CLARE HOUSING 2025 FINANCIAL PLAN

FINANCE COMMITTEE REVIEW NOVEMBER 20, 2024





- Built from the bottom-up with direct input from budget managers.
- Overall revenue grows 21% to \$10.4M largely due to new grants (Clare Digs, Repair & Grow) and a full year of new or increased 2024 grants (Short-Term Rent, Mortgage, and Utility Assistance (STRMU) and other HOPWA grants).
- In spite of terminating Bloom Lake Flats, Program Income grows 2% on the strength of increased CADI, GRH, and HSS residents and a push for higher CADI reimbursement rates.
- Salaries & Benefits reflect a 2% COLA and 2% merit pool plus an incremental 15 FTE's, 9 of which are for Clare Digs and all of which are grant-funded except one.
- Planned Net Operating Income of \$94k covers Depreciation Expense and leads to a breakeven Net Change in Assets.



HISTORICAL COMPARISON

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\$000	2021	2022	2023	2024E	2025	25 vs '24
Program Income	2,643	2,874	4,568	5,022	5,110	2%
Grant Income	1,332	1,762	2,040	2,698	4,270	58%
Gifts & Contributions	812	774	911	1,070	930	-13%
Other Operating Income	59	118	47	43	44	2%
Total Revenue	4,845	5,528	7,566	8,833	10,354	17%
Salaries & Benefits	3,500	3,862	4,977	5,494	5,848	6%
Program Expenses	690	912	2,041	2,595	3,486	34%
Professional Services	347	474	398	369	427	16%
Facility Operations	215	203	197	223	241	8%
General & Administrative	202	175	162	198	258	30%
Total Expenses	4,954	5,626	7,775	8,879	10,260	16%
Net Operating Inc/(Loss)	(109)	(98)	(209)	(46)	94	nm
Non-Operating Inc/(Exp)	648	(232)	154	184	(94)	nm
Net Change in Assets	539	(330)	(55)	138	-	-100%

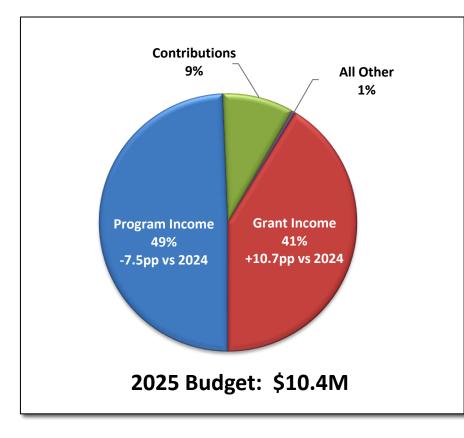


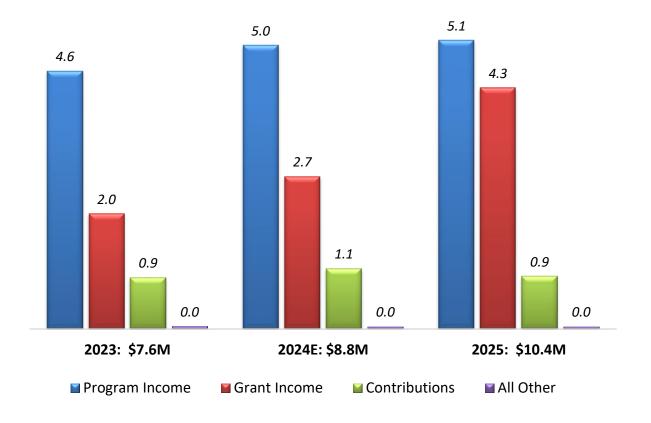
2025 vs 2024: What Changed?

