FINANCIAL STATEMENTS

Year Ended June 30, 2019 (Reviewed)

Year Ended June 30, 2018 (Audited)

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Independent Accountant's Review Report

To the Board of Directors United Way of the Florida Keys, Inc. Key West, Florida

We have reviewed the accompanying statement of financial position of the United Way of the Florida Keys, Inc., (Organization) (a nonprofit organization) as of June 30, 2019, and the related statements of activities, functional expenses and cash flows for the year then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of the Organization management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements. We believe that the results of our procedures provide a reasonable basis for our report.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

The financial statements of the United Way of the Florida Keys, Inc., as of June 30, 2018, and for the year then ended were audited by us and we expressed an unmodified opinion on those financial statements in our report dated September 30, 2018, but we have not performed any auditing procedures since that date.

Sullivan & Fengler

Sullivan & Fengler Fort Lauderdale, Florida October 16, 2019

FINANCIAL STATEMENTS

STATEMENTS OF FINANCIAL POSITION June 30, 2019 and 2018

ASSETS

ASSEIS				
		(Reviewed) <u>2019</u>		(Audited) 2018
Cash and cash equivalents (Notes B,J) Investments - other (Notes B,F) Prepaid expenses Accounts receivable - other Pledges receivable net of allowance (Note D) Equipment less accumulated depreciation	\$	726,166 114,386 3,374 4,814 105,342	\$	931,867 113,052 2,759 4,331 74,046
of \$7,290 and \$3,677 in 2019 and 2018 respectively (Note C) Deposit	_	1,816 1,448	_	5,429 <u>-</u>
TOTAL ASSETS	\$_	957,346	\$ <u>1</u>	<u>,131,484</u>
LIABILITIES AND NET ASSETS				
Accounts payable Accrued expenses Allocations payable (Note E) TOTAL LIABILITIES	\$ _	5,605 9,149 282,049 296,803	\$	2,247 9,105 454,667 466,019
Commitments and contingencies		-		-
Net Assets Without donor restrictions With donor restrictions (Note H) TOTAL NET ASSETS	_	516,254 144,289 660,543		460,928 204,537 665,465
TOTAL LIABILITIES AND NET ASSETS	\$_	957,346	\$ <u>1</u>	<u>,131,484</u>

STATEMENT OF ACTIVITIES - Reviewed Year Ended June 30, 2019

Revenue, Support, and Gains	Without Donor Restrictions	With Donor <u>Restriction</u>	<u>Total</u>
Gross campaign results Provision for uncollectable Net Campaign results	\$258,529 <27,388> 231,141	\$105,343 	\$363,872 <27,388> 336,484
Hurricane Irma contributions Grants Contributions In-Kind contributions	2,500 113,034 33,222	38,294 - - -	38,294 2,500 113,034 33,222
Special events: Stuff the Bus Other Imagination Library VITA	14,067 - -	14,761 - 14,000 22,041	14,761 14,067 14,000 22,041
Miscellaneous income Interest income Net assets released	414 3,383	-	414 3,383
from restrictions: Hurricane relief Other	120,378 134,309	<120,378> < <u>134,309</u> >	
Total revenue, support and gains	652,448	<u><60,248</u> >	<u>592,200</u>
Expenses and Losses Program services expense Gross allocations recipients Other Total program expenses	318,207 <u>129,379</u> <u>447,586</u>	<u>=</u>	318,207 129,379 447,586
Supporting services expense Management and general Fund raising and development Total support services	91,806 <u>54,372</u> 146,178	<u>-</u>	91,806 <u>54,372</u> 146,178
Total functional expenses	593,764	-	593,764
Payments Affiliate UWA Dues	<u>3,358</u>	<u>-</u> _	<u>3,358</u>
Total Expenses	<u>597,122</u>	=	<u>597,122</u>
CHANGE IN NET ASSETS	55,326	<60,248>	<4,922>
NET ASSETS AT BEGINNING OF YEAR	460,928	204,537	665,465
NET ASSETS AT END OF YEAR	\$ <u>516,254</u>	\$ <u>144,289</u>	\$ <u>660,543</u>

