

FINANCIAL STATEMENTS



**BUSINESS EXECUTIVES FOR
NATIONAL SECURITY**

**FOR THE YEAR ENDED DECEMBER 31, 2011
WITH SUMMARIZED FINANCIAL
INFORMATION FOR 2010**

BUSINESS EXECUTIVES FOR NATIONAL SECURITY

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Business Executives for National Security
Washington, D.C.

We have audited the accompanying statement of financial position of the Business Executives for National Security (BENS) as of December 31, 2011, and the related statements of activities and change in net assets and cash flows for the year then ended. These financial statements are the responsibility of BENS's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from BENS's 2010 financial statements and, in our report dated July 29, 2011, we expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of BENS's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of BENS as of December 31, 2011, and its change in net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

A handwritten signature in cursive script that reads 'Gelman, Rosenberg & Freedman'.

August 23, 2012

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BUSINESS EXECUTIVES FOR NATIONAL SECURITY
STATEMENT OF FINANCIAL POSITION
AS OF DECEMBER 31, 2011
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010

ASSETS

	<u>2011</u>	<u>2010</u>
CURRENT ASSETS		
Cash and cash equivalents	\$ 4,846,445	\$ 5,368,748
Investments (Note 5)	499,172	-
Accounts receivable	1,460	-
Prepaid expenses	<u>95,687</u>	<u>40,964</u>
Total current assets	<u>5,442,764</u>	<u>5,409,712</u>
FIXED ASSETS		
Equipment	188,982	146,449
Furniture	100,189	100,189
Leasehold improvements	37,879	37,879
Less: Accumulated depreciation and amortization	<u>(209,705)</u>	<u>(170,016)</u>
Net fixed assets	<u>117,345</u>	<u>114,501</u>
OTHER ASSETS		
Security deposits	<u>50,528</u>	<u>50,528</u>
TOTAL ASSETS	<u>\$ 5,610,637</u>	<u>\$ 5,574,741</u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$ 164,792	\$ 264,718
Accrued vacation	162,447	129,474
Deferred rent abatement (Note 2)	<u>35,063</u>	<u>50,380</u>
Total current liabilities	<u>362,302</u>	<u>444,572</u>
LONG-TERM LIABILITIES		
Deferred rent abatement, net of current portion (Note 2)	<u>204,051</u>	<u>138,352</u>
Total liabilities	<u>566,353</u>	<u>582,924</u>
NET ASSETS		
Unrestricted (Note 3)	3,378,586	3,053,475
Temporarily restricted (Note 6)	365,569	638,213
Permanently restricted (Note 8)	<u>1,300,129</u>	<u>1,300,129</u>
Total net assets	<u>5,044,284</u>	<u>4,991,817</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 5,610,637</u>	<u>\$ 5,574,741</u>

See accompanying notes to financial statements.

BUSINESS EXECUTIVES FOR NATIONAL SECURITY
STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2011
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010

	<u>2011</u>			<u>2010</u>	
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>	<u>Total</u>
REVENUE AND SUPPORT					
Contributions and grants	\$ 4,750,511	\$ 674,293	\$ -	\$ 5,424,804	\$ 5,438,788
Special event income	1,374,418	-	-	1,374,418	2,207,618
In-kind contributions	61,041	-	-	61,041	55,382
Investment income	11,153	-	-	11,153	17,326
Other revenue	10,809	-	-	10,809	4,160
Net assets released from donor restrictions (Note 7)	<u>946,937</u>	<u>(946,937)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total revenue and support	<u>7,154,869</u>	<u>(272,644)</u>	<u>-</u>	<u>6,882,225</u>	<u>7,723,274</u>
EXPENSES					
Program Services:					
Meetings Program Development and Implementation	1,976,088	-	-	1,976,088	1,415,243
Policy Development and Implementation	1,860,624	-	-	1,860,624	1,751,981
Warrior Gateway Project	844,056	-	-	844,056	1,192,355
Business Force Development and Implementation	<u>38,230</u>	<u>-</u>	<u>-</u>	<u>38,230</u>	<u>464,527</u>
Total program services	<u>4,718,998</u>	<u>-</u>	<u>-</u>	<u>4,718,998</u>	<u>4,824,106</u>
Supporting Services:					
Administration	820,419	-	-	820,419	844,080
Strategic Development	<u>1,290,341</u>	<u>-</u>	<u>-</u>	<u>1,290,341</u>	<u>1,878,762</u>
Total supporting services	<u>2,110,760</u>	<u>-</u>	<u>-</u>	<u>2,110,760</u>	<u>2,722,842</u>
Total expenses	<u>6,829,758</u>	<u>-</u>	<u>-</u>	<u>6,829,758</u>	<u>7,546,948</u>
Change in net assets	325,111	(272,644)	-	52,467	176,326
Net assets at beginning of year	<u>3,053,475</u>	<u>638,213</u>	<u>1,300,129</u>	<u>4,991,817</u>	<u>4,815,491</u>
NET ASSETS AT END OF YEAR	<u>\$ 3,378,586</u>	<u>\$ 365,569</u>	<u>\$ 1,300,129</u>	<u>\$ 5,044,284</u>	<u>\$ 4,991,817</u>

See accompanying notes to financial statements.