2024 Projected Net Operating Loss (\$000)	(46)
One-time 2024 gift	(250)
Salary increases (2% COLA + 2% merit pool)	(242)
Increased CADI residents (+6: 40 - Oct 2024 vs 46 - 2025 avg)	339
Clare Digs (net)	43
Repair & Grow grant (net)	40
HOPWA Scattered Site rental assistance grant (net)	48
Capital Spending funded by SHORP/Strategic Initiatives Fund	95
2024 Bloom Lake operating loss (but budgeted to net \$133k)	17
All Other (net)	50
2025 Budgeted Net Operating Income	94











GRANT INCOME

Name (Funder)	Total Awarded	Grant Period	Purpose
HINT – Clare Digs (HOPWA – HUD)	\$2,500,000	1/2025 – 12/2027	Program staff and operating costs for low-barrier-to-entry housing and support services
Clare Midtown (HOPWA - HUD)	\$994,072	6/2023 – 6/2026	Rental assistance for 23 units and general operating expenses (i.e., front desk staff)
Clare Apartments (HOPWA - HUD)	\$431,806	2/2024 – 2/2027	General operating expenses (i.e., front desk staff)
Clare Marshall Flats (HOPWA – City)	\$83,775	6/2024 –5/2025	Supportive services staff
Scattered Site (HOPWA – City)	\$1,020,760	6/2024 –5/2025	Tenant rental assistance and supportive services staff
Care Homes (HOPWA – City)	\$90,765	6/2024 –5/2025	Community care home manager
Clare Terrace (HOPWA – City)	\$247,323	6/2024 –5/2025	Supportive services staff and one-time capital expenses (unit turns, painting)
Bloom Lake Flats (HOPWA – City)	\$94,571	6/2024 –5/2025	Supportive services staff – in process of transitioning to Clare Midtown
Project Cornerstone (MHFA)	\$515,332	10/2023 – 9/2025	Rental assistance for Project Cornerstone units
STRMU Greater MN (MHFA)	\$451,336	3/2024 – 2/2025	Short-term rental, mortgage, and utility assistance for Greater MN and housing case manager
Non-Medical Case Management (DHS)	\$434,745	7/2024 – 6/2025	Supportive services staffing
Medical Case Management (DHS)	\$97,802	7/2024 – 6/2025	Nursing staffing
HIV Supplemental Resources (DHS)	\$174,999	7/2024 – 6/2025	Mental health program manager, consulting services, training
Housing Advocacy (DHS)	\$125,330	10/2024 – 6/2025	Housing advocacy and HIV Housing Coalition staff
Ryan White – Housing Assistance Services – Part A (Hennepin County)	\$262,008	3/2024 – 2/2025	Intake services and rental assistance/hotel fees
HUD CoC (Hearth Connection)	\$192,336	8/2024 – 9/2025	Rental assistance and services for scattered site units





- Low-barrier-to-entry housing and support services:
 - 4-8 private, safe living spaces with 24/7 onsite services
- Funding:
 - Purchase/Renovate Property: \$1.0M federal appropriation
 - Operationalize: \$2.5M competitive Housing Interventions to End the HIV Epidemic (HINT) grant
- Timeline:
 - 2024: Develop program and secure site
 - 2025: Hire staff and recruit residents; June/July targeted opening
- Incremental staffing:
 - 9 FTE's: Support Services Manager, Health Care Liaison, Case Manager, Compliance Specialist, Resident Assistants





- Budget is up 2% vs 2024 (+7% excluding lost Bloom Lake Flats CADI revenue) largely due to full year of pass-through STRMU and increased resident counts
- Dedicated leadership-level staff and greater accountability will help ensure resident count targets are met

Rent Funding Residents	Oct 2024	Mar 2025	Jun 2025	Sep 2025	Dec 2025
GRH-1	123	128	129	131	130
HOPWA	40	50	55	61	67
Section 8	47	45	44	44	45
MN Housing	8	12	14	16	16
All Other	24	19	19	19	19
Total	242	254	261	271	277

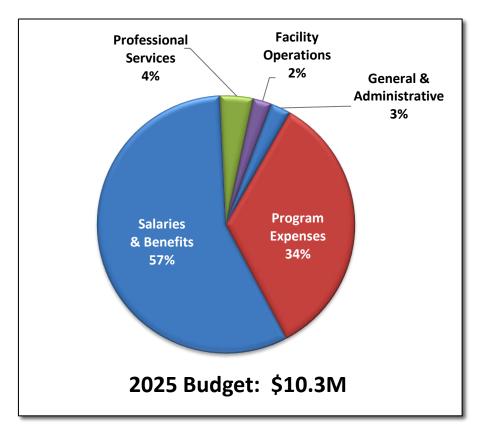
Services Funding Residents	Oct 2024	Mar 2025	Jun 2025	Sep 2025	Dec 2025
CADI	40	43	45	47	49
GRH-2	102	106	106	107	105
HSS	11	20	20	20	20
None/Pending	89	85	90	97	103
Total	242	254	261	271	277

