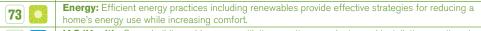




Jack London Gateway Apartments, East Bay Asian Local Development Corporation, Oakland

# GreenPoints Awarded

20 :::	<b>Community:</b> Green building offers solutions for decreasing traffic, improving access, and making neighborhoods safer and more enjoyable.
30 111	neighborhoods safer and more enjoyable.





25	<b>Resources:</b> Green building favors material and practices that reduce waste, conserve natural resources, and have increased durability.
20	resources, and have increased durability.

**Water:** Effective water management systems and efficient indoor and outdoor water use protect and conserve freshwater supplies.

I haven't really had an asthma attack since I moved. It's been a type of rejuvenation. I'm feeling so much better about myself, about my health – about me in general. Now I'm going back to school, teaching myself the piano, and singing at church. And I'm still lookin' up.



# **GreenPoints Awarded**

**Community:** Green building offers solutions for decreasing traffic, improving access, and making neighborhoods safer and more enjoyable.

**Energy:** Efficient energy practices including renewables provide effective strategies for reducing a home's energy use while increasing comfort.

**IAQ/Health:** Green building addresses ventilation practices, products, and installation practices to reduce sources of indoor air pollution.

Resources: Green building favors material and practices that reduce waste, conserve natural resources, and have increased durability.

**Water:** Effective water management systems and efficient indoor and outdoor water use protect and conserve freshwater supplies.

Being the developer, architect, and builder, it's ideal to have one resource to provide the training and tools to keep me on the cutting edge of sustainable building. These homes wouldn't have sold if they were just regular homes in West Berkeley. I think the fact that they are green attracted a certain buyer.



North Haven 40-home community by KB Home, San Jose

# **GreenPoints Awarded**

-	•••	<b>Community:</b> Green building offers solutions for decreasing traffic, improving access, and making
		neighborhoods safer and more enjoyable

<b>Energy:</b> Efficient energy practices including renewables provide effective strategies for reducing a home's energy use while increasing comfort.
Land Land Land Andrew Land While increasing compart

10	<b>IAQ/Health:</b> Green building addresses ventilation practices, products, and installation practices to reduce sources of indoor air pollution.
12	reduce sources of indoor air pollution.

**Water:** Effective water management systems and efficient indoor and outdoor water use protect and conserve freshwater supplies.

In Northern California, KB Home made a commitment to build every new community to GreenPoint Rated standards. Since, we've started 11 communities that will eventually have 1,200 homes. As far as our buyers are concerned, we know that they like the credibility of a third-party verified rating. They like knowing that there will be long-term savings, and they feel good about saving energy and water.



World Diachtora Residence, Sair Francisco

# **GreenPoints Awarded**

Community: Green building offers solutions for decreasing traffic, improving access, and making neighborhoods safer and more enjoyable.

Energy: Efficient energy practices including renewables provide effective strategies for reducing a home's energy use while increasing comfort.

IAQ/Health: Green building addresses ventilation practices, products, and installation practices to reduce sources of indoor air pollution.

Resources: Green building favors material and practices that reduce waste, conserve natural resources, and have increased durability.

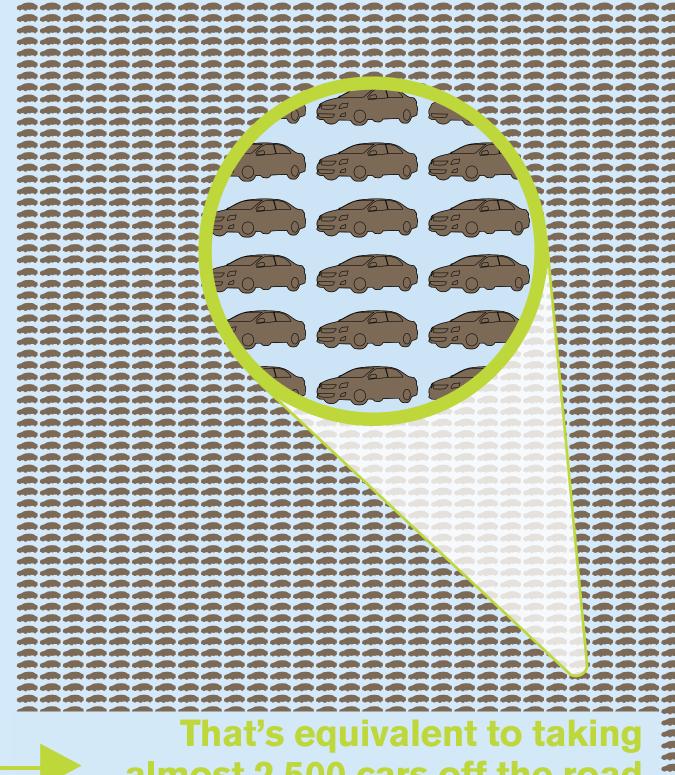
Water: Effective water management systems and efficient indoor and outdoor water use protect and