STATEMENT OF ACTIVITIES - Audited Year Ended June 30, 2018

Revenue, Support, and Gains	Without Donor Restrictions	With Donor Restriction	<u>Total</u>
Gross campaign results Provision for uncollectable Net Campaign results	\$ 184,063 <u><29,616</u> > 154,447	\$ 128,966 128,966	\$ 313,029 <29,616> 283,413
Hurricane Irma contributions Grants Contributions In-Kind contributions	25,600 134,969 7,948	1,667,180 - - -	1,667,180 25,600 134,969 7,948
Special events: Stuff the Bus Other Imagination Library VITA	1,547 - -	11,535 - 5,350 27,219	11,535 1,547 5,350 27,219
Small business partners Miscellaneous income Interest income Net assets released	2,600 2,205 2,171	, - - -	2,600 2,205 2,171
from restrictions: Hurricane relief Other	1,574,539 <u>345,065</u>	<1,574,539> _<345,065>	
Total revenue, support and gains	2,251,091	<u><79,354</u> >	2,171,737
Expenses and Losses Program services expense Gross allocations recipients Other Total program expenses	1,569,840 221,044 1,790,884	<u>-</u>	1,569,840 221,044 1,790,884
Supporting services expense Management and general Fund raising and development Total support services	56,767 35,122 91,889		56,767 35,122 91,889
Total functional expenses	1,882,773	_	1,882,773
Payments Affiliate UWA Dues	4,228	<u>–</u>	4,228
Total Expenses	<u>1,887,001</u>		<u>1,887,001</u>
CHANGE IN NET ASSETS	364,090	<79,354>	284,736
NET ASSETS AT BEGINNING OF YEAR	96,838	<u>283,891</u>	380,729
NET ASSETS AT END OF YEAR	\$ <u>460,928</u>	\$ <u>204,537</u>	\$ <u>665,465</u>

STATEMENT OF FUNCTIONAL EXPENSES - Reviewed Year Ended June 30, 2019

	Program Services		rt Services t Fund Raisi Developme		Total
Gross allocations to Recipients (Note A,E)	\$318,207	\$ -	\$ -	\$ -	\$318,207
Salaries and wages Payroll taxes Benefits Professional and accounting Professional fees Campaign expenses Community awareness Postage Office supplies/other Occupancy Telephone Insurance Web page Conferences/training/meetings Travel Special events Stuff the Bus Dolly Imagination Library VITA Dues/fees Total expenses before Depreciation	2,117 49,513 1,931 5,416 ————————————————————————————————————	45,267 3,845 4,975 9,529 9,000 - 417 1,333 1,974 2,656 1,040 217 6,932 976 - - - 2,441 90,602	29,439 2,501 3,235 6,392 - 810 2,023 - 474 1,974 360 1,040 326 - 1,189 3,405 - - - - 53,168	74,706 6,346 8,210 15,921 9,000 810 2,023 417 1,807 3,948 3,016 2,080 543 6,932 2,165 3,405 - - 2,441 143,770	120,117 10,204 13,200 25,451 9,000 810 2,023 574 3,140 5,922 3,376 3,120 1,087 6,932 4,282 3,405 49,513 1,931 5,416 2,441
Depreciation	<u>1,205</u>	<u>1,204</u>	<u>1,204</u>	<u>2,408</u>	<u>3,613</u>
Total expenses	\$ <u>447,586</u>	\$ <u>91,806</u>	\$ <u>54,372</u>	\$ <u>146,178</u>	\$ <u>593,764</u>

STATEMENT OF FUNCTIONAL EXPENSES - Audited Year Ended June 30, 2018

		Suppor	t Services		
	Program	Managemen	nt Fund Rais	ing Total	
	Services	General		ent Support	<u>Total</u>
Gross allocations to	OCI VICES	<u>General</u>	Developine	oupport	<u> 10tai</u>
Recipients (Note A,E)	\$1,569,840	\$ -	\$ -	\$ -	\$1,569,840
Salaries and wages	146,651	22,771	18,483	41,254	187,905
Payroll taxes	10,189	1,582	1,284	2,866	13,055
Professional and accounting	8,388	10,379	4,194	14,573	22,961
Professional fees	-	9,000	-	9,000	9,000
Campaign expenses	_	· -	981	981	981
Community awareness	-	_	268	268	268
Postage	49	113	_	113	162
Office supplies	448	767	139	906	1,354
Occupancy .	1,834	1,833	1,833	3,666	5,500
Telephone and utilities	1,685	842	842	1,684	3,369
Equipment rental/maintenance	e 155	400	_	400	555
Insurance	1,488	608	608	1,216	2,704
Web page	480	479	479	958	1,438
Conferences/training/meetin	gs 7,270	1,174	_	1,174	8,444
Grant writing services	´ -	´ -	41	[´] 41	41
Travel	4,460	2,018	385	2,403	6,863
Classy.org subscription	950	_	1,651	1,651	2,601
Special events	_	_	2,281	2,281	2,281
Stuff the Bus	7,806	_	´ -	´ -	7,806
Dolly Imagination Library	1,228	_	_	_	1,228
VITA	1,202	_	_	_	1,202
Early learning program	23,100	_	_	_	23,100
Community Impact Initiative		_	_	_	1,508
Dues/fees	1,031	1,031	1,032	2,063	3,094
Miscellaneous	500	3.149	_,	3,149	3,649
Total expenses before					
Depreciation	1,790,262	56,146	34,501	90,647	1,880,909
Depreciation	622	<u>621</u>	<u>621</u>	1,242	1,864
Total expenses	\$ <u>1,790,884</u>	\$ <u>56,767</u>	\$ <u>35,122</u>	\$ <u>91,889</u>	\$ <u>1,882,773</u>

