



Enclosed is a package of information for the upcoming 2022 Annual General Meeting (the “AGM”) of CREW Vancouver, scheduled for 8:00am, on Thursday, November 3, 2022, which will be held via the Zoom platform (link to be provided prior to event).

During the AGM, CREW Vancouver will be introducing the new Board of Directors, for consideration, for 2023. The enclosed slate is being put forward to the members for approval, together with certain other items as set out in the enclosed notice. The proposed slate for the Board of Directors is set out below.

Each member is encouraged to vote in person at the AGM or may submit a proxy form the Membership Committee at **[crew.agm.proxies@gmail.com](mailto:crew.agm.proxies@gmail.com)**.

**If choosing to provide a proxy form, please assign an attending member to vote on your behalf at your earliest opportunity. Proxy forms must be submitted to [crew.agm.proxies@gmail.com](mailto:crew.agm.proxies@gmail.com) no later than Monday, October 24, 2022, to ensure quorum for the meeting. If you are not sure who will be attending, you may assign Allison Taylor as a proxy on your behalf.**

Proposed slate for the 2023 Board of Directors – CREW Vancouver:

President – Tina Lu

Past President – Jasmean Toor

Director, Stakeholder Relations - Meaghan Tullis

Director, Marketing & Communications – Patti Glass

Co-Director, Events – Elaine Chong

Co-Director, Events – Meghan Henselwood

Co-Director, Sponsorship – Margo Smith

Co-Director, Sponsorship – Veronique Turner

Director, Finance – Rachel Orr

Director, Education Outreach – Madeline Clement

Director, Membership – Kathy Yu



## **Notice**

### **Annual General Meeting**

**Thursday, November 3, 2022**

To all members,

The Board of Directors of CREW Vancouver give notice that the annual general meeting of the members will be held at 8:00am, on Thursday, November 3, 2022 via the Zoom platform (link to be provided prior to event). The proposed resolutions include:

1. To receive and approve the 2021 annual and 2022 YTD financial statements;
2. To receive the report of directors to the members;
3. To vote on the proposed slate of directors for 2023; and
4. To transact such further and other business as may properly come before the meeting or any adjournment or adjournment thereof.

### **Proposed Resolutions**

#### **1. Approval of the 2021 Annual and 2022 YTD Financial Statements**

“Be it resolved as a resolution that the 2021 and 2022 YTD Financial Statements be approved”

#### **2. Approval of 2023 Board of Directors**

“Be it resolved as a resolution that the following slate be approved as the 2023 Board of Directors of CREW Vancouver”:

President – Tina Lu  
Past President – Jasmean Toor  
Director, Stakeholder Relations - Meaghan Tullis  
Director, Marketing & Communications – Patti Glass  
Co-Director, Events – Elaine Chong  
Co-Director, Events – Meghan Henselwood  
Co-Director, Sponsorship – Margo Smith  
Co-Director, Sponsorship – Veronique Turner  
Director, Finance – Rachel Orr  
Director, Education Outreach – Madeline Clement  
Director, Membership – Kathy Yu



**Proxy Appointment**

**CREW Vancouver**

I, \_\_\_\_\_, a member in good standing of CREW Vancouver, appoint Allison Taylor or Other: \_\_\_\_\_ to attend, act and vote for and on behalf of myself, and to act as my proxy at the annual general meeting of CREW Vancouver, scheduled for November 3, 2022 and net any and all adjournment thereof.

\_\_\_ I DO approve the 2021 and 2022 YTD financial statements.

\_\_\_ I DO approve the slate of Directors for 2023.

\*\*\*\*\*

\_\_\_ I do NOT approve the 2021 and 2022 YTD financial statements.

\_\_\_ I do NOT approve the slate of Directors for 2023.

Signed this \_\_\_ day of \_\_\_\_\_, 2022.

Signature: \_\_\_\_\_



## Report of Directors

CREW Members, Sponsors, and Supporters,

I simply cannot believe we are nearly closing out 2022, what a year! In reflection, a word that comes to mind to describe this year is ENERGY. I have felt the most positive energy both within our organization and permeating throughout our industry this past year. Whether it was watching colleagues take on new roles or challenges, hearing people share their stories more openly with others, watching leaders lifting others up and supporting like I've never seen before, and the chance for all of us to reflect and gain more balance in our lives. CREW Vancouver was with you the whole way, blazing up the path with incredibly exciting new offerings this year, truly furthering our mandate of "accelerating women in Commercial Real Estate".

