



# *Biennial Report 2017-2018*

## **Milestones for 2017-2018:**

- ▶ Held well-attended anniversary dinners at Clyde's (2017) and 2941 (2018): Members enjoyed chatting with each other at a relaxing meal with tableside service at Clyde's and with a substantial buffet at 2941.
- ▶ Drew in a number of new members with new category of social membership. Individual social membership fee is \$300; household social membership fee is \$450. A household is defined as two to three individuals living in the same residence.
- ▶ Revised a number of Village policy and procedure documents to bring them up to date and to clarify some issues that have arisen in the past. Some of the policies are: data security, insurance coverage, qualifications for rides, fund-raising. We also produced a Financial Management Handbook.
- ▶ Started new social activities: chess club, photography group, monthly dinner group, symposia. The Village is ever responsive to its members. Member suggestions led to the formation of the chess club, the photography group and the dinner group called Dining Around. Our symposia have been well attended.
- ▶ Initiated a new approach to fundraising that included annual donor drives and successful fundraising events at Panera and Dogfish Head Alehouse. We sent letters in 2017 and 2018 that brought in funds from the Lake Barcroft community. The Dogfish Head Alehouse fundraiser introduced the Village to neighboring communities that also attended the event.
- ▶ Purchased a new computer to replace Village's failing laptop. The system is backed up to the cloud via a subscription.
- ▶ Continued investigating commercially supported village management systems. The current system is partially home grown and is supported by one person; replacing it with a web-based system would simplify record keeping and provide vendor support.
- ▶ Created new trifold brochure. The brochure includes quotes from members and information about the new social membership. It is distributed by the Newcomers Club.
- ▶ Initiated Cooks on Call service. The group provides meals prepared by volunteers to those who are sick, just home from the hospital, or recently bereaved.
- ▶ Developed "Keeping in Touch" program. The purpose of Keeping in Touch is to help all Village members, both full and social, to get to know one another.

er, renew acquaintances and support one another as they continue to live in their homes in Lake Barcroft. Membership is divided into Teams based on geographic proximity. Each Team has a Team Leader who will make the initial contact.

- ▶ Upgraded quarterly newsletter with professional layout. Thanks to a new Village member, the Villager now has a professional designer. The Communications Committee has grown and now provides quarterly interviews, book reviews and gardening articles for the newsletter.
- ▶ Responded to service requests in 2017–170; in 2018–147.
- ▶ Welcomed members to social and educational events in 2017–961; in 2018–948.



Photo by Jane Guttman

## Establishment of Social Membership.

Among the fundamental achievements of the Lake Barcroft Village during the 2017-2018 period was the creation of another membership category: Social Membership. Social members are entitled to participate in all the Village's social, cultural and educational programs, plus certain areas of governance. They are not entitled to receive services provided by Village volunteers such as transportation, home security checks and Cooks on Call. Accordingly, the fee for household Social Membership is about 60% of that for Full Membership.

Establishing a social membership category is a matter that has been on Village Board agendas ever since operations

started in January 2013. The concern confronting previous Boards was that many Full Members would convert to Social Membership, resulting in a significant loss of revenue despite empirical studies that concluded that any loss of Full Members generally is offset by the addition of new Social Members. Ultimately, your Board decided to test the waters, and the outcome has been favorable. To date one Full Member has converted, and ten persons have joined as Social Members.

## Services

The following is a partial list of services. The Village tries to fulfill all service requests within its competence.

- ▶ Transportation: trips to the doctor, grocery stores, train stations, airports
- ▶ Home maintenance and repair: changing light bulbs, minor repairs, smoke detector batteries (one-time jobs)
- ▶ Errands and household tasks: temporary assistance such as picking up prescriptions and dry cleaning, mailing packages
- ▶ Social outreach: home visits or phone calls for those who are housebound; reading mail or books for visually impaired
- ▶ Weather emergency service: calls to members to check on food supply, electricity, medication refrigeration; clearing snow
- ▶ Personal Assistance: home security check while member is away; referrals to professional service providers when task is too much or too complicated for a volunteer



Photo by Sam Rothman

- ▶ Computer Technology: instruction on use of email and Internet services; technical support for computers, cell phones and TVs
- ▶ Administrative support: assistance with filing, sorting mail, German translation services. The Executive Director is a notary.