We wanted to make our remodel as green as we reasonably could and GreenPoint Rated helped us understand our choices. We also liked the idea of having a third party whose job was to ensure that we'd done everything we said we were going to do.

Over 3,500 completed GreenPoint Rated homes have reduced the amount of eCO<sub>2</sub> emissions by an estimated

# 14,715.57 Metric Tons

for calendar year 2009



That's equivalent to taking almost 2,500 cars off the road for a full year.

And we're looking to nearly triple that number with another 9,000 applications in the project pipeline.

# Letter to Our Stakeholders

# **Progress amid Adversity**

As we pause to reflect on 2009, we at Build It Green look back on a time of remarkable strides forward, even as the economy shook the confidence of the homebuilding industry and challenged the determination of local governments.

While the events of the past year impacted Build It Green in many ways, 2009 also presented opportunities amidst adversity—especially in light of the public's growing interest in green homes, coming changes in California's building and energy codes, and a massive infusion of federal funding for energy retrofits of existing homes.

#### **GreenPoint Rated grows, evolves**

Despite the adverse conditions in the housing market, our flagship program achieved its best year since its start in 2006. More than 1,800 homes were Green Point Rated in 2009, bringing the total number to 3,500. We also witnessed astonishing growth in the number of new housing starts that will be rated: currently there are 9,200 homes under construction that have applied to be GreenPoint Rated.

This exponential escalation in applications reflects the thriving public interest in green homes, a development that helped to attract a wider range of builders to the program over the last year—including many of the nation's largest homebuilders.

As we continually reach toward our vision of every home being built green and healthy, we conduct an overhaul of the program every three years. In 2009, we reached out to dozens of stakeholders—including builders, local governments, utilities, and manufacturers of green products—as we conducted the most recent update to the GreenPoint Rated program. As in the past, the 2009 update strengthens the value of GreenPoint Rated while helping builders to stay ahead of changing techniques, technologies, and code requirements.

# More Municipalities adopt GreenPoint Rated

In our ongoing effort to expand GreenPoint Rated, our Government Relations team helped a record number of California municipalities adopt the program. In 2009, we added 29 municipalities to a total list of 70 that encourage or require GreenPoint Rated, a 41 percent increase.

# Stimulus Package encourages Energy Retrofits

At a time when the market for new homes experienced mind-blowing challenges, we initiated new opportunities that will allow our organization to work toward retrofitting existing homes for energy efficiency.

With Build It Green's focus on green homebuilding and one of the most respected education departments in California, we were uniquely positioned to partner with several organizations to propose programs that will extend the reach of our training program, including our debut in community colleges—all while supporting the larger goals of the American Recovery and Reinvestment Act.

Of the grant proposals that we were a part of, several were awarded and will bring at least \$1.1 million to our organization in 2010.

# **Consumers drive Demand**

As public policy moves forward to encourage green building practices, there are signs that buyers are starting to demand green and healthy homes, too. In studies completed in Seattle and Atlanta through the first half of 2009, green rated homes sold faster and for premium prices over non-green homes. This confirms anecdotal evidence we've heard from many builders of GreenPoint Rated homes here in California.

Going forward, it will become even easier to market and track the sales of green homes as the real estate industry begins to include third-party verified rating systems like Green-Point Rated in their Multiple Listing Service listings, as San Francisco did in 2009.

#### Membership tops 1,000

Our membership more than doubled in 2009, with 589 new members joining 435 renewing members, for a total surpassing 1,000 for the first time in our organization's history. Viewed in light of the year's significant challenges, we are delighted that our organization experienced such energetic growth, validating our goal to remain a vital and relevant resource to those who advance green building practices.