STATEMENTS OF CASH FLOWS Years Ended June 30, 2019 and 2018

CASH FLOWS <to> FROM OPERATING ACTIVITIES</to>	(Reviewed) <u>2019</u>	(Audited) 2018
Change in net assets Adjustments to reconcile change in net assets to net cash provided by operating activities:	\$ <4,922>	\$284,736
Depreciation Donation of fixed asset <increase> decease in operating assets:</increase>	3,613 -	1,864 <6,999>
Pledges receivable Other receivables Prepaid expenses Deposits	<31,296> <483> <615> <1,448>	<3,611>
<pre>Increase <decrease> in operating liabilities: Allocations payable</decrease></pre>	<172,618>	294,250
Designations páyable Accounts payable Accrued expenses	3,358 44	<2,314> 1,070
Net assets <used> provided by operating activities</used>	< <u>204,367</u> >	581,084
CASH FLOW FROM <to> INVESTING ACTIVITIES Purchase of investment Sale of investments</to>	<16,704> 15,370	<16,486> 101,855
Cash flows <to> from investing activities</to>	<u><1,334</u> >	<u>85,369</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	<205,701>	666,453
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	931,867	265,414
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ <u>726,166</u>	\$ <u>931,867</u>
SUPPLEMENTAL DATA Interest Taxes paid	\$ <u>-</u>	\$ <u>-</u>

NOTES TO FINANCIAL STATEMENTS

Notes to Financial Statements June 30, 2019 and 2018

NOTE A - NATURE OF ACTIVATES

United Way of the Florida Keys, Inc. (UWFK/the Organization) was formed in 1981 as a voluntary not-for-profit, benefiting the Monroe County, Florida community. The mission of the Organization is to provide leadership in developing and coordinating resources which enhance the general welfare of the citizens of Monroe County. Beyond funding to other nonprofits, UWFK has direct service programming including Stuff the Bus school supply drive, Imagination Library early literacy initiative and VITA free tax preparation program. The Organization is governed by a volunteer board of directors and solicits donations from the public in Monroe County. UWFK grants funding to various not-for-profit agencies in need in Monroe County. The United Way of the Florida Keys, Inc., primary support comes contributions and fundraising.

The Organization supports other not-for profit partners in Monroe County, Florida serving various impact areas through allocations. Various impacts are more closely defined as increasing access to nutritious food, improving childcare and education and providing safety net services. The Organizations Board of Directors annually approves funds prior to June 30 to be distributed during the next fiscal year (Note E).

On September 10, 2017, a category 4 Hurricane - Irma made landfall in the Florida Keys. The Organization established and Irma Relief Fund for donations for this natural disaster. The disaster relief fund raised 1.66 million for relief efforts during the year ended June 30, 2018. Thanks to the generous contributions of friends and supporters around the world UWFK's disaster relief fund is being distributed to nonprofits and individuals throughout Monroe County for direct hurricane recovery aid.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The accompanying financial statements are presented on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Recent Accounting Pronouncements