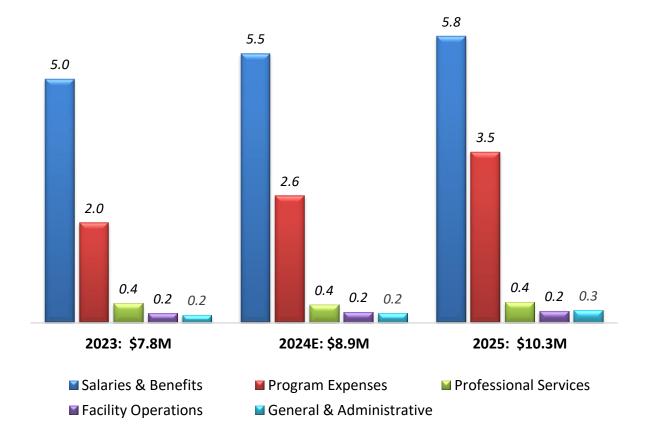


- Overall budget is \$930k, unchanged from 2024's budget
 - Down 13% from 2024 (projected \$1,070k), but up 13% after excluding \$250k one-time gift
- Development plan for 2025 is in progress and will reflect potential shortfalls from key donors
- Development committee and staff are considering capacity building campaign to increase donor pool and average gift size
 - Budget does not reflect potential revenue from campaign



2025 OPERATING EXPENSES





DIRECT STAFFING STRUCTURE

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FTE's by	Support Services	Registered	Health Care	Case	Compliance	Resident Assistants/	
Location	Manager	Nurse	Liaison	Manager	Specialist	Caregivers	Total
Clare Apartments	1.00	1.25	1.00	-	-	5.10	8.35
Clare Midtown	1.00	1.25	1.00	1.00	-	5.40	9.65
Marshall Flats	1.00	0.25	0.50	1.00	-	4.60	7.35
Clare Terrace	1.00	0.25	0.50	1.00	-	4.50	7.25
Care Homes	1.00	-	-	-	0.50	16.40	17.90
Scattered Sites	1.00	-	-	6.00	-	-	7.00
Bridge to Stability (BTS)	-	-	-	1.00	-	-	1.00
Hotel to Housing (HTH)	-	-	-	1.25	-	-	1.25
Clare Digs (effective 7/1)	1.00	-	1.00	1.00	1.00	5.10	9.10
Total	7.00	3.00	4.00	12.25	1.50	41.10	68.85



SHORP FUNDS



Stable Housing Organization Relief Program (SHORP)

 Administered by MN Housing and created in 2023 to provide unrestricted, supplemental funding to housing owners

Total Funds Provided (\$000)	311
2024 Disbursements:	
Clare Apartments HVAC improvement	(22)
SHORP audit expense	(8)
Funds Currently Available	281
Planned 2025 Uses:	
Clare Apartments reserve	(100)
Care Homes fence repairs/replacements	(15)
Damiano deck and ramp repair	(10)
Marshall Flats/Clare Midtown firewall replacement	(12)
Website upgrade	(8)
Remaining Funds Available	136



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New Construction Fund		Strategic Initiatives Fund		New Constructior	TOTAL	
Current Balance Clare V (timing 1-2 years) Clare YAP (timing 3-5 years)	1,000 TBD TBD	Current Balance Purchase van (Q1 2025) Capacity Building Campaign Greater MN Expansion Mental Health Program	1,011 (50) (25) TBD TBD	Current Balance To be determined	1,227	3,238
Projected Balance	1,000	Projected Balance	936	Projected Balance	1,227	3,163
CurrentTarget	1,000	Current Target	500	Current Target	1,100	2,600
New Target	1,000	New Target	1,000	New Target	1,200	3,200

