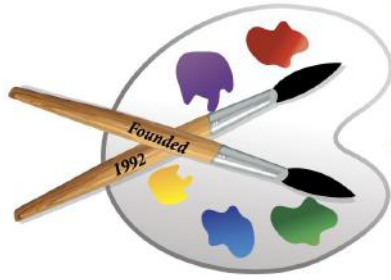


American Canyon



Arts
Foundation

2017 Annual Report

MIDDLE EASTERN CULTURAL NIGHT

SPONSORED BY
AMERICAN CANYON ARTS FOUNDATION



JUNE 16, 2017 • 7-9.30PM
AMERICAN CANYON HIGH SCHOOL CAFETERIA
IFTAR DINNER INCLUDED

KIDS ARE WELCOME • FREE EVENT
RSVP to info@amcanart.org



Best of Show, 2017





American Canyon Arts Foundation President's Message

Date: January 21, 2018

To: All ACAF Members

As I finish my fourth (and final!) year as President, I believe the Foundation has achieved two important accomplishments: first, our financial condition is significantly improved, and second, we have a better sense of who we are and what we do, in a post-Art Gallery world. We are ready to move to the next level, and it will be up to the Board and the Membership to define what that will be!

- The financial statements show we have over four times the cash reserves now than in 2014. This means we can increase our charitable giving as well as have enough to tide us over for that inevitable "rainy day."
- We upgraded our two major fund raisers for the Foundation (the Art Extravaganza and the Holiday Boutique), that emphasize our visual artists and crafters. *We should consider exploring a third component that involves music (perhaps bring back Friday Night JAM, or something else). And we need to work on expanding our sponsorships.*
- With that fund-raising capacity, we have been able to give back to the community—scholarships, grants and more. The more we give, the better our case to ask for more!
- We also grew our member services, from the Welcome Center Gallery to a presence at the weekly Farmer's Market. There is clearly room for growth—we *should look at workshops and field trips, as well as classes.*
- And lastly, we added two new programs: Arts & Culture; and Public Art. Funded mostly by grants and sponsorships, these programs can help grow our reputation and goodwill in the community, as well as enhance the community itself.

As much as we accomplished over the last four years, there is still much to do. I look forward to helping the next President build on the foundation that exists today.

In closing, I could never have done this without the hard work and support from the Board of Directors. Thank you, one and all!

- | | |
|---|---------------------------|
| • Lynn Dykstra , Vice-President | • Francoise Bowlby |
| • Jonette McNaughton , Secretary/Treasurer | • Gloria Fouts |
| • Fayza Hamid | • Ari Hood |
| • Robert Johnson | • Patti Krueger |
| • Roberta Labaw | • Joey McNaughton |
| • Arvind Nischal | • Chris Tennyson |

Artistically yours,


Mark Joseph, President

American Canyon Arts Foundation 2017 Annual Report

Membership

Table One is a roster of our membership as of December 31, 2017. We finally exceeded 100! However, this is based on counting Family Memberships as two; and all others (Individual, Life, Student) as one. This is the process we will use going forward. The Board also decided not to increase membership dues.

With 103 paid/lifetime members, we grew slightly over last year (103 vs. 98). Just over half of the membership live in American Canyon (55%), which is a trend from last year. Another quarter of our membership comes from the cities north and south of us--Vallejo (14%) and Napa (11%). The balance is from the North Bay, and in particular, Solano County.

The table below compares the numbers from 2016 and 2017, in which we recalculated the membership based on the changes noted above.

City	2016		2017	
	<u>Nbr.</u>	<u>Pct.</u>	<u>Nbr.</u>	<u>Pct.</u>
American Canyon	53	54%	57	55%
Vallejo	16	16%	14	14%
Napa	11	11%	11	11%
Other	18	18%	21	20%
TOTALS	98	100%	103	100%

Financial Condition

Tables Two-Four present the Foundation’s financial condition for the year ending December 31, 2017. The first is our Balance Sheet, showing that our “bottom line” continues to grow—we now have over \$12,000 in net cash reserves. This is a fourfold increase from 2014, the last year of our Art Gallery. The reader may note that our total cash is almost \$3000 more than our “equity.” This is due to grants, sales tax and other “earmarked” dollars that we include in our bank accounts, but their uses are restricted.