In August 2016, the FASB issued ASU 2016-14, "Presentation of Financial Statements of Not-for-Profit Entities" (Topic 958). This is effective for annual financial statements issued for fiscal years beginning after December 15, 2017. The ASU amends the current reporting model for nonprofit organizations and enhances their required disclosures. The major changes include: (a) requiring the presentation of only two classes of net assets now entitled "net assets without donor restrictions" and "net assets with donor restrictions", (b) modifying the presentation of underwater endowment funds and related disclosures, (c) requiring the use of the placed in service approach to recognize the expiration of restrictions on gifts used to acquire or construct long-lived assets absent explicit donor stipulations otherwise, (d) requiring that all nonprofits present an analysis of expenses by function and nature either in the statement of activities, a separate statement, or in the notes and disclose a summary of the allocation methods used to allocate costs, (e) requiring the disclosure of qualitative and quantitative information regarding liquidity and availability of resources, (f) presenting investment return net of external and direct internal investment expenses, and (g) modifying other financial statements reporting requirements and disclosures intended to increase the usefulness of nonprofit financial statements.

Notes to Financial Statements June 30, 2019 and 2018

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

Net Assets

Net assets, revenues, gains and losses are classified based on the existence or absence of donor or grantor imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions

Net assets without donor restrictions are available for use in general operating operations and are not subject to donor or grantor restrictions.

Net Assets With Donor Restrictions

Net assets with donor restrictions consist of assets whose use is limited by donor/grantor imposed, time and/or purpose restrictions. Donor imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

The Organization reports contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the same reporting period in which the revenue is recognized. All other donor-restrictions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

See Note H for more information on the composition of net assets with donor restrictions.

Functional Allocation of Expenses

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of activities. The statements of functional expenses presents the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses that are allocated include occupancy, postage, office expenses, telephone, Insurance, web page and depreciation which are allocated on use, payroll and related expenses, professional fees are allocated on a basis of estimates of time and effort.

Fixed Assets

Acquisitions of property and equipment or repairs, maintenance, or betterments that materially prolong the useful lives of assets in excess of \$2,000 are capitalized. Property and equipment are stated at cost. Depreciation is charged to operations over the estimated useful lives of the respective assets using the straight line method. Property and equipment have an estimated useful live from three to five years.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect amounts reported in the financial statements and accompanying notes. Although these estimates are based on management's knowledge of current events and actions it may undertake in the future, they may ultimately differ from actual results.

Notes to Financial Statements June 30, 2019 and 2018

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

Cash and Equivalents

The Organization considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

Support /Contributions/Pledges

Contributions are recognized as income when they become unconditional promises to contribute, at their fair values. Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions depending on the existence of any donor restrictions. Pledges for contributions are recorded as a receivable when the pledge is received and allowances are provided for pledges estimated to be uncollectable.

Donated Assets/Support

Donated services (in-kind donations) are recognized if the services create or enhance non-financial assets, or require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization.

The Organization has volunteers who have donated significant amounts of their time to the United Way of the Florida Keys, Inc. Such contributed services do not meet the criteria for recognition under accounting principles generally accepted in the United States of America.

Fair Value Measurement

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between participants on the measurement date.

The Organization has determined that there was no material difference between the carrying value and fair value of its financial assets and liabilities at June 30, 2019 or 2018; therefore, no adjustment was made to the Organization's financial statements.

Cost Deduction

The United Way of the Florida Keys, Inc., is committed to compliance with the United Way of America's cost deduction requirements

Advertising

The Organizations policy is to expense advertising costs as incurred.

Reclassifications

Certain reclassifications have been made to the 2018 financial statements to conform to the 2019 presentation.

Notes to Financial Statements June 30, 2019 and 2018

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

Income Taxes

The Organization qualified as a tax-exempt organization under section 501 (c)(3) of the Internal Revenue Code and, therefore has no provision for federal income tax. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private organization under Section 509(a)(2). Income from certain Organization activities not directly related to its tax-exempt purpose may be subject to income tax. The current and previous three years remain subject to examination by the IRS. There was no unrelated business income or deferred taxes for the years ended June 30, 2019 or 2018.

Evaluation of Subsequent Events

The United Way of the Florida Keys, Inc., has evaluated subsequent events through October 16, 2019, the date which the financial statements were available to be issued.

NOTE C - PROPERTY AND EQUIPMENT

Property and equipment consist of the following at June 30:

Equipment	\$ 9.106	\$ 9.106
Accumulated depreciation	<7,290>	<3,677>
•	\$ 1,816	\$ <u>5,429</u>

The aggregate depreciation charged to operations was \$3,613 and \$1,864 in 2019 and 2018 respectively.