## Educational Events

### Quarterly Meetings

Some of the 2017 topics: “Compassion and Choices”; “Safety and Security; Neighborhood Watch”; “Connections between Hearing and Health”

Some of the 2018 topics: Movie “Gerryrigged”; “Losing Your Spouse”; “Domestic Abuse and Power-Based Violence”

### Symposia

Discussion of “Being Mortal” by Atul Gawande  
 “Crime and Custody” presented by Stanton Samenow, Ph.D.

### Spanish and German Conversation groups

### Photography Group



Photo by Jane Guttman

Photo by Hugh McKay



### Social Events

- Happy Hours
- Pot Luck Suppers
- Coffee and Conversation
- Co-Ed Lunches
- Silver Fox Lunches
- Dining Around
- Chess



Photo by Jane Guttman

## History of Lake Barcroft Village

**I**N THE SUMMER OF 2011 several long-time Lake Barcroft residents became interested in the village concept. Ann Cook obtained materials and information from the Capitol Hill, Alexandria and Mount Vernon villages plus Fairfax County. After attending a Washington Area Village Exchange meeting — WAVE is the regional umbrella organization of villages — Mike Gaffen, Joan Gray, Josi Hillary, Nancy Mattson and Ann decided a village in Lake Barcroft was both feasible and desirable.

Interest grew and others joined the discussion. A task force evolved, and the effort gained momentum. In the fall two meetings, one afternoon, one evening, were held at the Mason District Government Center to explain the village concept and gauge support for a village in Lake Barcroft. Each drew 60 or more residents and overwhelming support for moving forward. A subsequent pair of meetings featured speakers from existing area villages describing their organizations and activities.

The task force, open to anyone wanting to participate, elected officers (Ann Cook, chair; Sam Rothman, vice chair; George Erikson, secretary) and formed committees. Adele Neuberg and



Photo by Larry Golfer



Sunny Greene arranged neighborhood coffees at which Ann Cook and D'Wayne Gray explained what a village might be.

Presentations were also made to the LBA Board, the Woman's Club and other LB organizations. Bill Cook created a website, and he and Glen Ruh produced a brochure and monthly articles in the Lake Barcroft Newsletter. Contributions from supporters covered the modest expenses incurred.

After studying the different village models, the task force decided on what is known as the

concierge form. (The concierge form entails a combination of volunteers and paid staff.) In December 2011 Sally Determan did the legal work to incorporate as Lake Barcroft Village, Inc. The new corporation elected officers (Ann Cook, president; Sam Rothman, vice president; George Erikson, secretary; Dale Gianturco, treasurer) and adopted its original bylaws in March 2012. On July 11, 2012 the IRS, in a record setting time of nine days, approved our application for tax exempt status as a charitable organization that Dale had filed, which allowed donations to the Village to be tax-deductible.

With the goal of becoming operational at the start of 2013, activity increased. Neighborhood coffees continued to spread the word and bring in more participants. A very popular monthly Happy Hour began thanks to the organizational efforts of Marian Cromley and the generosity of Terry Stone, who offered her home as the Happy Hour venue.

Monthly informational meetings were held at the Government Center. At one in late July, 2012 Clyde Williams became the first Village member by jumping up and asking where to sign up. Membership sign-ups then began.

Throughout the late summer and fall, volunteers, donations and memberships grew rapidly. Stuart Feldstein and Carol Bursick began what would be a substantial job recruiting, training and vetting volunteers. Louise Ziebell and Sue Nixon worked on fund-raising events. The Village evaluated its insurance needs and obtained the necessary policies.

Janet Hall saw to it that a volunteer either visited all Lake Barcroft households with a member 65 years or older or left information at their doors. A Services Committee identified and developed the services members would receive. Recognizing the importance of social opportunities to members, the Programs Committee planned lunches at local restaurants, educational programs and recreational activities.

In mid-October, the Village hired Moya Atkinson as part-time Village Coordinator. Moya converted her living room into a Village office and with donated computer and equipment and the able computer skills of Richard Morton, set up the Village's business office. Over the Christmas holidays volunteer and member manuals were prepared and mailed to members and volunteers.