Table Three is our Income Statement, comparing revenues and expenses for 2016 and 2017. Revenues were roughly the same as last year, although distributed differently (more sales, but less sponsorships, for example). Sponsorships were down, because we did not produce Friday Night JAM. On the expense side, we did not make as many charitable contributions as last year, but we did invest in new art panels (Equip & Fixture Purchases). Other expenses were linked to specific programs—for example, higher insurance associated with our Holiday Boutique; which also explains the higher program costs (more See’s and crafts sales means more payments to artists and See’s Candy!). The result is our net earnings were about \$1100 less than last year, but still in the black.

The last table breaks out our income statement by category, so we can see how well each program or event performed. In general, the goal is for General & Administration to break even (the loss this year was due to the Art Panel purchase); Arts in April and Holiday Boutique are our major fund raisers; Arts and Culture is grant funded, so it should pay for itself; and Member Services and Community Services is where we invest our earnings. After an initial period of building up our reserves, the ultimate goal is to break even each year, by matching our charitable giving with our fund-raising efforts.

Events and Accomplishments

Below is a summary of the major events and accomplishments of the Foundation during Calendar Year 2017. They are grouped around the basic functions of the Foundation, like the Cost Centers in our financial statements.

1. **Fund Raisers:** As noted above, we held two major fund raisers this year—the Art Extravaganza, part of the Napa County Arts in April; and the Holiday Boutique. Combined, we raised almost \$5000 for charitable purposes.
 - a. Arts in April: We continued to combine our annual *Art Extravaganza* show with Napa County’s Arts in April program. The juried show was held at Jamieson Ranch Vineyard winery for the third year. Art sales were very good and the silent auction proceeds were much better. **Vincent Connors** was the “Best of Show” artist; and **Misuk Goltz** was the “People’s Choice” winner. We also hosted an artist reception at the winery, and our “Director’s Show” at the Welcome Center. In addition, we partnered with the City of American Canyon and their Earth Day program, with a temporary art installation by Bay Area artist, **David Tomb**.
 - b. Holiday Boutique: This was our second year and we learned a lot! By making a number of changes, we increased our net earnings tenfold, from roughly \$130 to over \$1300! Being open longer certainly helped, along with a surprisingly large amount of See’s Candy sales. This is a great opportunity for our craft artists, and the only challenge is finding a vacant storefront at Christmas!
2. **Member Services:** This year we expanded services to our members. Some of those events and shows are listed below:
 - a. Annual Dinner: Being our 25th anniversary, we invited as many Charter Members as we could track down and enjoyed ourselves at the Eagle Vines Golf Club. We also installed two new Board members: **Fayza Hamid** and **Patti Krueger**.
 - b. ArtWalk at Canyon Plaza: Scheduled around Valentine’s Day, we sold See’s Candy and showcased several of our artists.
 - c. Welcome Center Art Gallery: With a great partner in the Chamber of Commerce, we entered into an arrangement in which each month one of our member artists can show their work at the Center. We also worked with the Chamber to host receptions at the Center and hope to grow that relationship to include workshops and other activities. Board member, **Gloria Fouts**, manages this program and is always interested in signing up artists!
 - d. Pygmalion Art Contest: This contest came about because we were able to get a great price on a set of three different oils. So, we decided to host a contest in which the artist could only use the three colors. It was a lot of fun, and we hope to produce a contest each year, provided we can continue to get the oils! Congrats to long time member, **Roberta Labaw**, who was our People’s Choice winner.
 - e. SpringHill Suites Reception: This is becoming an annual event for us, in which the hotel hosts the Foundation, and we, in turn, offer space for our Best of Show and People’s Choice winners from the Extravaganza. It’s a great space and a good way to relax after Arts in April.
 - f. Farmer’s Market: This was a new program, managed by new Board member, **Patti Krueger**. The City allowed us to have a booth at the weekly Farmer’s Market. In turn, we offered space to crafts members to sell their art. We also added several new members, thanks to Patti’s efforts.