BUSINESS EXECUTIVES FOR NATIONAL SECURITY
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2011
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010

	<u>2011</u>	<u>2010</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 52,467	\$ 176,326
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	39,689	34,273
Net unrealized and realized losses on investments	8,987	-
(Increase) decrease in:		
Accounts receivable	(1,460)	-
Prepaid expenses	(54,723)	(7,026)
Increase (decrease) in:		
Accounts payable and accrued expenses	(99,926)	(47,741)
Accrued vacation	32,973	(26,861)
Deferred rent abatement	50,382	115,939
Deferred revenue	<u>-</u>	<u>(794)</u>
Net cash provided by operating activities	<u>28,389</u>	<u>244,116</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Net purchases of investments	(508,159)	-
Purchases of equipment	<u>(42,533)</u>	<u>(3,944)</u>
Net cash used by investing activities	<u>(550,692)</u>	<u>(3,944)</u>
Net (decrease) increase in cash and cash equivalents	(522,303)	240,172
Cash and cash equivalents at beginning of year	<u>5,368,748</u>	<u>5,128,576</u>
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 4,846,445</u>	<u>\$ 5,368,748</u>

See accompanying notes to financial statements.

BUSINESS EXECUTIVES FOR NATIONAL SECURITY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

The Business Executives for National Security (BENS), formerly the Business Executives for National Security Education Fund, Inc., is a nonprofit organization incorporated in the District of Columbia. The purpose of BENS is charitable and educational, namely, to conduct nonpartisan public educational functions concerning national security issues.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with BENS's financial statements for the year ended December 31, 2010, from which the summarized information was derived.

Cash and cash equivalents -

BENS considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

At times during the year, BENS maintains cash balances at a financial institution in excess of the Federal Deposit Insurance Corporation (FDIC) insurance limits. Management believes the risk in these situations to be minimal.

Accounts receivable -

Accounts receivable approximate fair value. Management considers all amounts to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established.

Furniture, equipment and leasehold improvements -

BENS records furniture and equipment at cost. Furniture and equipment are depreciated or amortized on a straight-line basis over the estimated useful lives of the related assets, generally three to seven years. BENS has established a capitalization threshold policy of \$2,500. Leasehold improvements are amortized over the remaining life of the lease. The cost of maintenance and repairs is recorded as expenses are incurred.

Income taxes -

BENS is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements. BENS is not a private foundation.

Uncertain tax positions -

In June 2006, the Financial Accounting Standards Board (FASB) released FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes.

BUSINESS EXECUTIVES FOR NATIONAL SECURITY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Uncertain tax positions (continued) -

For the year ended December 31, 2011, BENS has documented its consideration of FASB ASC 740-10 and determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements. The Federal Form 990, *Return of Organization Exempt from Income Tax*, is subject to examination by the Internal Revenue Service, generally for three years after it is filed.

Net asset classification -

The net assets are reported in three self-balancing groups as follows:

- **Unrestricted net assets** include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of BENS and include both internally designated and undesignated resources.
- **Temporarily restricted net assets** include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of BENS and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities and Change in Net Assets as net assets released from restrictions.
- **Permanently restricted net assets** represent funds restricted by the donor to be maintained in-perpetuity by BENS. The permanently restricted net assets are described in Note 8.

Contributions and grants -

Unrestricted and temporarily restricted contributions and grants are recorded as revenue in the year notification is received from the donor. Temporarily restricted contributions and grants are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Temporarily restricted contributions and grants received in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements.

Donated services and materials -

Donated services and materials are valued at fair market value. The value of services and materials donated to BENS for the years ended December 31, 2011 was \$61,041 and is reflected as an in-kind contribution in the Statement of Activities and Change in Net Assets. The corresponding expenses are recorded in the appropriate expense categories in the Schedule of Functional Expenses.

Use of estimates -

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

BUSINESS EXECUTIVES FOR NATIONAL SECURITY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activities and Change in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

2. COMMITMENTS

Operating lease -

On March 26, 2009, BENS entered into a new lease for ten years and one month. The commencement date on the new lease was September 1, 2009. Thus, the lease expires on October 31, 2019. BENS's rent is to increase on a yearly basis by a factor of 3% per year. BENS is to receive rent abatements for months one and thirteen of the lease.