LBV began providing services on January 7, 2013. By then there were 83 members, at least 50 vetted and trained volunteers, several of whom also were members, and \$52,000 in the bank. The Village's Articles of Incorporation and by laws were changed to allow for members and a board of directors to guide policy and operations. In March 2013, LBV held its first election. By December 2013, the Village had 92 members.

Lake Barcroft Village took less than two years to transition from concept to reality, a remarkably short time compared to other villages. It could not have occurred without strong community support and the willingness of many to contribute time, money, effort and enthusiasm.

Membership has remained largely static. From one perspective this outcome is good since it reflects satisfaction with Village operations; on the other hand, not so good. Lake Barcroft Village is one of the smallest villages in the country. The limited membership means that the universe of members available or willing to serve in leadership positions is inadequate. Accordingly, your Board will continue to examine means to expand membership.



**LAKE BARCROFT VILLAGE 2017 FINAL INCOME STATEMENT & PROPOSED 2018 BUDGET**

	December	2017 Actuals	2017 Budget	2017 Variance	2018 Budget (proposed)
<b>REVENUE</b>					
Donations					
Corporate/B&P		\$ 750.00	\$ 4,300	\$ (3,550.00)	
Individual	\$ 2,375.00	\$ 19,995.00	\$ 1,200	\$ 18,795.00	
Designated: ie annual report		\$ 16.73	\$ 25	\$ (8.27)	
<b>TOTAL DONATIONS</b>	<b>\$ 2,375.00</b>	<b>\$ 20,761.73</b>	<b>\$ 5,525</b>	<b>\$ 15,236.73</b>	<b>\$ 12,000</b>
Fundraising Event					
<b>TOTAL FUNDRAISIG EVENTS</b>		<b>\$ -</b>	<b>\$ 6,000</b>	<b>\$ (6,000.00)</b>	<b>\$ 3,000</b>
Membership Dues					
New	\$ 500.00	\$ 1,875.00	\$ 3,750	\$ (1,875.00)	\$ 2,000
Renewing	\$ 11,675.00	\$ 38,975.00	\$ 33,500	\$ 5,475.00	\$ 33,500
Other Types of Membership		\$ -	\$ 100	\$ (100.00)	\$ 2,000
<b>TOTAL MEMBERSHIP DUES</b>	<b>\$ 12,175.00</b>	<b>\$ 40,850.00</b>	<b>\$ 37,350</b>	<b>\$ 3,500.00</b>	<b>\$ 37,500</b>
Other Income					
Misc.		\$ 70.24	\$ 100	\$ (29.76)	
<b>TOTAL</b>		<b>\$ 70.24</b>	<b>\$ 100</b>	<b>\$ (29.76)</b>	
<b>TOTAL REVENUE</b>	<b>\$ 14,550.00</b>	<b>\$ 61,681.97</b>	<b>\$ 48,975</b>	<b>\$ 12,706.97</b>	<b>\$ 52,500</b>
<b>EXPENSES</b>					
Personnel					
*Executive Director(Employee)	\$ 1,954.38	\$ 23,452.56	\$ 29,040	\$ 5,587.44	\$ -
Employee Overhead/Taxes	\$ 650.75	\$ 7,626.18	\$ 2,220	\$ (5,406.18)	\$ -
Service Fee	\$ 38.00	\$ 508.10	\$ 420	\$ (88.10)	\$ -
ED Backup	\$ 390.00	\$ 390.00	\$ 350	\$ (40.00)	\$ -
<b>TOTAL EXECUTIVE DIR.</b>	<b>\$ 3,033.13</b>	<b>\$ 31,976.84</b>	<b>\$ 32,030</b>	<b>\$ 53.16</b>	<b>\$ 33,000</b>
Operating Expenses					
Business registration--SCC		\$ 25.00	\$ 25	\$ -	\$ 25
Copying and Printing-Local		\$ -	\$ -	\$ -	\$ -
Postage, Mailing Service		\$ 356.00	\$ 500	\$ 144.00	\$ -
Telephone/Internet		\$ 1,071.61	\$ 1,560	\$ 488.39	\$ 1,500
Supplies	\$ 32.57	\$ 744.68	\$ 1,500	\$ 755.32	\$ 1,200
Equipment/Software				\$ -	\$ -
wix.com		\$ 207.20	\$ 250	\$ 42.80	\$ 250
Insurance (Org&Officers)		\$ 2,675.00	\$ 2,900	\$ 225.00	\$ 2,900
Service Fees				\$ -	\$ -
Bank Fees		\$ 134.57	\$ 50	\$ (84.57)	\$ 50
PayPal Fees	\$ 41.00	\$ 70.30	\$ 20	\$ (50.30)	\$ 150
*Credit card fees		\$ -	\$ 100	\$ 100.00	\$ -
Dues/Subscriptions				\$ -	\$ -
Checkbook, etc.		\$ 507.00	\$ 900	\$ 393.00	\$ 700
VTV Memberships		\$ 425.00	\$ 400	\$ (25.00)	\$ 500
WAVE		\$ 70.00	\$ 35	\$ (35.00)	\$ 70
DMV Checks		\$ -	\$ 50	\$ 50.00	\$ 50
Background Checks		\$ 306.85	\$ 150	\$ (156.85)	\$ 350
Registration fees/publications		\$ -	\$ 100	\$ 100.00	\$ -
Operating Expenses -- Other		\$ -	\$ 100	\$ 100.00	\$ -
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 73.57</b>	<b>\$ 6,593.21</b>	<b>\$ 8,640</b>	<b>\$ 2,046.79</b>	<b>\$ 7,745</b>
Professional Development (V-o-V Conf.)	\$ 1,229.83	\$ 1,229.83	\$ 2,000	\$ 770.17	\$ 3,000
Miscellaneous					\$ 1,000
<b>TOTAL PROFESSIONAL DEVELOPMENT</b>	<b>\$ 1,229.83</b>	<b>\$ 1,229.83</b>	<b>\$ 2,000</b>	<b>\$ 770.17</b>	<b>\$ 4,000</b>