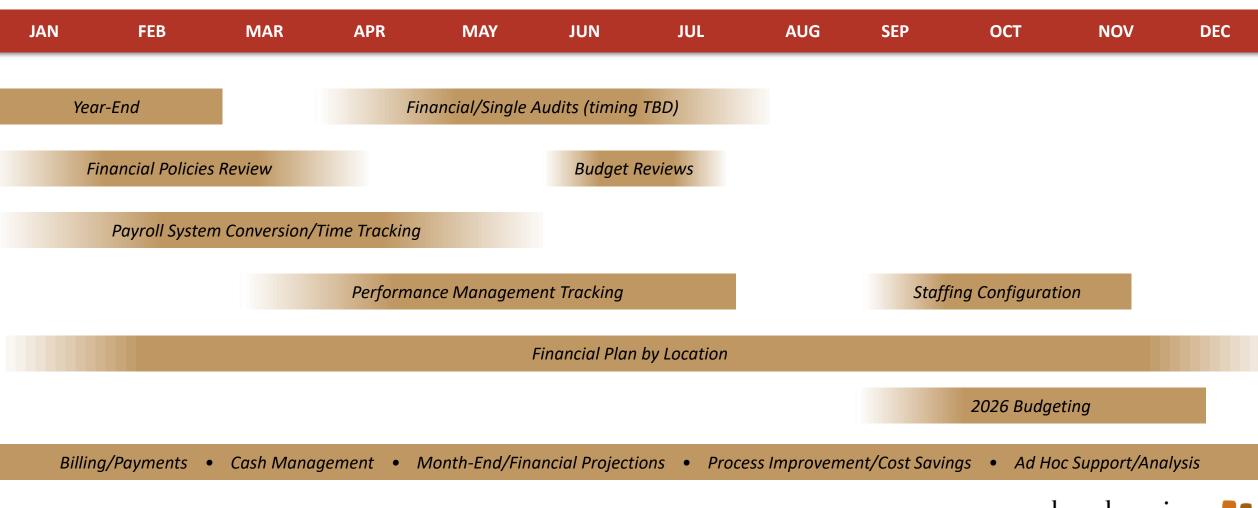
Investment	Current	Current	New
Туре	Balance	Target	Target
Short Term	614	400	500
Mid Term	1,163	1,000	1,000
LongTerm	425	400	600
ESG	1,036	800	1,100
Total	3,238	2,600	3,200

2025 Financial Plan Finance Committee (11-20-2024)

CHALLENGES & UPSIDES

- Potential Challenges:
 - Shifting government priorities may impact funding
 - Retaining quality staff as economy improves
 - Expanding donor pool and increasing average gift size
 - Clare Apartments is in year 19; application for recapitalization is pending
- Potential Upsides:
 - Higher-than-planned CADI residents and reimbursement rates
 - Use of remaining SHORP funds
 - 340b Pharmacy