Here is a snapshot of our 2022 achievements:

### Membership:

Under the direction of Tina Lu, our Membership team supports our membership base of 200+ members and in 2022 revamped several members only programming to better tailor to member needs in a post COVID environment. Key deliverables achieved this year include:

- Expanded upon our **CREW Vancouver Leadership Awards** in its second year, which recognizes and celebrates extraordinary leadership and success in the Vancouver Commercial Real Estate industry. We look forward to recognizing our award recipients at our inaugural gala on November 17<sup>th</sup> at the Rosewood Hotel Georgia featuring keynote speaker Eric Boles with 200 guests in attendance. The expanded award category this year include:
  - **Rising Star** presented by **Avison Young**
  - **Woman of Influence** presented by **Grosvenor**
  - **Catalyst Award** (NEW)
  - **Tribute Award** presented by **QuadReal**
  - **Excellence in Service** (NEW)
- Reintroduced our **New Members Orientation** to an in-person lunch format, which was previously delivered virtually over breakfast. By year end, three sessions will have been hosted at the Vancouver Club welcoming our new members, where attendees have an opportunity to meet the Board and the Membership team.
- Delivered three **Members-Only Learning & Development** programming including:
  - Impactful Leadership half day workshop hosted by Sheila Bouman of High Impact Lab
  - Global Voices: CRE Women Talk Leadership lunch & learn by CREW Network
  - In partnership with Toastmasters CHATR-BLOCKS sponsored half-year membership for four CREW members

- Introduced new programming under **Membership Engagement** tailored to our most senior members as well as our emerging leader members. This includes:
  - Industry Leaders Luncheon by Invitation Only which brought together 35+ of our most experienced and celebrated women in industry. The luncheon also recognized our long-time supporters and CREW Vancouver gold members. The event was hosted at the Shangri-la and was attended by 19+ past board members including nine past presidents.
  - Building Your Career & Network hosted by CREW x QuadReal which featured eight speakers in topics of Investments, Asset Management, Brokerage, and Real Estate Finance. The event was launched in collaboration with Education & Outreach and targeted professionals with less than five years of CRE experience. The event was hosted at the QuadReal head office and welcomed 60+ attendees including our associate members.
  
- Launched two initiatives under our new role **Member Resources** including:
  - Gold Members Recognition Program celebrating members who has been with us for over ten years
  - Members Event Attendance Tracking where data is shared with the board monthly to better support CREW Vancouver in understanding gaps in our programming
  
- Lastly, the membership team continually leads many aspects of our annual deliverables through call campaigns and outreach efforts with our members and supporters throughout the years for the following:
  - Mid-Year / Year End Membership Drive
  - Annual Membership Survey
  - New Members Onboarding
  - AGM
  - Volunteer Recruitment and Recognition

### **Stakeholder Relations:**

Under the direction of Meaghan Tullis, the Stakeholder Relations and IDEA team furthered their mandate and accomplished the following:

- Created a formal IDEA subcommittee, defining roles and responsibilities to ensure the IDEA mandate was being met across all CREW portfolios.
- Officially launched CREW Vancouver's IDEA (Inclusion, Diversity, Equity + Allyship) initiative to members and the public in June 2022.
- Identified key commemorative dates to which CREW would recognize and support through numerous avenues.
- Acknowledged and celebrated Black History Month, International Women's Day and National Indigenous History Month, including making a donation to the Vancouver Aboriginal Friendship Centre Society.
- Launched a resource page on CREW Vancouver's website with content to increase knowledge of DEI.
- Established the IDEA subcommittee continuous review and communication with CREW portfolios, and is developing a training manual to provide education to volunteers and Board members as we strive to be an industry leader in DEI initiatives

## Events:

Under the direction of Elaine Chong and Meghan Henselwood, our Events Committee (Events) hit the ground running in 2022 in a post COVID environment to serve CREW members in their desire to grow their professional network while also supporting CREW's mission of advancing women in commercial real estate. The committee goals were to:

- Nurture a culture of member engagement
- Develop leaders from within and shine a light on our members and allies
- Action on industry research and advance women in CRE

The Committee was thrilled to return to in-person events in March after hosting several virtual events to kick the 2022 year off. Events was excited to bring back our Signature Speaker series by bringing in TEDx Speaker, Professor Maja, who spoke about "*Leading with Confidence*" to a sold-out luncheon in June. We saw the return of shotgun start with our annual Golf Tournament presented by JLL which helped raise \$4,200 through the silent auction and 50/50 for CREW Foundation.