3. **Arts and Culture:** This was our new program for 2017, thanks to two grants from the *City of American Canyon* and the *Arts Council Napa Valley*.
 - a. Middle Eastern Event: We debuted with our Middle Eastern Cultural Event, held at the High School. Professor Hatem Bazian spoke on the contribution of Arabs to American Culture and gave an overview of the Islamic faith. We were also treated to an incredible dinner of traditional Middle Eastern food! Over 100 people attended this free event.
 - b. Hispanic Heritage Celebration: Our second program in the series was held at the Farmer's Market, with dancers and musicians. We also had a great car show, thanks to *Chelu Car Club of Vallejo*. Over 100 people attended, and children were able to do crafts while their parents enjoyed the show.
 - c. Other Events: We also worked with the *FilAm Club of American Canyon* and *Arvind Nischal's* Multi-Cultural Event. Unfortunately, both events were planned for October, and the Valley Fires forced both events to be canceled. We will work with these groups next year, as well as to work with community members to celebrate Black History Month in February.
4. **Public Art:** We did not focus on this program as much this year, after helping to raise funds for the 9/11 Memorial in 2016. However, there are many potential opportunities to install public art in American Canyon and we plan to work with the City and other community groups to make this a reality.
5. **Internal Operations:** It's not glamorous, but somebody needs to pay the bills! We maintained and updated our website (www.amcanart.org) and our Facebook page (www.facebook.com/amcanart). We also distributed the monthly newsletter, *The Informer*, and conducted regular Board meetings. Our biggest project was organizing our storage area, starting with the purchase of Storage Racks.
6. **Community Service and Charitable Giving:** Last, but not least, is our charitable efforts. This takes the form of providing fun events for the community, as well as actual monetary contributions.
 - a. Chalk Art Contest: This is our longest running activity for children in our community. We team up with the City and this year, we were in the parking lot of Donaldson Way Elementary. We had almost 100 kids participate and awarded cash prizes of \$150.
 - b. AmCan Rocks: This was a new program, in which people (kids and adults) paint rocks, and then they hide them for others to find and note on a Facebook page. It's a lot of fun—we sponsored the program by purchasing rocks and paint, and even hosted a number of painting events. The biggest was during the Fourth of July.
 - c. Student Scholarships: We expanded our program by offering two scholarships to graduating High School Seniors. This year the recipients were *Chloe Buntos* and *Angela Domingo*. We wish them great success in the future.
 - d. Donaldson Way Elementary School Grant: Last year we matched a \$500 grant with *Arvind Nischal's* Helping Hands organization, to give the High School Music Department \$1000. This year we did the same thing for Donaldson Way Elementary School. They will use the funds to commission local artist, *Jermaine Burse*, to paint a mural on campus.

Membership Roster - 2017
American Canyon Arts Foundation

Table One

<u>Full Name</u>	<u>City</u>	<u>Status</u>	<u>Class</u>
Mark & Cheryl Joseph	American Canyon	Board President	Family
Lynn Dykstra	Vallejo	Board Vice-President	Individual
Jonette McNaughton	American Canyon	Board Sec/Treasurer	Family
Francoise Bowlby	Napa	Board	Individual
Gloria Fouts	Vallejo	Board	Individual
Fayza Hamid	American Canyon	Board	Individual
Ari Hood	American Canyon	Board	Individual
Robert Johnson	Benicia	Board	Individual
Patti Krueger	American Canyon	Board	Individual
Roberta LaBaw	American Canyon	Board	Family
Joey McNaughton	American Canyon	Board	*
Arvind Nischal	American Canyon	Board	Individual
Christopher Tennyson	American Canyon	Board	Individual
Teresa Abeyta	American Canyon	Member	Individual
Dennis Ariza	Fairfield	Member	Individual
Gian Bamrah	American Canyon	Member	Student
Rolando S Barrero	Vallejo	Member	Individual
Brent Beck	American Canyon	Member	Individual
Terry Birkholz	American Canyon	Member	Individual
Penny Booth	Vallejo	Member	Individual
Alexzandra Bowers	American Canyon	Member	Individual
Jay Brome	Vallejo	Member	Individual
Vicki Browne-Lopez	American Canyon	Member	Individual
Lee Bufalini	Benicia	Member	Individual
Lawrence & Nathell Buford	American Canyon	Member	Family
Tony Cador	Benicia	Member	Individual
Keith Caldwell	American Canyon	Member	Life Member
Michele Castagnola-Wegner	American Canyon	Member	Individual
Charlotte Chiolero	American Canyon	Member	Family
LaDonna Christoffersen	Vallejo	Member	Individual
Vincent Connors	Napa	Member	Individual
Marge Crowell	Napa	Member	Individual
Aubrey Daniels	Vallejo	Member	Individual
Rob DaSilva	Napa	Member	Individual
Vicki Dennis	Benicia	Member	Individual
Yvette Diaz	American Canyon	Member	Student
Yu Ding	American Canyon	Member	Individual
Alice Dotti	American Canyon	Member	Individual
Maggie Ford	American Canyon	Member	Individual
Laurine Fuqua	Napa	Member	Individual
Leon & Eva Garcia	American Canyon	Member	Family
Bill Gardner	Vallejo	Member	Individual

