.31
Annual Conference	-	-	-	-	-	750.00	11,050.00
b) Community Fdtn Institute	-	-	-	-	-	-	-
d) Reg. MTGs & 2015 Pol Inst	-	-	-	-	-	372.36	372.36
Policy & Advocacy	-	-	-	-	750.00	-	1,500.00
Miscellaneous	38.94	3.00	-	-	-	-	297.98
Marketing	-	-	-	-	-	-	2,699.00
Pass Thru Grants	-	-	-	-	-	-	-
b) EAG-Ascendium Grant Expenses	-	-	-	-	-	-	20,000.00
1) Program Delivery	-	-	-	-	-	-	2,956.42
Bank Fees	-	-	48.60	58.79	132.57	169.11	470.87
Planning & Development	-	-	-	-	-	-	(97.98)
Office Supplies & Copying	-	-	-	91.18	-	-	247.61
Technology Equipment	-	-	-	-	-	-	25.00
a) Financial Services	1,000.00	-	1,000.00	1,000.00	3,000.00	-	13,061.11
b) Annual Audit	-	-	-	-	-	-	-
c) Employee Leasing	178.00	267.00	267.00	267.00	267.00	267.00	3,167.00
Insurance-D&O, Gen, Prof Liab	683.76	-	1,748.40	-	1,480.76	-	5,673.98
Rent	846.30	846.30	846.30	846.30	1,692.60	846.30	10,075.00
a) Wages	12,465.38	12,210.96	23,913.06	17,080.76	17,080.76	21,350.96	206,223.60
b) Benefits/FICA	1,097.95	3,585.32	3,998.95	3,705.31	3,650.64	4,341.45	46,349.61
e) Retirement Plan	97.96	189.68	523.54	373.96	373.96	467.45	4,451.56
Prof Development & Conf	30.00	-	1,860.55	680.00	-	-	6,387.43
Memberships, Govt Reg & Sub	-	60.00	134.95	100.00	-	150.00	5,979.95
General Work Travel	431.96	-	49.18	-	609.26	-	6,005.29
<b>Total Operating Expenses</b>	<b>20,531.74</b>	<b>17,535.57</b>	<b>34,615.37</b>	<b>24,604.14</b>	<b>29,312.39</b>	<b>29,223.30</b>	<b>355,133.01</b>
<b>Change in Net Assets</b>	<b>\$ (16,118.46)</b>	<b>\$ (15,462.39)</b>	<b>\$ (28,625.92)</b>	<b>\$ (17,152.31)</b>	<b>\$ (10,209.32)</b>	<b>\$ (18,640.11)</b>	<b>\$ (44,062.66)</b>