Events has curated nine networking events and five industry speaker events as of September. These have been highlighted below:

- We kicked the year off with our virtual speed networking event in February.
- We hosted 130+ attendees at our first in-person CREW Networking Mixer at BUILDDEX Vancouver.
- ICSC returned to Whistler this year and CREW changed the venue of our annual CREW Cocktail Reception to allow for more people. This year's event was held at Après Après to a sold-out crowd.
- Focused and intimate networking is what makes CREW unique in our industry and Events hosted several Member-Only functions this year:
  - Networking Wednesday - Wine Tasting at The Vancouver Club
  - Property Tour - Multi-family Site Tour + Networking at The Pacific by Grosvenor
  - Breakfast with an Industry Leader - Lauren Mackinnon of Glotman Simpson
  - Breakfast with an Industry Leader - Regina Marklund of Turner Construction
  - Golf Lessons + Networking at University Golf Club. CREW hosted a series of three separate lessons: Putting and Full Swing / Wedge Tips and Bunker Play / Chipping and Tee Shots
  - Portraits & Prosecco Member Appreciation at The Vancouver Club
  - Contracts and Negotiations with The Thoughtful Co. - This event provided guidance on how our members can advocate for themselves during their annual compensation reviews.
- We celebrated the summer solstice with the sold-out CREW Summer Kick-off at The Vancouver Club – the damp June weather didn't dampen our spirits!
- We hosted our first "Par-Then-Bar" event which consisted of 18-holes of golf followed by dinner held at University Golf Course
- We were excited to host CREW Vancouver's Golf Tournament presented by JLL with a return to a shotgun start this year with many fun hole activations for players to enjoy
- The Events team hosted two inspiring luncheons this spring at The Vancouver Club:
  - CREW Past Presidents Panel Luncheon
  - TEDx Speaker Professor Maja "Leading with Confidence"

- CREW collaborated with several allied associations this year:
  - Canadian Society for Marketing Professional Services (CSMPS) on an Evaluator's Speak! Brokerage Panel
  - Mortgage and Investment Association of BC (MIABC) on an International Women's Day Panel

Looking ahead to the Fall, we have our members-only Breakfast with an Industry Leader event with Chrystal Burns of QuadReal.

We are most excited to bring CREW members and professionals from all disciplines in the commercial real estate industry to learn together (at our upcoming Development Panel on November 2) and celebrate leaders in our community at our first inaugural Leadership Awards Gala held at Hotel Georgia and featuring keynote speaker Eric Boles on November 17.

We will close out the year with our annual Holiday Social on November 24, where we will celebrate and appreciate our 50+ CREW Volunteers who make everything possible.

### **Finance & Governance:**

Under the direction of Kristen Cheung, our Finance & Governance team worked diligently to ensure we maintained our strong financial and governance position:

- Our Director of Finance, Kristen Cheung, has worked closely with board members and committee members to determine the financial feasibility of our events, gala, leadership awards program, CREW Convention and leadership and training sessions.
- We have held our position and remain on track to come close to break even for 2022.
- We continued our timely review of expense claims and monthly financial statements.
- All tax filings are up to date.
- We have been proactively managing and administering our cash reserve.
- Our Governance sub-committee has been in effect for three years and continues to address issues including:
  - Succession Planning – establish a more immersive succession planning process and smooth and thoughtful transition for our Board of Directors, Committee Leads, and Committee Members.
  - Sponsors – Ensuring we have a comprehensive sponsorship program in place to optimize value to our sponsors.
  - Policies – Formalizing governance policies such as leave of absence and travel policies.
  - Operational advancement – Optimizing the work provided by our management company.

## **Marketing & Communications:**

In her first year as Director, Patti Glass led the Marketing and Communications team through a reorganization, streamlined processes and built up an incredible committee while drawing additional, valuable social media support from ManageWise. Highlights are:

- Active and engaged on social media with current figures as follows: 1,569 Instagram followers and 75 posts; 1,100 LinkedIn followers.
- Re-directed the former website to the new platform, solving the legacy indexing challenge and pointing visitors to our correct website.
- Followed the successful launch of IDEA and CREW Leadership Awards in 2021 with creative, informative campaigns in 2022 that included an active digital media strategy.
- Brought CREWs refreshed brand to life with numerous new templates and collaterals.
- Distributed more than 52 email campaigns to over 1400+ subscribers.
- Featured more than 6 member & sponsor spotlights.