Membership Roster - 2017
American Canyon Arts Foundation

<u>Full Name</u>	<u>City</u>	<u>Status</u>	<u>Class</u>
Misuk Goltz	Vacaville	Member	Individual
Katherine Griffin	Hidden Valley Lake	Member	Individual
Marlene Haas	Napa	Member	Individual
Mariama Hadiah	Vallejo	Member	Individual
Ronald Hamilton	American Canyon	Member	Individual
Robert Harris	American Canyon	Member	Life Member
Paul Hippauf	Napa	Member	Individual
Trinity Holsworth	Fairfield	Member	Individual
Mariann Humphrey	Napa	Member	Individual
Louise Joan Imlay	American Canyon	Member	Individual
Sandra Imperatori	Fairfield	Member	Individual
Pam Jones	Angwin	Member	Individual
Laura Keiser	American Canyon	Member	Individual
Alan & Pat Kenck	Hercules	Member	Family
Brenda Knight	American Canyon	Member	Life Member
Mandy Le	American Canyon	Member	Individual
Jenifer Leahy	Yountville	Member	Individual
Kenneth Leary	American Canyon	Member	Individual
Fran Lemos	American Canyon	Member	Individual
Tibby Lerner	Benicia	Member	Individual
Harriet Lloyd	Vallejo	Member	Individual
Jennifer Lockette	American Canyon	Member	Individual
Marjorie Lutz	Fairfield	Member	Individual
Diane Macfarlane	American Canyon	Member	Individual
Clarence Mamaril	American Canyon	Member	Family
Nance Matson	American Canyon	Member	Family
Lozja L Mattas	Hidden Valley Lake	Member	Individual
Jo McLain	Vacaville	Member	Individual
Cheri Ann Mendieta	Vallejo	Member	Individual
Fred Morse	Napa	Member	Individual
Sherrell Moyse	Vacaville	Member	Individual
Joe & Nancy Nabrynski	American Canyon	Member	Family
Shanda Neumeier	American Canyon	Member	Family
Iris Newsom	Vallejo	Member	Individual
Cherol Ockrassa	American Canyon	Member	Individual
Janice Peterson	Napa	Member	Individual
Min Puno	Vallejo	Member	Individual
Hilda C. Robinson	Oakland	Member	Individual
Joe Schunk	American Canyon	Member	Individual
Carolyn Patricia Scott	Napa	Member	Individual
Janelle Sellick	American Canyon	Member	Family
Joyce Shields	American Canyon	Member	Individual

Membership Roster - 2017
American Canyon Arts Foundation

<u>Full Name</u>	<u>City</u>	<u>Status</u>	<u>Class</u>
Dana & Paul Shigley	American Canyon	Member	Family
Rosalind Sinnamon-Johnson	Benicia	Member	Individual
Lana Slocum	American Canyon	Member	Individual
Diane Stawicki	Kelseyville	Member	Individual
Sande Sutter	American Canyon	Member	*
Constance Terrell	American Canyon	Member	Individual
Bonnie Waxman	American Canyon	Member	Life Member
JeanCherie	Vallejo	Member	Individual

* Covered under a Family Membership.

Total Membership: 103

Note: Family Memberships are counted as two members.

ACAF Balance Sheet - As of 12/31/2017
(Cash Basis)

1/18/2018

Page 1

Account	12/31/2014 Balance	12/31/2015 Balance	12/31/2016 Balance	12/31/2017 Balance
ASSETS				
Cash and Bank Accounts				
ACAF Checking	12,076	4,997	7,992	10,306
PayPal Account	413	1,175	4,136	4,571
TOTAL Cash and Bank Accounts	12,489	6,173	12,128	14,877
Other Assets				
Equipment & Fixtures	0	1,727	1,727	3,036
In-Kind Account	0	0	0	0
TOTAL Other Assets	0	1,727	1,727	3,036
TOTAL ASSETS	12,489	7,900	13,855	17,913
LIABILITIES & EQUITY				
LIABILITIES				
Other Liabilities				
Sales Tax	0	0	229	323
Equip-Fixture Offset	0	1,727	1,727	3,036
RF-Grants	9,775	0	2,250	2,425
RF-Public Art	0	0	0	85
RF-Scholarships	0	0	35	5
Vendor Payments	0	0	0	0
TOTAL Other Liabilities	9,775	1,727	4,241	5,874
TOTAL LIABILITIES	9,775	1,727	4,241	5,874
EQUITY	2,714	6,173	9,614	12,039
TOTAL LIABILITIES & EQUITY	12,489	7,900	13,855	17,913

