

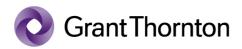
Financial Statements

Young Life of Canada

September 30, 2021

Contents

	Page
Independent Auditor's Report	1 - 3
Statement of Deficiency and Surplus and Fund Balances	4
Statement of Financial Position	5
Statement of Cash Flows	6
Notes to the Financial Statements	7 - 14
Schedule of General Unrestricted Fund	15



Independent Auditor's Report

Grant Thornton LLP Suite 1600 333 Seymour Street Vancouver, BC V6B 0A4

T +1 604 687 2711 F +1 604 685 6569

To the Directors of Young Life of Canada

Qualified opinion

We have audited the financial statements of Young Life of Canada ("Young Life"), which comprise the statement of financial position as at September 30, 2021, and the statement of deficiency and surplus and fund balances, statement of financial position and the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, except for the possible effects of the matter described in the *Basis for Qualified Opinion* section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of Young Life as at September 30, 2021, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for qualified opinion

In common with many not-for-profit organizations, Young Life derives revenue from donation activities, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of Young Life. Therefore, we were not able to determine whether any adjustments might be necessary to donations revenue, surplus or deficiency of revenues over expenses, and cash flows from operations for the years ended September 30, 2021 and 2020, current assets as at September 30, 2021 and 2020, and net assets as at October 1, 2019 and 2020 for both the 2021 and 2020 years. Our audit opinion on the financial statements for the year ended September 30, 2021 was modified accordingly because of the possible effects of this limitation in scope.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of Young Life in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.



Responsibilities of management and those charged with governance for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing Young Life's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate Young Life or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing Young Life's financial reporting process.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to
 fraud or error, design and perform audit procedures responsive to those risks, and obtain audit
 evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not
 detecting a material misstatement resulting from fraud is higher than for one resulting from error,
 as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the
 override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit
 procedures that are appropriate in the circumstances, but not for the purpose of expressing an
 opinion on the effectiveness of Young Life's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on Young Life's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence



- obtained up to the date of our auditor's report. However, future events or conditions may cause Young Life to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Vancouver, Canada November 19, 2021

Chartered Professional Accountants

Grant Thornton LLP

Young Life of Canada Statement of Deficiency and Surplus and Fund Balances Year ended September 30

Year ended September 30									2021		2020
	Restric	ted Fund	ls		Genera	al Fund	s				
	RockRidge Fund		Scholarship Fund		Invested in Property and equipment Fund		Unrestricted Fund (Schedule)				
Revenue											
Donations (Note 10)	\$ 1,161,726	\$	120,032	\$	384,396	\$	7,291,692	\$	8,957,846	\$	7,918,279
Government grants (Note 15)	1,079,464		-		-		197,626		1,277,090		1,629,238
Rental	525,250		-		-		-		525,250		593,143
Camping	526		-		-		190,020		190,546		359,756
Non-receiptable revenue	14,375		-		-		127,363		141,738		237,627
Merchandise	38,504		=		-		=		38,504		59,89 ⁻
Gain on sale of assets	16,441		-		11,471		-		27,912		19,743
Gain on dental self insurance	-		-		-		-		-		61,693
Gain on sale of investments	-		-		-		-		-		2,357
Gain on foreign exchange	=		=		=		=		-		883
ů ů	2,836,286		120,032		395,867		7,806,701		11,158,886		10,882,610
Expenses	2,000,200		120,002	-	000,001		7,000,701	-	11,100,000	-	10,002,010
Salaries	1,091,423		_		_		5,021,985		6,113,408		5,705,914
Amortization	-		-		1,232,790		-		1,232,790		1,262,26
Employee benefits	193,673		_		-,,		990,018		1,183,691		1,061,682
Office and administration	388,985		_		_		549,291		938,276		823,533
Supplies and maintenance	365,648		_		_		-		365,648		315,314
Camping	-		_		_		348,414		348,414		408,128
Promotion	6,588		_		_		304,612		311,200		346,980
	37,306		-		-		252,047		289,353		254,360
Program Utilities	260,942		-		-		232,047		260,942		
	,		-		-		400.000				287,126
Travel	14,768		-		-		103,600		118,368		171,900
Training and recruitment	14,518		=		=		91,884		106,402		292,77
Food	93,028		-		-		-		93,028		140,624
Loss on dental insurance	-		-		-		29,242		29,242		-
Cost of merchandise sold	25,259		-		-		-		25,259		33,82
Relocation	=		=		=		17,226		17,226		=
Interest	5,614		=		=		=		5,614		51,748
Loss on sale of investments	173		-		-		1,662		1,835		-
Loss on foreign exchange	200		<u> </u>		<u> </u>		1,097		1,297		1,866
	2,498,125		-		1,232,790		7,711,078		11,441,993		11,158,039
Surplus / (deficiency) of revenue over expenses	338,161		120,032		(836,923)		95,623		(283,107)		(275,449
Unrealized gain on investments	-		-		(550,520)		740		740		730
Balance, beginning of the year	(1,023,746)		196,745		33,034,386		2,141,775		34,349,160		34,623,879
Internal transfer between funds (Note 8)	(529,359)		(112,055)		600,497		40,917		-		-
Balance, end of year	\$ (1,214,944)	\$	204,722	\$	32,797,960	\$	2,279,055	\$	34,066,793	\$	34,349,160