KEY FINANCE PRIORITIES





2025 FINANCIAL PLAN SUPPLEMENTAL INFORMATION

FINANCE COMMITTEE REVIEW NOVEMBER 20, 2024

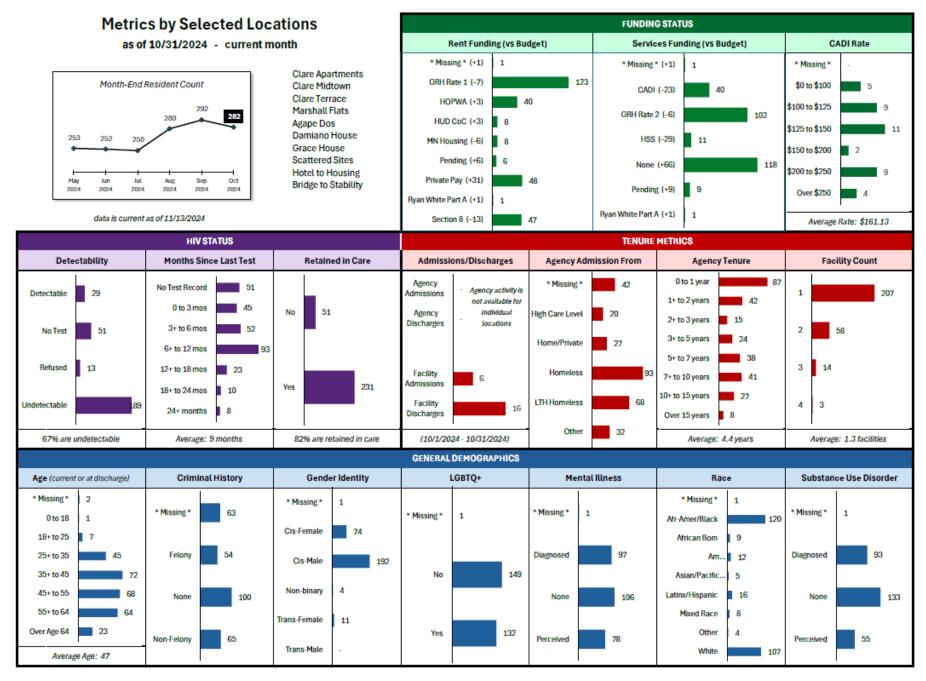


RESIDENT COUNTS*

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Resident	Units	Octob	er 2024	2025 Average				
Counts	Available	Residents	Occupancy	Residents	Occupancy			
Clare Apartments	32	32	100%	31	97%			
Clare Midtown	45	42	93%	43	96%			
Marshall Flats	36	33	92%	35	97%			
Clare Terrace	36	35	97%	34	94%			
Care Homes	12	12	100%	12	100%			
Subototal	161	154	96 %	155	96 %			
Scattered Sites*	n/a	88	n/a	112	n/a			
Total	Total n/a		n/a	267	n/a			

*Does not includes Bridge to Stability (BTS) or Hotel to Housing (HTH) clients (40 as of October 2024). ** Includes Bloom Lake Flats GRH residents.