Professional Services					
Misc. (Review+Honoraria)	\$ 1,289.99	\$ 500	\$ (789.99)	\$ 1,600	
<b>TOTAL PROFESSIONAL SVS.</b>	<b>\$ -</b>	<b>\$ 1,289.99</b>	<b>\$ 500</b>	<b>\$ (789.99)</b>	<b>\$ 1,600</b>
Fundraising Events			\$ -		
Event 1	\$ 617.65	\$ 1,000	\$ 382.35	\$ 1,000	
B&P Club	\$ -	\$ 250	\$ 250.00		
<b>TOTAL EVENTS</b>	<b>\$ 617.65</b>	<b>\$ 1,250</b>	<b>\$ 632.35</b>	<b>\$ 1,000</b>	
Special Events			\$ -		
Anniversary Dinner	\$ 4,033.22	\$ 4,500	\$ 466.78	\$ 4,500	
Volunteer BBQ	\$ -	\$ 300	\$ 300.00	\$ 500	
Summer Social	\$ -	\$ 2,000	\$ 2,000.00	\$ -	
<b>TOTAL SPECIAL EVENTS</b>	<b>\$ -</b>	<b>\$ 4,033.22</b>	<b>\$ 6,800</b>	<b>\$ 2,766.78</b>	<b>\$ 5,000</b>
Meetings			\$ -		
General Membership Meetings	\$ -	\$ 250	\$ 250.00	\$ 250	
<b>TOTAL GENERAL MEMEMBERSHIP MTGS</b>	<b>\$ -</b>	<b>\$ 250</b>	<b>\$ 250.00</b>	<b>\$ 250</b>	
Membership & Program Activities			\$ -		
TOTAL MEM. PROGRAMS & ACTIVITIES	\$ -	\$ 377.95	\$ 1,000	\$ 622.05	\$ 1,000
Marketing			\$ -		
Holiday Cards- LGolfer	\$ 495.00				
Annual Report & Shipping	\$ -	\$ 250	\$ 250.00	\$ 150	
<b>TOTAL MARKETING</b>	<b>\$ 495.00</b>	<b>\$ 495.00</b>	<b>\$ 250</b>	<b>\$ (245.00)</b>	<b>\$ 150</b>
Other Expenses/Contingencies			\$ -		
TOTAL OTHER/CONTINGENCIES	\$ 1,005.00	\$ 1,000	\$ (1,005.00)	\$ 1,000	
<b>TOTAL EXPENSES</b>	<b>\$ 4,831.53</b>	<b>\$ 47,618.69</b>	<b>\$ 53,720</b>	<b>\$ 6,101</b>	<b>\$ 54,745</b>
Total Income	\$ 14,550.00	\$ 61,681.97	\$ 48,975	\$ 12,706.97	\$ 52,500
Total Expenses	\$ (4,831.53)	\$ (47,575.24)	\$ (53,720)	\$ 6,144.76	\$ (54,745)
<b>NET INCOME</b>	<b>\$ 9,718.47</b>	<b>\$ 14,106.73</b>	<b>\$ (4,745)</b>	<b>18851.73</b>	<b>\$ (2,245)</b>