# Southern California

To expand our presence in Southern California, David Blank became our first Division Director. He will work to facilitate the adoption of Build It Green programs throughout Southern California. Since his position started in

April, his work helped to grow Build It Green's training program. He also assisted five municipalities and a major production builder, The Irvine Compnay, to adopt GreenPoint Rated. Blank also attended dozens of conference and events, with a particular focus on introducing Build It Green to local governments and Building Industry Association chapters in the region.

### Raising Funds, defining Who We Are

In 2009, we initiated our first-ever fundraising campaign. This challenged the perception of many of our members who assumed that the fees they pay for services cover the costs of the organization.

Of course, we do much more than simply hold classes and certify homes. From the thousands of hours it takes to design and update the GreenPoint Rated system to our persevering work with dozens of government agencies, it's clear to the people who work at Build It Green that we're a nonprofit that does tremendous work for the public good.

Going forward, we will work to transform the perception of our organization among our members. As we find new ways to promote the benefits of our organization to the community, we intend to emphasize our role as a nonprofit that deserves charitable financial support.

# **Looking Forward**

Since Build It Green was formed from the merger of two nonprofits in 2005, we have helped our partners accelerate the surge of green home building practices in California. That experience has made us well aware of the tremendous work ahead of those who make it their business to improve the environment, especially those outside of California.

Emboldened by achievements in a state known for its environmental leadership, as we look to the future, we believe that our unique focus and down-to-earth approach will continue to offer enormous opportunities to improve individual homes and our shared environment through green building practices. With this belief, we developed a new strategic plan in 2009. Although, we may not have the means today, we foresee a time when our organization may expand its reach beyond California.

#### Thank You

We end 2009 proud of our accomplishments, grateful for the support of our many constituencies, and confident in our long-term mission. We are especially grateful to our staff and board of directors. They exhibited great ingenuity in dealing with the adverse conditions of 2009. They have been determined in their efforts to control expenses and insightful in identifying new opportunities.

We would like to invite anyone who reads this report to come to us with your questions and insights.

Catherine Merschel Executive Director Build It Green (510) 590-3360 catherine@builditgreen.org

Donald S. Simon, Esq. Board of Directors President Build It Green (510) 834-6600 dsimon@wendel.com

# **GreenPoint Rated**

#### **Energetic Growth**

As interest in green building has moved into the mainstream, consistent focus on the quality of our flagship program resulted in remarkable momentum, even during a very difficult year for homebuilders.

Since the program launched in 2006, 3,500 GreenPoint Rated homes have been built. In 2009, we saw the program gain incredible traction as 9,200 homes joined our application pipeline, a number that will triple the number of GreenPoint Rated homes as they are built out.

Adding to this remarkable growth, 2009 also brought 29 California municipalities to Green Point Rated, each adopting the program as a voluntary or mandatory rating system for new homes and growing the total number of Green Point Rated cities and counties to 70.

As policy changes and interest from the public trigger increasing demand for green homes, our builder-friendly focus continues to give our organization a unique ability among green advocates to advance a pathway for continuing environmental progress.

The success of this approach was proven again in March when our organization achieved another incredible milestone. As builders have demanded more information about green homes, the trade's powerful statewide organization, the California Building Industry Association, formally endorsed GreenPoint Rated to its members in March.

While this backing was truly exciting, we believe that the wide range of homebuilders who already have put GreenPoint Rated into practice is a testament to the program's careful design.

# Homebuilders using GreenPoint Rated: Custom: 242 Community: 72 Multifamily: 53 Affordable: 23

When GreenPoint Rated first launched, custom homebuilders were pioneers in green homebuilding. Today, it's clear that those early adopters were onto something big.

In 2009 we saw our first-ever large-scale community homebuilders make a commitment to GreenPoint Rated—and they came in a wave. Our team of builders participating in the program grew to include well-known names like **KB Home, Lennar, Pulte, DR Horton,** and **Standard Pacific Homes**. As builders of large multi-home communities, these companies contributed to the significant spike in the total number of homes that will soon be GreenPoint Rated.