Clare Housing		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	2024 Proj	ection
	2025 Annual Budget	2025	2025	2025	2025	2025	2025	2025	2025	2025	2025	2025	2025	Annual	(as of 11/1	3/2024)
41100	GRH-1 Housing Support	142,271	142,271	142,271	143,391	143,391	143,391	144,401	144,401	144,401	143,291	143,291	143,291	1,720,062		
41200	Private Pay Rent Income	12,944	12,944	12,944	12,944	12,944	12,944	12,944	12,944	12,944	12,944	12,944	12,944	155,328		
41300	GRH-2 Housing Support	53,463	48,289	53,463	51,739	53,463	51,739	53,968	53,968	52,227	52,959	51,251	52,959	629,488		
41400	CADI Income	197,414	178,309	197,414	198,337	204,948	198,337	217,063	217,063	210,061	224,512	217,270	224,512	2,485,240		
41500	Housing Stabilization Support (HSS)	1,906	2,112	2,730	2,782	2,782	2,782	2,782	2,782	2,782	2,782	2,782	2,782	31,786		
41800	Housing Support Admin Fee	6,000	6,000	6,000	6,050	6,050	6,050	7,380	7,380	7,380	7,320	7,320	7,320	80,250		
41900	Other Program Income	717	717	717	717	717	717	717	717	717	717	717	717	8,604		
Total P	ogram Income	414,715	390,642	415,539	415,960	424,295	415,960	439,255	439,255	430,512	444,525	435,575	444,525	5,110,758	5,022,000	88,758
43300	DHS Grants	80,653	80,653	80,653	80,653	80,653	80,653	42,543	42,543	42,543	42,543	42,543	42,543	739,176		
43400	HOPWA Grants	141,923	141,383	141,923	148,110	148,290	144,760	210,941	208,697	208,995	218,580	214,391	218,580	2,146,573		
43500	Hennepin County Grants	30,083	30,083	26,926	26,926	26,926	26,926	26,926	26,926	26,926	26,926	26,926	26,926	329,426		
43700	MN Housing Grants	58,328	66,328	58,328	61,028	61,028	86,028	75,728	63,728	63,728	63,728	63,728	63,728	785,436		
43750	Other Government Grants	15,403	15,403	15,403	19,153	15,403	15,403	15,403	15,403	15,403	19,153	15,403	15,403	192,336		
43800	Corporate Grants	1,993	1,993	15,233	1,993	1,993	1,993	9,292	9,292	9,292	8,736	7,500	7,500	76,810		
Total G	rant Income	328,383	335,843	338,466	337,863	334,293	355,763	380,833	366,589	366,887	379,666	370,491	374,680	4,269,757	2,698,000	1,571,757
45100	Foundation/Corporate Gifts	-	-	-	-	19,500	-	100,000	5,000	29,200	70,000	25,000	76,500	325,200		
45200	Individual Gifts	15,000	10,000	60,000	8,000	50,000	40,000	30,000	30,000	120,000	50,000	25,000	50,000	488,000		
45500	Sponsorships	2,500	6,000	4,000	27,500	30,000	20,000	-	7,500	5,000	2,500	5,000	-	110,000		
45700	Community Events	100	-	100	-	100	-	-	500	-	-	1,000	5,000	6,800		
Total C	ontributions Income	17,600	16,000	64,100	35,500	99,600	60,000	130,000	43,000	154,200	122,500	56,000	131,500	930,000	1,070,000	(140,000)
47100	Management Fee Income	3,606	3,606	3,606	3,606	3,606	3,606	3,606	3,606	3,606	3,606	3,606	3,606	43,272		
47700	Operating Interest Income	47	47	47	47	47	47	47	47	47	47	47	47	564		
Total O	ther Operating Income	3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	43,836	43,000	836
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TOTAL	REVENUE	764,351	746,138	821,758	792,976	861,841	835,376	953,741	852,497	955,252	950,344	865,719	954,358	10,354,351	8,833,000	1,521,351
51100	Wages Expense	387,922	343,054	368,995	372,966	378,458	363,503	428,448	407,750	411,956	428,448	391,258	428,448	4,711,206		