## **Education & Outreach:**

Under the direction of Kimberley Chung, the Education & Outreach team worked to increase student opportunities and exposure to the industry, and to provide value to members through the CREW Vancouver mentorship program.

- UCREW
  - For increased student outreach, we launched a new campaign for our UCREW student content series over social media.
  - We participated at the virtual SFU Beedie Business Career Expo and Madeline Clement (E/O Chair) presented on the panel to educate students on commercial real estate.
  - We hosted our winter and fall signature student networking events with a new speed networking format, providing opportunities for undergraduate and graduate students from UBC, SFU, and BCIT to connect in an intimate setting with experienced industry professionals.
  - We hosted a booth at the Nicola Wealth @ Women's LEAD event for the first time this year.
  - We co-hosted a brand-new event with QuadReal (Building your Career and Network Hosted by CREW x QuadReal) for interns, students, and associate level CREW members.
  - Our pilot launch of the Student Mentorship last year was successful, and we are in the process of launching the program again for fall 2022 to spring 2023.
- Our 2022-23 CREW Vancouver Mentorship Program cohort consisted of 11 mentor/mentee pairings. We wish to thank the following mentors for their commitment to the program and for sharing their expertise with many deserving mentees:
  - Alicia Chung, Conwest Group – General Manager, Sales and Asset Management
  - Alison Miles Cork, Grosvenor – Vice President, Investment
  - Cindy MacMillan, Grosvenor – Vice President, Investment
  - Cynthia Lim, PCI Developments LP – Chief Operations Officer
  - Elaine Chong, AES Engineering – Principal, Client Engagement Lead
  - Erika Bell, Concert Realty Services – Senior Development Manager
  - Faye Tam, Concert Realty Services – Senior Manager, Investments

- Jessica Toppazzini, Avison Young – Senior Vice President & Practice Leader, Valuation & Advisory Services
  - Madeline Clement, Wesgroup Properties – Senior Manager, Acquisitions
  - Stephanie Marshall, Nicola Wealth Real Estate – Director, Value Add Fund
  - Vera Liu, KingSett Capital – Director, Investments
- Scholarships
    - We continued to represent CREW Vancouver in the CREW Network Foundation Scholarship Review and are pleased that 2 of the 30 scholarships in 2022 were awarded to two UBC Sauder School of Business Students - Amrit Sidhu & Aolin Shen.
    - With the support of Education Sponsor Conwest, we will be spotlighting the 2022-23 winners of our joint scholarship at UBC's Sauder School of Business in honor of the late Lee Hester in late October.
    - We announced our first recipient of the CREW Vancouver Award at the SFU Beedie School of Business Advancing Women in Commercial Real Estate to Alexis Law (marketing & operations student).
    - Focused on supporting a diverse pipeline of talent into the CRE industry, we continue to advance expansion of the CREW Vancouver scholarship program with the Vancouver School Board and to additional post-secondary institutions in the lower mainland.

### **Sponsorship:**

Under the direction of Margo Smith and Veronique Turner, our Sponsorship team had another excellent year:

- With a huge thanks to all our sponsors, we are excited to report that we had a 95% return on sponsors for 2022 and 7 new sponsors joining us, along with a new in-kind media sponsor. We thank you all for your support. We could not do what we do without your generosity.
- With the easing of pandemic restrictions, we were very happy to get back to in-person events and specifically being able to connect with all of our 2021 sponsors at a successful Sponsor Appreciation Lunch in June.
- We engaged with our sponsors on an ongoing basis and held several meetings to get real-time feedback on our efforts.
- We have been working closely with the Events and Membership committees to ensure our sponsors were continuously highlighted throughout all of the events and able to access additional promotional benefits throughout the year.
- We saw very successful sponsor engagement during our signature Golf Tournament in August.
- We are very excited for the upcoming Leadership Awards Gala in November as it will be an excellent opportunity to highlight our amazing sponsors. Thank you to all of our sponsors who have generously committed to sponsoring an award or other aspect of the gala, your contributions will help make this inaugural event a success and an annual highlight for our industry.