**SNAP SHOT - DECEMBER  
REVENUE**

Donations \$2,375  
Dues \$12,175

**Balances 12/31/17**

    Checking Account \$39,098  
    CD Balances \$40,218  
    Total \$79,316

**EXPENSES**

Holiday Cards \$495  
"Catch-up " Payments \$1,262  
Personnel \$2,995

**LBV DECEMBER & 2018 FULL YEAR FINANCIAL PERFORMANCE**

		December	2018 Actuals	2018 Budget	Variance
<b>REVENUE</b>	<u>Donations</u>				
	Corporate/B&P		\$ -		
	Individual	\$ 3,580	\$ 13,740	\$ 12,000	
	<b>TOTAL DONATIONS</b>	<b>\$ 3,580</b>	<b>\$ 13,740</b>	<b>\$ 12,000</b>	<b>\$ 1,740</b>
	<u>Fundraising Event Proceeds</u>		\$ 1,137		
	<b>TOTAL FUNDRAISING EVENTS</b>	<b>\$ -</b>	<b>\$ 1,137</b>	<b>\$ 3,000</b>	<b>\$ (1,863)</b>
	<u>Membership Dues</u>				
	New		\$ 3,500	\$ 2,000	\$ 1,500
	Renewing	\$ 5,200	\$ 25,825	\$ 34,000	\$ (8,175)
	Social	\$ 450	\$ 2,550		\$ 2,550
	<b>TOTAL MEMBERSHIP DUES</b>	<b>\$ 5,650</b>	<b>\$ 31,875</b>	<b>\$ 36,000</b>	<b>\$ (4,125)</b>
	<u>Other Income</u>				
	Miscellaneous	\$ 19	\$ 326	\$ 300	\$ 26
	<b>TOTAL OTHER INC</b>	<b>\$ 19</b>	<b>\$ 326</b>	<b>\$ 300</b>	<b>\$ 26</b>
	<b>TOTAL REVENUE</b>	<b>\$ 9,249</b>	<b>\$ 47,078</b>	<b>\$ 51,300</b>	<b>\$ (4,222)</b>
<b>EXPENSES</b>					
	<u>Personnel</u>				
	*Executive Director Comp.	\$ 2,662	\$ 31,702	\$ 31,702	
	Employer Payroll Taxes	\$ 204	\$ 2,425	\$ 2,425	
	Payroll (ADP) Service Fee	\$ 41	\$ 549	\$ 522	
	ED Backup		\$ -	\$ 400	
	<b>TOTAL EXECUTIVE DIR.</b>	<b>\$ 2,907</b>	<b>\$ 34,676</b>	<b>\$ 35,049</b>	<b>\$ 373</b>
	<u>Operating Expenses</u>				
	Business registration--SCC		\$ 75	\$ 75	
	Copying and Printing-Local		\$ -	\$ 200	
	Postage, Mailing Service	\$ 500	\$ 1,063	\$ 500	
	Telephone/Internet	\$ 72	\$ 1,106	\$ 1,500	
	Supplies		\$ 510	\$ 1,200	
	Equipment/Software		\$ 1,040	\$ -	
	wix.com		\$ 362	\$ 250	
	Insurance (Org&Officers)		\$ 2,675	\$ 2,900	
	Service Fees		\$ -	\$ -	
	Bank Fees	\$ 4	\$ 56	\$ 50	
	PayPal/Don.Fees	\$ 47	\$ 71	\$ 150	
	Credit card fees		\$ -	\$ -	
	Dues/Subscriptions		\$ -		
	Checkbook, etc.		\$ 867	\$ 700	
	VTV Memberships	\$ 425	\$ 425	\$ 500	
	WAVE		\$ 35	\$ 70	
	DMV Checks		\$ -	\$ 50	
	Background Checks		\$ 49	\$ 350	
	Registration fees/publications		\$ -		
	Operating Expenses -- Other		\$ 5	\$ 100	
	<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 1,048</b>	<b>\$ 8,339</b>	<b>\$ 8,595</b>	<b>\$ 256</b>
	<u>Professional Development</u>				
	(V-o-V Conf.)		\$ -	\$ 3,000	\$ 3,000
	Miscellaneous			\$ 1,000	\$ 1,000
	<b>TOTAL PROFESSIONAL DEVELOPMENT</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 4,000</b>	<b>\$ 4,000</b>