51200	Payroll Taxes	31,535	27,887	29,996	30,319	30,765	29,550	34,829	33,147	33,489	34,829	31,806	34,829	382,981		
51300	Medical/Dental Insurance	39,304	34,758	37,387	37,789	38,346	36,830	43,411	41,313	41,740	43,411	39,643	43,411	477,343		
51400	Disability Insurance	4,437	3,924	4,221	4,266	4,329	4,158	4,901	4,664	4,712	4,901	4,476	4,901	53,890		
51500	403(b) Match	9,482	8,386	9,020	9,117	9,251	8,886	10,473	9,967	10,070	10,473	9,564	10,473	115,162		
51600	Workers' Compensation	5,964	5,274	5,673	5,734	5,819	5,589	6,587	6,269	6,334	6,587	6,015	6,587	72,432		
51700	Employee Recognition	3,678	2,903	2,978	1,403	1,478	2,903	1,478	1,403	1,478	1.403	1,478	12,903	35,486		
		482,322	426,186	458,270	461,594	468,446	451,419	530,127	504,513	509,779	530,052	484,240	541,552	5,848,500	5,494,000	354,500
	alaries & Benefits							,					,			
	alaries & Benefits	402,322		,	- ,				1		1					
	alaries & Benefits Apartment Lease Expense	238,081	238,081	236,950	246,555	246,555	246,555	274,153	274,153	274,153	280,288	280,288	280,288	3,116,100		
Total Sa						246,555	246,555 16,494	274,153 16,755	274,153 16,680	274,153 16,730	280,288 16,637	280,288 16,562	280,288 19,070	3,116,100 200,892		
Total S 53100	Apartment Lease Expense	238,081	238,081	236,950	246,555			,	-	-						
Total S 53100 53200	Apartment Lease Expense Food Expense	238,081 16,350	238,081 16,275	236,950 16,376	246,555 16,519	16,444	16,494	16,755	16,680	16,730	16,637	16,562	19,070	200,892		
Total S 53100 53200 53300	Apartment Lease Expense Food Expense Household Supplies	238,081 16,350 5,192	238,081 16,275 5,192	236,950 16,376 5,192	246,555 16,519 5,208	16,444 5,208	16,494 5,208	16,755 5,490	16,680 5,490	16,730 5,490	16,637 5,474	16,562 5,474	19,070 5,474	200,892 64,092		
Total S 53100 53200 53300 53400 53500	Apartment Lease Expense Food Expense Household Supplies Medical Supplies Resident Activities	238,081 16,350 5,192 1,276	238,081 16,275 5,192 1,276	236,950 16,376 5,192 1,276 1,336	246,555 16,519 5,208 1,276	16,444 5,208 1,276	16,494 5,208 1,276	16,755 5,490 1,276	16,680 5,490 1,276	16,730 5,490 1,276	16,637 5,474 1,276	16,562 5,474 1,276	19,070 5,474 1,276	200,892 64,092 15,312 17,746		
Total S 53100 53200 53300 53400	Apartment Lease Expense Food Expense Household Supplies Medical Supplies	238,081 16,350 5,192 1,276 2,086	238,081 16,275 5,192 1,276 1,306	236,950 16,376 5,192 1,276	246,555 16,519 5,208 1,276 2,056	16,444 5,208 1,276 1,336	16,494 5,208 1,276 1,306	16,755 5,490 1,276 1,885	16,680 5,490 1,276 1,105	16,730 5,490 1,276 1,135	16,637 5,474 1,276 1,830	16,562 5,474 1,276 1,110	19,070 5,474 1,276 1,255	200,892 64,092 15,312		
Total Sa 53100 53200 53300 53400 53500 53600	Apartment Lease Expense Food Expense Household Supplies Medical Supplies Resident Activities Resident Transportation	238,081 16,350 5,192 1,276 2,086 455	238,081 16,275 5,192 1,276 1,306 455	236,950 16,376 5,192 1,276 1,336 455	246,555 16,519 5,208 1,276 2,056 456	16,444 5,208 1,276 1,336 456	16,494 5,208 1,276 1,306 456	16,755 5,490 1,276 1,885 458	16,680 5,490 1,276 1,105 458	16,730 5,490 1,276 1,135 458	16,637 5,474 1,276 1,830 457	16,562 5,474 1,276 1,110 457	19,070 5,474 1,276 1,255 457	200,892 64,092 15,312 17,746 5,478		