Young Life of Canada Statement of Financial Position

September 30	2021	2020
--------------	------	------

		Restricted Funds				Gener	al Fund	ds				
		RockRidge Fund		Scholarship Fund	Е	Invested in Property and Equipment Fund		Unrestricted Fund				
Assets Current Cash	\$		\$	_	\$	_	\$	1,394,417	\$	1,394,417	\$	314,438
Accounts receivable Inventory Prepaid expenses	Ψ	152,737 72,752 457,273	Ψ	- - -	Ψ	- - -	Ψ	122,937 - 96,535	•	275,674 72,752 553,808	Ψ	255,638 85,668 508,122
Investments (Note 3) Property and equipment (Note 4)		682,762 - -		- - -		- - 33,892,333		1,613,889 15,740 -		2,296,651 15,740 33,892,333		1,163,866 6,172 34,518,495
	\$	682,762	\$		\$	33,892,333	\$	1,629,629	\$	36,204,724	\$	35,688,533
Liabilities Current												
Term debt (Note 5) Payables and accruals (Note 6) Deferred revenue (Note 7)	\$	- 123,909 1,533,887	\$	- - -	\$	- - -	\$	- 480,135 -	\$	- 604,044 1,533,887	\$	1,035,918 287,458 15,997
Interfund payable (receivable)		1,657,796 239,909		- (204,722)		- 1,094,371		480,135 (1,129,558)		2,137,931 -		1,339,373 -
		1,897,705		(204,722)		1,094,371		(649,423)		2,137,931		1,339,373
Net assets Restricted fund balances Invested in property and equipment (Note 9) Operating fund balance		(1,214,944) - -		204,722 - -		- 32,797,960 -		- - 2,279,055_		(1,010,222) 32,797,960 2,279,055		(827,001) 33,034,386 2,141,775
		(1,214,944)		204,722		32,797,960		2,279,055		34,066,793		34,349,160
	\$	682,761	\$	_	\$	33,892,331	\$	1,629,632	\$	36,204,724	\$	35,688,533

On behalf of the board

See accompanying notes and schedule to the financial statements.

Young Life of Canada Statement of Cash Flows Year ended September 30	2021	2020
Increase (decrease) in cash	2021	2020
Operating Deficiency of revenue over expenses Adjustments to determine cash flows: Amortization of property and equipment Loss / (gain) on sale of investments Gain on sale of assets Donated investments	\$ (283,107) 1,232,790 1,835 (27,912) (189,308)	\$ (275,449) 1,262,265 (2,357) (19,743) (506,005)
Change in non-cash working capital items Accounts receivable Inventory Prepaid expenses Payables and accruals Deferred revenue	734,298 (20,036) 12,916 (45,686) 316,586 1,517,890	458,711 (52,683) (31,664) (122,328) (199,485) (14,312)
Financing Repayment of debt, net	(1,035,918) (1,035,918)	(619,900) (619,900)
Investing Proceeds from sale of investments Proceeds from sale of assets Purchase of property and equipment	178,645 32,641 (611,357) (400,071)	514,416 83,000 (232,748) 364,668
Increase (decrease) in cash	1,079,979	(216,993)
Cash Beginning of year End of year	314,438 \$ 1,394,417	531,431 \$ 314,438

September 30, 2021

1. Nature of operations

Young Life of Canada ("Young Life") is a charitable organization registered under the *Income Tax Act* and is incorporated without capital stock under the *Canada Corporations Act*, and is continued under the *Canada Not-for-Profit Corporations Act*. Young Life works with teenagers, encouraging them to be in a relationship with Jesus Christ.