## LBV DECEMBER & 2018 FULL YEAR FINANCIAL PERFORMANCE

	December	2018 Actuals	2018 Budget	Variance
<b><u>Professional Services</u></b>				
Misc. (Review+Honoraria)		\$ 127	\$ 1,600	
<b>TOTAL PROFESSIONAL SVS.</b>	<b>\$ -</b>	<b>\$ 127</b>	<b>\$ 1,600</b>	<b>\$ 1,473</b>
<b><u>Fundraising Events</u></b>				
Event 1		\$ -	\$ 1,000	
B&P Club		\$ -		
<b>TOTAL FUNDRAISING EVENT EXPENSE</b>		<b>\$ -</b>	<b>\$ 1,000</b>	<b>\$ 1,000</b>
<b><u>Special Events</u></b>				
Anniversary Dinner		\$ 5,940	\$ 4,500	
Volunteer BBQ		\$ 324	\$ 500	
Summer Social		\$ -		
<b>TOTAL SPECIAL EVENTS</b>	<b>\$ -</b>	<b>\$ 6,264</b>	<b>\$ 5,000</b>	<b>\$ (1,264)</b>
<b><u>Meetings</u></b>				
General Membership Meetings		\$ -	\$ 250	
<b>TOTAL MEETINGS</b>		<b>\$ -</b>	<b>\$ 250</b>	<b>\$ 250</b>
<b><u>Membership &amp; Program Activities</u></b>				
		\$ -		
	\$ 100	\$ 200	\$ 1,000	
<b>TOTAL MEM. PROGRAMS &amp; ACTIVITIES</b>	<b>\$ 100</b>	<b>\$ 200</b>	<b>\$ 1,000</b>	<b>\$ 800</b>
<b><u>Marketing</u></b>				
Communication & general		\$ 757		
Holiday Cards- LGolfer	\$ 600	\$ 600	\$ 500	
Annual Report & Shipping		\$ -	\$ 150	
<b>TOTAL MARKETING</b>	<b>\$ 600</b>	<b>\$ 1,357</b>	<b>\$ 650</b>	<b>\$ (707)</b>
<b><u>Other Expenses/Contingencies</u></b>				
		\$ -	\$ 1,000	
<b>TOTAL OTHER/CONTINGENCIES</b>		<b>\$ -</b>	<b>\$ 1,000</b>	<b>\$ 1,000</b>
<b><u>TOTAL EXPENSES</u></b>				
	<b>\$ 4,655</b>	<b>\$ 50,963</b>	<b>\$ 58,144</b>	<b>\$ 7,181</b>
<b><u>Total Income</u></b>				
	<b>\$ 9,249</b>	<b>\$ 47,078</b>	<b>\$ 51,300</b>	<b>\$ (4,222)</b>
<b><u>Total Expenses</u></b>				
	<b>\$ (4,655)</b>	<b>\$ (50,963)</b>	<b>\$ (58,144)</b>	<b>\$ 7,181</b>
<b><u>NET INCOME</u></b>				
	<b>\$ 4,595</b>	<b>\$ (3,885)</b>	<b>\$ (6,844)</b>	<b>\$ 2,959</b>

### SNAPSHOT

<u>REVENUE</u>		<u>EXPENSES</u>	
Donations	\$3,580	Stamps	\$ 500.00
Renewals	\$5,200	V-T-V Member	\$ 425.00
New-Regular	\$0		
Social	\$450		
<b><u>End of Month Balances</u></b>			
Checking Account	\$ 42,281		
CD +Interest Check Balance	\$ 40,506		
<b>Total</b>	<b>\$ 82,787</b>		