	Clare Housing	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	2024 Proje	ection
	2025 Annual Budget	2025	2025	2025	2025	2025	2025	2025	2025	2025	2025	2025	2025	Annual	(as of 11/13	
55100	Finance & Accounting	5,110	5,110	5,110	5,110	30,110	5,110	5,110	8,960	5,110	5,110	5,110	5,110	90,170		
55200	Government Affairs	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000		
55400	IT Support	6,341	6,241	6,441	8,141	6,141	6,641	6,141	6,641	6,141	8,341	6,141	6,141	79,492		
55600	Online Services	4,435	4,435	4,435	9,435	4,435	4,435	4,435	4,435	4,435	4,435	4,435	4,435	58,220		
55700	Payroll Processing	1,100	1,100	1,100	1,100	3,600	3,600	1,100	1,100	1,100	1,100	1,100	1,100	18,200		
55800	Public Relations	-	-	175	1,100	150	-	-	-	120	-	-	-	1,545		
55900	Other Consulting Services	11,619	11,619	11,619	11,619	11,619	11,619	8,286	23,286	23,286	8,286	8,286	8,286	149,430		
Total Pr	ofessional Services	31,105	31,005	31,380	39,005	58,555	33,905	27,572	46,922	42,692	29,772	27,572	27,572	427,057	369,000	58,057
58100	Bank Fees	250	250	250	250	250	250	250	250	250	250	250	250	3,000		
58150	D&O Liability Insurance	618	618	618	618	618	618	618	618	618	618	618	618	7,416		
58200	Dues & Subscriptions	3,654	2,209	944	8,244	1,214	769	2,244	709	644	644	834	644	22,753		
58250	Equipment Rental	441	441	441	441	441	441	441	441	441	441	441	441	5,292		
58300	Fundraising & Event Supplies	-	-	-	-	5,000	-	-	5,300	35,000	-	-	-	45,300		
58350	Licenses & Permits	1,352	1,352	1,374	1,374	1,374	1,374	1,374	1,374	1,374	1,374	1,374	1,374	16,444		
58400	Meeting Expense	345	295	295	345	295	295	345	295	295	345	295	295	3,740		
58450	Mileage Reimbursements	1,492	1,492	1,342	1,342	1,342	1,342	1,117	1,117	1,117	1,117	1,117	1,117	15,054		
58500	Office & General Supplies	17,117	3,117	3,117	3,117	3,117	9,117	4,780	2,780	2,780	2,780	2,780	26,280	80,882		
58550	Postage & Shipping	66	66	66	536	516	66	606	66	66	66	66	686	2,872		
58600	Printing & Copying	-	200	-	1,025	400	-	500	-	100	-	-	900	3,125		
58650	Staff Recruiting & Onboarding	150	150	150	150	150	150	150	150	150	150	150	150	1,800		
58700	Travel	2,041	1,441	524	8,124	4,724	524	4,617	967	5,767	2,967	967	967	33,630		
58750	Workshops & Conferences	500	2,520	500	4,260	5,720	1,000	600	250	1,000	-	-	-	16,350		
Total Ge	neral & Administrative	28,026	14,151	9,621	29,826	25,161	15,946	17,642	14,317	49,602	10,752	8,892	33,722	257,658	198,000	59,658
57100	Building Repairs & Maintenance	7,024	4,424	5,299	5,299	5,299	7,826	7,132	7,132	8,032	7,323	7,132	11,432	83,354		
57200	Custodial & General Maintenance	400	400	400	400	400	400	400	400	400	400	400	400	4,800		
57500	Property/Liability Insurance	1,848	1,848	2,015	2,015	2,015	2,015	2,348	2,348	2,348	2,348	2,348	2,348	25,844		
57600	Telephone, Cable & Internet	3,734	3,734	3,734	3,734	3,734	3,734	3,734	3,734	3,734	3,734	3,734	3,734	44,808		
57700	Utilities Expense	6,248	6,248	6,706	6,721	6,721	6,721	7,084	7,084	7,084	7,069	7,069	7,069	81,824		
Total Fa	cility Operations	19,254	16,654	18,154	18,169	18,169	20,696	20,698	20,698	21,598	20,874	20,683	24,983	240,630	223,000	17,630
Total Op	erating Expenses	827,506	753,440	782,702	823,856	845,298	796,453	899,428	888,184	935,985	909,984	858,826	938,221	10,259,883	8,879,000	1,380,883
NET OPE	RATING INCOME/(LOSS)	(63,155)	(7,302)	39,056	(30,880)	16,543	38,923	54,313	(35,687)	19,267	40,360	6,893	16,137	94,468	(46,000)	140,468
73000	Depreciation Expense	(6,487)	(7,542)	(7,653)	(7,763)	(7,763)	(8,180)	(8,180)	(8,180)	(8,180)	(8,180)	(8,180)	(8,180)	(94,468)		
75000	SHP Interest Income	-	-	-	-	-	-	-	-	-	-	-	53,793	53,793		
75010	SHP Interest Allowance	-	-	-	-	-	-	-	-	-	-	-	(53,793)	(53,793)		
75200	CSH Imputed Interest Expense	-	-	-	-	-	-	-	-	-	-	-	(5 <i>,</i> 000)	(5,000)		
75210	CSH Debt Forgiveness	-	-	-	-	-	-	-	-	-	-	-	5,000	5,000		
Non-Op	erating Income/(Expense)	(6,487)	(7,542)	(7,653)	(7,763)	(7,763)	(8,180)	(8,180)	(8,180)	(8,180)	(8,180)	(8,180)	(8,180)	(94,468)	184,000	(278,468)
CHANGE	IN NET ASSETS	(69,642)	(14,844)	31,403	(38,643)	8,780	30,743	46,133	(43,867)	11,087	32,180	(1,287)	7,957	-	138,000	(138,000)