2. Summary of significant accounting policies

Basis of presentation

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO").

The preparation of financial statements in conformity with ASNPO requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Significant areas requiring the use of management estimates relate to the useful lives for amortization. Actual results may ultimately differ from these estimates.

Cash

Cash consists of balances with banks, net of any overdrafts. Bank overdrafts are the result of any timing differences relating to outstanding cheques and deposits.

Fund accounting

Young Life follows fund accounting procedures, giving recognition to restrictions on the use of resources specified by donors. The fund classifications are as follows:

General funds

Unrestricted Fund

The Unrestricted Fund reflects the activities associated with Young Life's day-to-day operations.

Invested in Property and Equipment Fund

The Invested in Property and Equipment Fund reflects the capital investing activities of Young Life.

Externally restricted funds

Restricted funds include donations received by Young Life which have been designated for the following specific purposes by the donor:

- i The RockRidge Fund is used to raise funds for the purchase and operation of camp property.
- ii The Scholarship Fund is used to supplement camping fees for campers who cannot afford to attend Young Life camps.

September 30, 2021

2. Summary of significant accounting policies (continued)

Contributed services and materials

A substantial number of volunteers contribute a significant amount of their time to Young Life each year. Because of the difficulty in determining their fair value, these contributed services are not recognized in the financial statements.

Contributions of materials are recognized only when a fair value can be reasonably estimated and the materials are used in the normal course of operations.

Inventory

Inventory consists of items held for sale at the general store of RockRidge Canyon. Inventory is recorded at the lower of cost and net realizable value. Cost has been determined on a specific item basis.

Investments

Investments are recorded at fair value.

Property and equipment

Property and equipment are recorded at cost. Amortization is provided on the straight-line basis, which will write off the cost of the assets over their estimated useful lives, as follows:

Lorne Lake dam	80 years
Buildings	40 years
Pool, challenge course & sound	20 years
Zipline	10 years
Furniture and equipment	5 years
Vehicles and boats	5 years
Computer equipment & software	3 years

Significant donated assets are capitalized at their fair market value and are amortized in accordance with the above policies.

Revenue recognition

Young Life follows the restricted fund method of accounting for contributions.

Restricted contributions related to general operations are recognized as revenue of the Unrestricted Fund in the year in which the related expenses are incurred. All other restricted contributions are recognized as revenue of the appropriate restricted fund.

Unrestricted contributions are recognized as revenue of the Unrestricted Fund in the year received or receivable if the amount to be received can be reasonably established and collection is reasonably assured.

Restricted camping revenue from camping events held at RockRidge Canyon property are recognized in the year received or receivable if the amount to be received can be reasonably established and collection is reasonably assured.

September 30, 2021

2. Summary of significant accounting policies (continued)

Revenue recognition (continued)

Unrestricted camping revenue from camping events held outside of RockRidge Canyon property are recognized in the year received or receivable if the amount to be received can be reasonably established and collection is reasonably assured.

Restricted rental and merchandise revenue are recognized when the services or goods are delivered, and amounts have been received.

Investment income includes dividend and interest income and realized and unrealized investment gains and losses. Dividend income, interest income, and realized gains and losses earned on RockRidge Fund resources are used to purchase, construct, and operate the camp property and are recognized as revenue of the RockRidge Fund. Dividend income, interest income, and realized gains and losses earned on Unrestricted Fund resources are used to support general operations and are recognized as revenue in the Unrestricted Fund.

Unrealized gains and losses are included directly in the fund balance of the appropriate fund.

Deferred revenue represents funding received in the current year that is related to the subsequent year.

Financial instruments

Young Life initially measures its financial assets and financial liabilities at fair value. Young Life subsequently measures all of its financial assets and financial liabilities at amortized cost, with the exception of investments which are subsequently measured at fair value.

Financial assets measured at amortized cost include cash and accounts receivable.

Financial liabilities measured at amortized cost include term debt and payables and accruals.

It is management's opinion that the organization is not exposed to significant currency or credit risks arising from these financial instruments other than its term debt which is exposed to interest rate risk. Young Life does not currently mitigate the risk.

Foreign currency transactions

Monetary assets and liabilities which are denominated in foreign currencies are translated into Canadian dollars at the period-end exchange rates. Revenue and expenses are translated at rates of exchange prevailing on the transaction date. Gains and losses on translation are included in the results of operations.

Income taxes

Young Life is exempt from income taxes under Section 149(5) of the Income Tax Act.