2017 ACAF Income Statement (with Prior Period) - 2017
1/1/2016 through 12/31/2017 (Cash Basis)

Table Three

1/19/2018

Page 1

Category	1/1/2016- 12/31/2016	1/1/2017- 12/31/2017	Amount Difference
INCOME			
41-Contributions			
4100 Grants	0	2,325	2,325
4150 Donations and Sponsorships	5,230	3,346	-1,884
4151 Donations-ACAF Members	1,726	1,267	-460
4170 Raffle Tickets	552	0	-552
4171 Fundraising-Other	8	0	-8
4180 Memberships	3,310	2,815	-495
TOTAL 41-Contributions	10,826	9,752	-1,074
42-Service Inc.			
4225 Booth Rental Charge	486	0	-486
4240 Entry Fees	1,395	990	-405
4250-Annual Dinner Tickets	1,061	1,000	-61
TOTAL 42-Service Inc.	2,942	1,990	-952
44-Sales			
4410 Crafts Sales	2,838	3,082	244
4415 Fine Art Sales	2,508	2,044	-464
4420 Non-Taxable Sales	1,130	3,115	1,985
4430 Silent Auction Proceeds	730	1,314	584
4450 Other Sales	0	245	245
TOTAL 44-Sales	7,206	9,800	2,594
45-Other Rev.			
4510 Miscellaneous Revenues	253	292	39
TOTAL 45-Other Rev.	253	292	39
TOTAL INCOME	21,228	21,834	607
EXPENSES			
51-Community Support			
5110 Community Grants-Donations	1,050	200	850
5120 Student Scholarships	700	1,000	-300
5130 School Grants	500	500	0
5140 Public Art Support	1,000	0	1,000
TOTAL 51-Community Support	3,250	1,700	1,550
52-Member Benefits			
5210 Artist Share of Sales-Crafts	2,756	2,035	721
5212 Artist Share of Sales-Fine Art	1,715	1,391	324

2017 ACAF Income Statement (with Prior Period) - 2017
1/1/2016 through 12/31/2017 (Cash Basis)

1/19/2018

Page 2

Category	1/1/2016- 12/31/2016	1/1/2017- 12/31/2017	Amount Difference
5220 Condolences & Recognition	100	27	73
5250-Annual Dinner Expense	1,070	1,565	-495
TOTAL 52-Member Benefits	5,641	5,017	624
56-Program Costs			
5610 Advertising & Promotions	707	576	130
5615 Awards & Ribbons	825	915	-90
5620 Facility & Equip. Rental	1,432	1,209	223
5625 Hospitality	406	750	-344
5630 Performer's Fees & Charges	1,725	2,575	-850
5632 Professional Support	500	0	500
5635 Printing & Postage-Events	166	117	49
5690 Other Program & Event Costs	1,271	2,982	-1,710
TOTAL 56-Program Costs	7,031	9,124	-2,092
57-Admin Exp.			
5710 Bank Fees & Charges	161	254	-93
5720 Insurance	748	1,248	-500
5730 Member Dues-Other Agencies	422	247	175
5735 Internet & Info Technology	224	95	129
5740 Office Services & Supplies	40	160	-120
5750 Taxes, Permits & Filing Fees	269	391	-122
5780-Equip & Fixture Purchases	0	1,309	-1,309
TOTAL 57-Admin Exp.	1,864	3,704	-1,840
TOTAL EXPENSES	17,786	19,545	-1,759
OVERALL TOTAL	3,441	2,290	-1,152