Accounting principles generally accepted in the United States of America require that the total rent commitment should be recognized on a straight-line basis over the term of the lease. Accordingly, the difference between the actual monthly payments and the rent expense being recognized for financial statement purposes is recorded as a deferred rent liability in the Statement of Financial Position.

Rental expense for 2011 totaled \$704,698.

BENS also has signed leases for various types of office equipment with lease terms of two to five years.

Future minimum payments are as follow:

<u>Year Ended December 31,</u>	
2012	\$ 656,012
2013	649,813
2014	660,432
2015	671,122
2016	689,499
Thereafter	<u>2,805,683</u>
	<u>\$6,132,561</u>

3. BOARD DESIGNATED NET ASSETS

A reserve fund, the Founders' Fund, has been established by the Board of Directors and contributions to this fund are Board restricted. In an emergency situation in which revenues are insufficient to meet financial commitments, the Chief Executive Officer (CEO) may request a draw from these reserves. Any disbursement of funds would require the approval of the Chairman of the Board and the Chairs of both the Executive and Finance Committees. All advances from the Founders' Fund must be restored as soon as funds, surplus to the budgetary needs of BENS, become available.

The balance of the Founders' Fund as of December 31, 2011 was \$1,162,014.

BUSINESS EXECUTIVES FOR NATIONAL SECURITY

**NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2011**

4. RETIREMENT PLAN

BENS has a 401(k) plan for all employees. BENS contributes a four percent matching contribution for all participating employees. The employer's contribution for the year ended December 31, 2011 totaled \$82,453.

5. INVESTMENTS

Investments consisted of the following at December 31, 2011:

	<u>Market Value</u>
Corporate bonds	\$ 95,765
Equities	35
Life insurance	93,848
Mutual funds	195,673
Certificates of deposit	<u>113,851</u>
TOTAL INVESTMENTS	<u>\$ 499,172</u>

Included in investment income are the following:

Interest and dividends	\$ 20,140
Unrealized loss	(8,444)
Realized loss	<u>(543)</u>
TOTAL INVESTMENT INCOME	<u>\$ 11,153</u>

6. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at December 31, 2011:

Warrior Gateway Project	\$ 341,035
Strategic Development Data Base	<u>24,534</u>
TOTAL TEMPORARILY RESTRICTED NET ASSETS	<u>\$ 365,569</u>

7. NET ASSETS RELEASED FROM RESTRICTIONS

The following is a summary of net assets which were released from donor restrictions by incurring expenses, which satisfied the restricted purposes specified by the donors:

Warrior Gateway Project	\$ 846,471
Strategic Database Development	<u>100,466</u>
TOTAL NET ASSETS RELEASED FROM RESTRICTIONS	<u>\$ 946,937</u>

BUSINESS EXECUTIVES FOR NATIONAL SECURITY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

8. PERMANENTLY RESTRICTED NET ASSETS

In 2006, BENS initiated an Endowment Fund in order to preserve the organization in-perpetuity. The Board of Directors has approved an Investment Policy Statement which governs the use of these contributions. Under this policy, any investment earnings of the fund are considered unrestricted, for general use by the organization.

At December 31, 2011, permanently restricted net assets totaled \$1,300,129.

9. FAIR VALUE MEASUREMENTS

In accordance with FASB ASC 820, *Fair Value Measurements and Disclosures*, BENS has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument.

Investments recorded in the Statement of Financial Position are categorized based on the inputs to valuation techniques as follows:

Level 1. These are investments where values are based on unadjusted quoted prices for identical assets in an active market BENS has the ability to access.

Level 2. These are investments where values are based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, or model-based valuation techniques that utilize inputs that are observable either directly or indirectly for substantially the full-term of the investments.

Level 3. Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Following is a description of the valuation methodology used for investments measured at fair value. There have been no changes in the methodologies used at December 31, 2011.

- *Money Market Funds* - Fair value is equal to the reported net asset value of the fund.
- *Common Stocks* - Valued at the closing price reported on the active market in which the individual securities are traded.
- *U.S. Government Securities* - Valued at the closing price reported on the active market in which the individual securities are traded.
- *Mutual Funds* - The fair value is equal to the reported net asset value of the fund, which is the price at which additional shares can be obtained.