September 30, 2021

3. Investments								2021		2020
Cash surrender value of life insurand Marketable securities	се р	oolicy				\$		6,911 8,829	\$	6,171 1
						\$		15,740	\$	6,172
4. Property and equipment								2021		2020
		C	ost	_	Accum Amorti			Net Book Value		 Net Book Value
Land Lorne Lake dam Buildings Pool, challenge course & sound system Zipline Furniture and equipment Vehicles and boats Computer equipment Computer software	\$,	912 033 753 728 233	\$	2,2 17,8 9 7 2	- 85,515 41,626 96,698 96,027 76,511 13,707 27,091 16,045	\$	4,447,000 5,727,397 23,027,407 363,055 37,701 136,722 130,585 14,443 8,023		\$ 4,447,000 5,814,174 23,501,023 328,892 47,020 198,304 151,307 14,730 16,045
	\$	56,145,	553	\$	22,2	53,220	\$	33,892,333	_	\$ 34,518,495
										2020
					Cost			mulated rtization_		Net Book Value
Land Lorne Lake dam Buildings Pool, challenge course & sound systicipline Furniture and equipment Vehicles and boats Computer equipment Computer software	tem	\$ 	8 40 1	,012 ,552 ,252 ,252 909 519 38 24	7,000 2,912 2,654 2,263 3,728 9,706 9,468 3,792 4,068	\$	17,0 9 7	198,738 051,631 023,371 86,708 711,402 868,161 24,062 8,023	\$	4,447,000 5,814,174 23,501,023 328,892 47,020 198,304 151,307 14,730 16,045
		Φ	55	,09	0,081	φ	۷۱,۰	312,090	φ	 04,010,490

September 30, 2021

5. Term debt	 2021	 2020
Variable rate term loan, secured by land, bearing interest at Royal Bank prime plus 0.90% per annum, with monthly payments of \$8,712, due January 27, 2021	\$ -	\$ 404,879
Variable rate line of credit, secured by land, bearing interest at Royal Bank prime plus 0.70% per annum, payable on demand	-	200,000
Variable rate credit facility, secured by land, bearing interest only at Royal Bank Prime, convertible to a term facility March 1, 2021	 	 431,039
	\$ 	\$ 1,035,918

During the year, Young Life has repaid its term loan, line of credit, and variable rate credit facility.

6. Payables and accruals

Included in payables and accruals are government remittances payable of \$12,508 (2020 - \$9,221).

7. Deferred revenue

The deferred revenue represents funding received in the current year that is related to the subsequent year. Changes in the deferred revenue balance are as follows:

	 2021	2020
Balance, beginning of year Add amounts received in the year Less amounts recognized as revenue in the year	\$ 15,997 1,616,721 (98,831)	\$ 30,309 134,611 (148,923)
Balance, end of year	\$ 1,533,887	\$ 15,997

8. Interfund transfers

The RockRidge Fund transferred \$600,000 (2020 - \$194,687) to the Invested in Property and Equipment Fund for continued construction of the RockRidge Canyon property and for Champion projects. A further \$135,605 (2020 - \$135,803) was transferred to the Unrestricted Fund for national office charges and internal financing.

The Unrestricted Fund transferred \$11,357 (2020 - \$29,163) to the Invested in Property and Equipment Fund for equipment purchases. A further \$6,246 (2020 - \$39,198) was transferred to the RockRidge Fund to cover costs associated with Young Life meetings and events held at RockRidge. Additionally, \$200,000 (2020 - \$Nil) was transferred to the RockRidge Fund for internal financing.

September 30, 2021

8. Interfund transfers (continued)

The Scholarship Fund transferred \$112,055 (2020 - \$162,468) to the Unrestricted Fund to assist with camping activities.

The Property and Equipment Fund transferred \$10,860 (2020 - \$Nil) to the RockRidge Fund to assist with the purchase of other equipment.

9. Net assets invested in property and equipment

Change in net assets invested in property and equipment is calculated as follows:

	 2021	 2020
Balance, beginning of year Donations Gain from sale of assets Property and equipment additions, net Amortization of property and equipment	\$ 33,034,386 384,396 11,471 600,497 (1,232,790)	\$ 34,051,259 1,800 19,743 223,849 (1,262,265)
Balance, end of year	\$ 32,797,960	\$ 33,034,386

10. Related party transactions

Related parties consist of directors, officers and a charitable foundation controlled by a director of Young Life. The organization received donations of \$1,735,228 (2020 - \$748,016) from related parties during the year. These transactions are recorded at the exchange amount as agreed to by the related parties.