NOTE D - PLEDGES/ACCOUNTS RECEIVABLE

Pledges and accounts receivable are carried at face amount less an allowance for doubtful accounts. On a periodic basis, they are evaluated and an allowance for doubtful accounts is established based on a combination of economic conditions, credit conditions, and the history of write-offs and collections. Campaign pledges are for one year or less.

	<u>2019</u>	<u>2018</u>
Pledges receivable	\$152,735	\$ 94,046
Allowance for uncollectable	<47,393> \$105,342	<20,000> \$ 74,046

NOTE E - ALLOCATIONS PAYABLE

On May 15, 2019, the Board of Directors approved allocations to twenty-six agencies totaling \$233,000. On June 12, 2019, the Board of Directors approved additional allocations to eleven agencies totaling \$49,049. Each of these agencies has signed a memorandum of understanding with UWFK. These funds totaling \$282,049 and will be disbursed in the fiscal year ending June 30, 2020.

Notes to Financial Statements June 30, 2019 and 2018

NOTE F - INVESTMENTS - OTHER

United Way of the Florida Keys, Inc., investments consist of certificates of deposit. The certificates of deposit are with local financial institutions with maturity dates that exceed three months. These investments are recorded at fair value. The certificates may incur penalties for early withdrawal of funds. It is the intent of the Organization to hold the investments until maturity. The following is a summary of those investments valued as of June 30:

	2019	2018
38 month certificate of deposit	\$ 98 .812	\$ 97,682
5 month certificate of deposit	15,574	
- ····	\$ 114.386	15,370 \$113,052

NOTE G - COMMITMENTS

On January 15, 2018, the United Way of the Florida Keys, Inc., entered into a twenty four month agreement for subscription services for awards tracking and software monitoring of grants to support nonprofit agencies. The agreement has an automatic twelve month renewal unless 30 day notice of cancellation is given. Subscription expense was \$5,856 and \$3,250 for the year ended June 30, 2019 and 2018 respectively. Future minimum commitments are as follows for June 30, 2020 are \$3,000.

The Organization signed a lease for office space in Key West Florida effective April 1, 2019, for a two year period. Monthly rent is \$724, future minimum commitments are as follows for June 30:

NOTE H - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are as follows:

	06/30/18	Contributions	Released	06/30/19
VITA (Tax preparation assistance)	\$ 10,000	\$ 22,041	\$ 22,041	\$ 10,000
Imagination Library	4,122	14,000	1,930	16,192
Stuff the Bus	3,728	14,761	16,292	2,197
Hurricane Irma recovery	92,641	38,294	120,377	10,558
Time restricted pledges	<u>94,046</u>	<u>105,342</u>	<u>94,046</u>	105,342
• •	\$204.537	\$194.438	\$254.686	\$144.289

NOTE I - IN-KIND DONATIONS

United Way of the Florida Keys, Inc., received the following in kind donations for the year ending June 30, with the support recorded as in-kind donations in the statement of activities and the offsetting as follows:

Statement of Financial Bosition.	<u>20:</u>	<u> 19</u>		<u>2018</u>
Statement of Financial Position: Equipment Statement of Functional Expenses	\$	-	\$	6,998
Stuff the Bus	33,22	22		_
Miscellaneous	\$ <u>33,2</u> 2	<u>-</u> 22	\$ <u></u>	950 7,948

Notes to Financial Statements June 30, 2019 and 2018

NOTE J - LIQUIDITY AND AVAILABILITY OF RESOURCES

United Way of the Florida Keys, Inc., maintains a policy of operating within a prudent range of financial soundness and stability, structuring its financial assets to be available as its general expenditures, liabilities, and other obligations come due and operating within the annual approved budget. United Way of the Florida Keys, Inc., also received contributions restricted by donors, and considers contribution restricted for programs which are ongoing, major and central to its annual operations to be available to meet cash needs for general expenditures. To achieve this, the Organization forecasts its future cash flows and monitors its liquidity on a monthly basis. United Way of the Florida Keys, Inc.'s financial assets available within one year of the statement of financial positon date for general expenditure are as follows:

Cash and cash equivalents Investments – other Accounts receivable Promise to give less than one year Total financial assets available within one yea		2019 726,166 114,386 4,814 105,342 950,708		2018 931,867 113,052 4,331 74,046 ,123,296
Less: Restricted by donors with purpose/ time restrictions	_	148,873		204,537
Total financial assets available to management within one year	\$_	801,835	\$_	918,759