BUSINESS EXECUTIVES FOR NATIONAL SECURITY

**NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2011**

9 FAIR VALUE MEASUREMENTS (Continued)

Financial assets recorded in the Statement of Financial Position are categorized based on the inputs to the valuation technique as follows for the year ended December 31, 2011:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total December 31, 2011</u>
Asset Category: Investments				
Corporate bonds	\$ 95,765	\$ -	\$ -	\$ 95,765
Equities	35	-	-	35
Life insurance	93,848	-	-	93,848
Mutual funds	195,673	-	-	195,673
Certificates of deposit	<u>113,851</u>	<u>-</u>	<u>-</u>	<u>113,851</u>
TOTAL	<u>\$ 499,172</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 499,172</u>

10. SUBSEQUENT EVENTS

In preparing these financial statements, BENS has evaluated events and transactions for potential recognition or disclosure through August 23, 2012, the date the financial statements were issued.

Subsequent to year-end, Warrior Gateway, Inc., an independent Virginia Corporation, is no longer an affiliate or a program of BENS. Under terms of the agreement, BENS will continue to serve as grant recipient until the earlier of Warrior Gateway, Inc. receiving its IRS 501(c)(3) letter or December 31, 2012.



**INDEPENDENT AUDITORS' REPORT
ON SUPPLEMENTAL FINANCIAL INFORMATION**

To the Board of Directors
Business Executives for National Security
Washington, D.C.

We have audited the financial statements of the Business Executives for National Security as of and for the year ended December 31, 2011, and have issued our report thereon dated August 23, 2012, which contained an unqualified opinion on those financial statements. Our audit was conducted for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying supplemental information is presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

A handwritten signature in cursive script that reads 'Gelman, Rosenberg & Freedman'.

August 23, 2012

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BUSINESS EXECUTIVES FOR NATIONAL SECURITY

**SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2011
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010**

	2011			
	Program Services			
	Meetings Program Development and Implementation	Policy Development and Implementation	Warrior Gateway Project	Business Force Development and Implementation
Salaries	\$ 1,059,322	\$ 1,139,590	\$ 439,231	\$ 28,593
Payroll taxes and employee benefits	204,415	219,904	84,757	5,518
 Total salaries and employee expenses	 1,263,737	 1,359,494	 523,988	 34,111
Temporary help	10,372	11,158	4,301	280
Professional services	41,399	552	92,443	-
Advertising	105	-	3,820	-
Postage	13,623	14,656	5,649	368
Office supplies and equipment	44,957	48,363	18,641	1,213
Software licenses	-	-	-	-
Printing	7,680	8,262	3,184	207
Rent	128,396	263,922	22,944	-
Telephone	29,278	31,496	12,140	790
Repairs and maintenance	7,389	7,949	3,064	199
Travel and subsistence	154,634	35,960	120,290	-
Meetings	235,103	36,495	17,276	-
Depreciation and amortization	12,204	13,129	5,060	329
Bank fees	81	-	-	-
Dues and subscriptions	13,364	14,376	5,541	361
Employee development	5,228	5,624	2,168	141
Business insurance	7,109	7,647	2,948	192
Other	1,429	1,541	599	39
 TOTAL	 \$ 1,976,088	 \$ 1,860,624	 \$ 844,056	 \$ 38,230

					2010	
Supporting Services						
Total Program Services	Administration	Strategic Development	Total Supporting Services	Total Expenses	Total Expenses	
\$ 2,666,736	\$ 261,816	\$ 516,398	\$ 778,214	\$ 3,444,950	\$ 3,585,154	
514,594	50,522	99,648	150,170	664,764	741,583	
3,181,330	312,338	616,046	928,384	4,109,714	4,326,737	
26,111	2,563	5,056	7,619	33,730	53,476	
134,394	293,954	17,341	311,295	445,689	977,615	
3,925	-	-	-	3,925	597	
34,296	3,367	6,641	10,008	44,304	47,408	
113,174	11,111	21,915	33,026	146,200	162,038	
-	-	-	-	-	84	
19,333	1,898	3,744	5,642	24,975	51,879	
415,262	132,990	156,446	289,436	704,698	683,598	
73,704	7,236	14,272	21,508	95,212	86,616	
18,601	1,826	3,602	5,428	24,029	17,305	
310,884	3,506	31,157	34,663	345,547	278,768	
288,874	12,061	394,946	407,007	695,881	682,144	
30,722	3,018	5,949	8,967	39,689	34,273	
81	27,847	-	27,847	27,928	48,224	
33,642	3,303	6,515	9,818	43,460	57,293	
13,161	1,292	2,548	3,840	17,001	4,447	
17,896	1,757	3,465	5,222	23,118	34,389	
3,608	352	698	1,050	4,658	57	
\$ 4,718,998	\$ 820,419	\$ 1,290,341	\$ 2,110,760	\$ 6,829,758	\$ 7,546,948	