September 30, 2021

11. Related organization

The Young Life of Canada Foundation (the "Foundation") is a related organization to Young Life. The Foundation was formed to help support the work of Young Life and Christian youth ministry in general. The Foundation is incorporated under the *Society Act* (British Columbia) and is a registered charity under the *Income Tax Act*.

The organization received \$4,977 (2020 - \$354) of donations from the Foundation.

The net assets and results of operations of the Foundation are not included in the statements of Young Life but are reported on separately. A financial summary of the Foundation as at September 30, 2021 and the year then ended is as follows:

	 2021	2020
Financial position Total net assets	\$ 1,926	\$ 4,018
Results of operations		
Total revenue	\$ 2,891	\$ 3,428
Total expenses	4,983	 354
Surplus of revenue over expenses	\$ (2,092)	\$ 3,074
Cash flows		
Cash from operations	\$ (2,092)	\$ 3,074
Increase in cash	\$ (2,092)	\$ 3,074

12. Capital management

The capital structure of Young Life consists of net assets invested in property and equipment and unrestricted and restricted net assets. The primary objective of Young Life's capital management is to provide adequate funding to support Young Life programs and camps.

Net assets invested in property and equipment represent the amount of net assets that are not available for other purposes because they have been invested.

Restricted net assets are externally restricted funds which have been designated for the specific purposes outlined in Note 2.

The unrestricted net assets are funds available for future operations.

13. Commitments

Young Life has an operating lease commitment on their office premises. The minimum rental commitments under the operating lease are as follows:

2022	\$ 79,462
2023	72,841

September 30, 2021

14. Financial instruments

The carrying amounts of financial assets measured at amortized cost are \$1,670,091 as at September 30, 2021 (September 30, 2020 - \$570,076).

The carrying amounts of financial liabilities measured at amortized cost are \$604,044 as at September 30, 2021 (September 30, 2020 - \$1,323,376).

The carrying amounts of financial assets measured at fair value are \$15,740 as at September 30, 2021 (September 30, 2020 - \$6,172).

15. Impact of COVID-19

The spread of COVID-19 has severely impacted many local economies around the globe. In many countries, including Canada, businesses are being forced to cease or limit operations for long or indefinite periods of time. Measures taken to contain the spread of the virus, including travel bans, quarantines, social distancing, and closures of non-essential services have triggered significant disruptions and impact on businesses and operations of not-for-profit organizations. Global stock markets have also experienced great volatility and a significant weakening. Governments and central banks have responded with monetary and fiscal interventions to stabilize economic conditions.

While governments and central banks have reacted with monetary and fiscal interventions designed to stabilize economic conditions, the duration and extent of the impact of the COVID-19 outbreak, as well as the effectiveness of government and central bank responses, remains unclear at this time.

As a result of COVID-19, a substantial portion of Young Life's operations, Summer and Winter Camps, were unable to operate, due to government mandated restrictions.

Canada Emergency Wage Subsidy

Young Life has confirmed its eligibility to receive funding from the government under the Canada Emergency Wage Subsidy ("CEWS") program. Under the CEWS program, Young Life is entitled to receive a subsidy based upon certain requirements as outlined by the Government of Canada. These requirements differ dependent on which period a CEWS claim is being made for. At the date these financial statements were completed, the program has been legislated to end on October 23, 2021.

Young Life has claimed \$941,724 (2020 - \$1,600,571) in wage subsidy (government grants) during the year. Of this amount, \$33,551 (2020 - \$120,742) was receivable as at year-end.

Young Life of Canada	
Schedule of General Unrestricted Fu	nd

Year ended September 30		2021	2020
Revenue Donations Government grants Camping Fundraisers Gain on dental self insurance Gain on sale of investments	\$	7,291,692 197,626 190,020 127,363 -	\$ 6,913,269 210,593 227,736 165,958 61,693 619
		7,806,701	 7,579,868
Expenses Salaries Employee benefits Office and administration Camping Promotion Program Travel Training and recruitment Loss on dental self-insurance Relocation Loss on sale of investments Loss on foreign exchange		5,021,985 990,018 549,291 348,414 304,612 252,047 103,600 91,884 29,242 17,226 1,662 1,097	4,676,094 887,313 536,825 408,128 333,128 238,250 258,584 153,221 - 1,886 -
		7,711,078	 7,493,429
Excess of revenue over expenses	\$	95,623	\$ 86,439