### **CREW Foundation:**

Under the Direction of our Past President, Ashley Willard Bauman, we continued to donate as a Chapter to CREW Foundation and support local Scholarship winners. We also continued to strengthen our bonds with other CREW Chapters globally to ensure we are enhancing our local best practices.

## **In Closing:**

CREW Vancouver has had an incredible year, and our continuous effort to better ourselves with each year is seen across the board.

None of this would be possible without the dedication of 1) our volunteers – they truly wear CREW on their sleeves working tirelessly for our organization, 2) our sponsors – they fuel our efforts to deliver on all our annual goals, and 3) our members – you provide such meaningful feedback for us to continuously serve you throughout your career. Thank you so much for your ongoing support.

As your 2022 President, I have so many incredible memories from this year. From our leadership development sessions (in particular, our Fall Retreat where we invited co-chairs to learn alongside the board on governance and strategy) to giving 6 Directors and 1 Scholarship recipient the opportunity to attend CREW Convention in Chicago this past September.

These past 4 years as part of the CREW Vancouver Board have been meaningful, and the one thing that's really stood out is the support and inspiration each of my fellow Directors has shown up with every day. I entered this presidency year with the intent in mind to "be the change we want to see in the industry" and I believe we've done it. From pushing each other to challenge ourselves, raise our own hands, support those around us who need it, and to truly lift as we rise. Such a perfect example of this is our search for a Past-President to relieve my duties as Immediate Past-President in order to have a baby next year (due in January!). We received incredible support from previous CREW Vancouver presidents to step in and assist. This is a true testament of leadership walking the talk. I thank Jasmean Toor for her leadership in taking the past-president advisory role on and getting up to speed this Fall with our Board.

With that, I'd like to thank the 2022 Board Members for your dedication and undying commitment to CREW, you are an incredible group of talent:

Tina Lu, Director Membership + President Elect  
Ashley Willard Bauman – Immediate Past President  
Kristen Cheung – Director Finance & Governance  
Meaghan Tullis – Director Stakeholder Relations  
Elaine Chong – Co-Director Events  
Meghan Henselwood – Co-Director Events  
Margo Smith – Co-Director Sponsorship  
Veronique Turner – Co-Director Sponsorship  
Kimberley Chung – Director Education Outreach  
Patti Glass – Director Marketing & Communications

A big thank you to Ashley Willard Bauman for her service to CREW as she concludes her tenure on the Board. Ashley has been a fearless leader, taking CREW to new heights, fine tuning and maintaining our strategic lens, and continuously looking for ways CREW can be the best for our stakeholders. Thank you, Ash!

As we look to 2023, the future is bright for CREW. Congratulations to our incoming President, Tina Lu. Tina, I have no doubt you will provide solid leadership and thoughtful direction to our 2023 board and beyond. Also, congratulations to Cindy MacMillan (CREW Vancouver Past-President) for her acceptance

onto the CREW Network Board of Directors. With Tina leading our Chapter and Cindy at the Network level, CREW is positioned to shine brighter than ever and make a splash with Vancouver being the host city for the 2024 CREW Network Convention!

Congratulations to our incoming 2023 Board of Directors, I'm excited to see all that next year will bring:

President – Tina Lu

Past President – Jasmean Toor

Director, Stakeholder Relations - Meaghan Tullis

Director, Marketing & Communications – Patti Glass

Co-Director, Events – Elaine Chong

Co-Director, Events – Meghan Henselwood

Co-Director, Sponsorship – Margo Smith

Co-Director, Sponsorship – Veronique Turner

Director, Finance – Rachel Orr

Director, Education Outreach – Madeline Clement

Director, Membership – Kathy Yu

Once again thank you to everyone that contributed to CREW Vancouver in 2022.