Income Statement by Cost Center 2017

Table Four

1/1/2017 through 12/31/2017

<u>Category</u>	<u>General & Admin.</u>	<u>Arts in April</u>	<u>Holiday Boutique</u>	<u>Arts & Culture</u>	<u>Member Services</u>	<u>Commun. Services</u>	<u>Public Art</u>	<u>TOTALS</u>
INCOME								
4100 Grants	0	0	0	2,325	0	0	0	2,325
4150 Donations and Sponsorships	100	2,750	496	0	0	0	0	3,346
4151 Donations-ACAF Members	522	252	124	150	59	150	10	1,267
4180 Memberships	2,815	0	0	0	0	0	0	2,815
TOTAL 41-Contributions	3,437	3,002	620	2,475	59	150	10	9,752
4240 Entry Fees	0	990	0	0	0	0	0	990
4250-Annual Dinner Tickets	0	0	0	0	1,000	0	0	1,000
TOTAL 42-Service Inc.	0	990	0	0	1,000	0	0	1,990
4410 Crafts Sales	0	0	2,771	0	312	0	0	3,082
4415 Fine Art Sales	0	2,044	0	0	0	0	0	2,044
4420 Non-Taxable Sales	0	0	2,825	0	290	0	0	3,115
4430 Silent Auction Proceeds	0	1,314	0	0	0	0	0	1,314
4450 Other Sales	0	20	0	0	225	0	0	245
TOTAL 44-Sales	0	3,378	5,596	0	827	0	0	9,800
4510 Miscellaneous Revenues	292	0	0	0	0	0	0	292
TOTAL 45-Other Rev.	292	0	0	0	0	0	0	292
<u>TOTAL INCOME</u>	<u>3,728</u>	<u>7,370</u>	<u>6,216</u>	<u>2,475</u>	<u>1,886</u>	<u>150</u>	<u>10</u>	<u>21,834</u>

Income Statement by Cost Center 2017

1/1/2017 through 12/31/2017

<u>Category</u>	<u>General & Admin.</u>	<u>Arts in April</u>	<u>Holiday Boutique</u>	<u>Arts & Culture</u>	<u>Member Services</u>	<u>Commun. Services</u>	<u>Public Art</u>	<u>TOTALS</u>
EXPENSES								
5110 Community Grants-Donations	0	0	0	0	0	200	0	200
5120 Student Scholarships	0	0	0	0	0	1,000	0	1,000
5130 School Grants	0	0	0	0	0	500	0	500
TOTAL 51-Community Support	0	0	0	0	0	1,700	0	1,700
5210 Artist Share of Sales-Crafts	0	0	1,897	0	138	0	0	2,035
5212 Artist Share of Sales-Fine Art	0	1,391	0	0	0	0	0	1,391
5220 Condolences & Recognition	27	0	0	0	0	0	0	27
5250-Annual Dinner Expense	0	0	0	0	1,565	0	0	1,565
TOTAL 52-Member Benefits	27	1,391	1,897	0	1,702	0	0	5,017
5610 Advertising & Promotions	173	205	154	30	14	0	0	576
5615 Awards & Ribbons	0	700	0	0	0	215	0	915
5620 Facility & Equip. Rental	1,175	0	0	34	0	0	0	1,209
5625 Hospitality	0	0	0	750	0	0	0	750
5630 Performer's Fees & Charges	0	1,225	0	1,350	0	0	0	2,575
5635 Printing & Postage-Events	70	47	0	0	0	0	0	117
5690 Other Program & Event Costs	0	195	2,155	161	410	60	0	2,982
TOTAL 56-Program Costs	1,418	2,372	2,309	2,325	424	275	0	9,124
5710 Bank Fees & Charges	64	25	150	0	14	0	0	254
5720 Insurance	748	0	500	0	0	0	0	1,248
5730 Member Dues-Other Agencies	247	0	0	0	0	0	0	247
5735 Internet & Info Technology	95	0	0	0	0	0	0	95
5740 Office Services & Supplies	135	25	0	0	0	0	0	160
5750 Taxes, Permits & Filing Fees	391	0	0	0	0	0	0	391
5780-Equip & Fixture Purchases	1,309	0	0	0	0	0	0	1,309
TOTAL 57-Admin Exp.	2,989	50	650	0	14	0	0	3,704
<u>TOTAL EXPENSES</u>	<u>4,434</u>	<u>3,813</u>	<u>4,857</u>	<u>2,325</u>	<u>2,141</u>	<u>1,975</u>	<u>0</u>	<u>19,545</u>
<u>OVERALL TOTAL</u>	<u>(706)</u>	<u>3,557</u>	<u>1,359</u>	<u>150</u>	<u>(255)</u>	<u>(1,825)</u>	<u>10</u>	<u>2,290</u>