Lauren MacKinnon

CREW Vancouver 2022 President

## CREW Vancouver Balance Sheet As at 12/31/21

### ASSET

#### Current Assets

Foreign Exchange	3,627.35	
Coast Capital Savings - CDN Account	172,422.67	
Coast Capital Savings - USD Account	<u>15,292.30</u>	
Total Cash		191,342.32
Term Deposit #5 - CCS (112)		25,000.00
Term Deposit (Reserve Policy)		50,000.00
Accounts Receivable	420.00	
Accrued Interest Receivable	902.46	
AR - CCS Membership Shares	<u>5.00</u>	
Total Receivable		1,327.46
Prepaid - SSU Management Fees		0.00
Prepaid - Other		<u>8,578.13</u>
<b>Total Current Assets</b>		<u><b>276,247.91</b></u>

**TOTAL ASSET** 276,247.91

### LIABILITY

#### Current Liabilities

Accounts Payable	17,587.82	
Unearned Revenue - Memberships-2022	<u>17,205.00</u>	
<b>Total Current Liabilities</b>		<u><b>34,792.82</b></u>

**TOTAL LIABILITY** 34,792.82

### EQUITY

#### Equity

Retained Earnings - Previous Year	244,336.44	
Current Earnings	<u>(2,881.35)</u>	
<b>Total Equity</b>		<u><b>241,455.09</b></u>

**TOTAL EQUITY** 241,455.09

**LIABILITIES AND EQUITY** 276,247.91

**CREW Vancouver**  
**Income Statement 01/01/21 to 12/31/21**

**REVENUE**

<b>Income</b>	
Membership Dues	55,284.25
Sponsorship - Corporate	132,349.50
Sponsorship - Golf	0.00
Event Revenue - Golf	28,430.00
Event Revenue - Other	4,540.00
Interest Revenue	1,846.04
Other Revenue	73.94
<b>Total Income</b>	<u>222,523.73</u>

**TOTAL REVENUE** 222,523.73

**EXPENSE**

<b>Expenses</b>	
Membership	53,302.27
Sponsorship	8,541.10
Marketing and Communications	6,250.41
Events - Golf	33,077.49
Events - Other	31,211.96
Education/Outreach	2,060.41
SSU Services	62,393.56
Other Operating Expenses	28,567.88
Contingency	0.00
Reserve Funding	0.00
<b>Total Expenses</b>	<u>225,405.08</u>

**TOTAL EXPENSE** 225,405.08

**NET INCOME** (2,881.35)

**CREW Vancouver**  
**Balance Sheet As at 07/31/22**

**ASSET**

**Current Assets**

Foreign Exchange	3,128.55	
Coast Capital Savings - CDN Account	217,178.42	
Coast Capital Savings - USD Account	<u>13,372.30</u>	
Total Cash		233,679.27
Term Deposit #5 - CCS (112)		25,000.00
Term Deposit (Reserve Policy)		50,000.00
Accounts Receivable	420.00	
Accrued Interest Receivable	902.46	
AR - CCS Membership Shares	<u>5.00</u>	
Total Receivable		1,327.46
Prepaid - SSU Management Fees		6,413.75
Prepaid - Other		<u>30,060.69</u>
<b>Total Current Assets</b>		<u><u>346,481.17</u></u>

**TOTAL ASSET**

346,481.17

**LIABILITY**

**Current Liabilities**

Accounts Payable	7,390.48	
Desjardins - VISA	<u>7,686.03</u>	
<b>Total Current Liabilities</b>		<u><u>15,076.51</u></u>

**TOTAL LIABILITY**

15,076.51

**EQUITY**

**Equity**

Retained Earnings - Previous Year	241,455.09	
Current Earnings	<u>89,949.57</u>	
<b>Total Equity</b>		<u><u>331,404.66</u></u>

**TOTAL EQUITY**

331,404.66

**LIABILITIES AND EQUITY**

346,481.17

**CREW Vancouver**  
**Income Statement 01/01/22 to 07/31/22**

**REVENUE**

<b>Income</b>	
Membership Dues	63,935.00
Sponsorship - Corporate	162,895.00
Sponsorship - Golf	0.00
Event Revenue - Golf	1,641.50
Event Revenue - Other	22,692.08
Interest Revenue	1,418.84
Other Revenue	0.00
<b>Total Income</b>	<u>252,582.42</u>

**TOTAL REVENUE** 252,582.42

**EXPENSE**

<b>Expenses</b>	
Membership	49,222.06
Sponsorship	8,279.40
Marketing and Communications	2,907.86
Events - Golf	1,651.17
Events - Other	59,541.39
Education/Outreach	6,896.69
IDEA	473.41
SSU Services	22,448.14
Other Operating Expenses	11,212.73
Contingency	0.00
Reserve Funding	0.00
<b>Total Expenses</b>	<u>162,632.85</u>

**TOTAL EXPENSE** 162,632.85

**NET INCOME** 89,949.57