### Thoughtfully updated

Times are changing—and GreenPoint Rated has been updated to maintain relevance in the fast-changing field of green homebuilding. From President Obama's call for a new green economy to emerging real estate data showing that green homes are selling faster and for higher prices, it's clear that green homes are moving from a fringe of the market to the mainstream.

As we look toward the future, GreenPoint Rated will stay in step with evolving trends and technologies thanks to regular updates to the program, like the one that was completed in 2009.

# What is GreenPoint Rated?

GreenPoint Rated is a green homebuilding certification program. It provides an environmental report card to evaluate a home's design and construction techniques across five categories: energy efficiency, water savings, indoor air quality, livable community design, and stewardship of construction materials.

Developed by Build It Green, GreenPoint Rated provides builders with a framework to design, construct, and market green homes. Backed up with our hands-on training program, it was carefully designed to inspire real world homebuilders to take practical steps toward making greener, healthier homes. To assure that each home was built as intended, GreenPoint Rated homes are verified by a third party before receiving a consumer-friendly certificate that clearly outlines its green features.

We embarked upon this update with the intention of maintaining our status as a builder-friendly program—which is why we started the process by seeking massive input from a wide range of people who are involved in building homes. This grassroots research included talking to hundreds people, including those who work for builders, state regulatory agencies, utilities, even building scientists and the suppliers of materials used in homebuilding.

With the insights gained in this process, we revamped GreenPoint Rated, including updates to stay ahead of changing regulations like the California Title 24 energy code and the new CALGreen building code.

For example, we updated GreenPoint Rated to increase the number of points awarded for products and practices that are more widely available since our last update, including:

- New solar and wind power generation products
- New technologies designed to reduce water use in landscaping, including submetering and rain water harvesting
- Lower levels of Volatile Organic Compounds (VOCs) in composite wood products
- High efficiency lighting across 100% of a home's fixtures
- Increased rate of recycling of construction waste

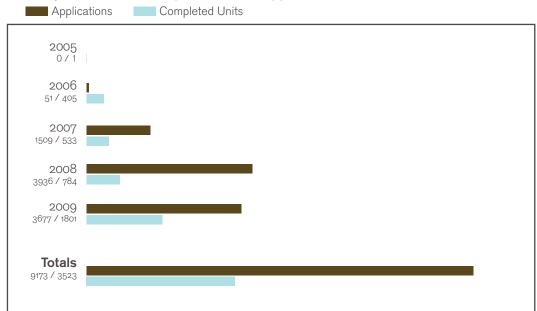
#### **Existing Homes**

In 2008 we launched GreenPoint Rated for Existing Homes. Existing homes are the greatest proportion of our housing supply, providing a huge opportunity to reduce energy use and green house gas emissions—including the 70% of homes that were built prior to California's Title 24 energy code.

Our existing home program got a boost in 2009 as our organization worked to shape massive new federal and state programs designed to retrofit existing homes for energy efficiency.

Many of these programs are part of the American Recovery and Reinvestment Act and focus on energy efficiency. While Build It Green will be a part of several of these contracts in various capacities, GreenPoint Rated was also included as a recognized rating system within several of these programs.

# Yearly totals of GPR completed vs GPR applications.



# **Training Program**

# Transforming the Workforce for the New Green Economy

By 2009, Build It Green had developed one of the most respected training programs for green building within the state of California. Capable of satisfying the fast changing instructional needs of our clients, the program has evolved from its original focus on training professionals in the building industry to one that's also helping California's workforce catch up to surging demand for existing-home retrofits.

The retrofit segment of our training program will continue to expand in the coming years thanks to the massive influx of funding from the American Recovery and Reinvestment Act. Intended to stimulate the economy while delivering energy benefits, the stimulus package recently provided the California Energy Commission with \$387 million. Of that amount, \$75 million will be spent to develop a clean energy workforce in California.

Known as the California Clean Energy Workforce Training Program, this initiative created several opportunities for our education program, including bringing our curriculum into community colleges for the first time. By aligning ourselves with other nonprofits, grants awarded under this program will provide \$1.1 million to our organization's budget in 2010. A few examples of these grants include:

#### Gateways to Green Building Pre-Apprenticeship Program, Southern California:

Our program will support Workforce Investment Board training as part the residential green building apprenticeship for unemployed and underemployed workers.

# Green Packages, Northern California:

We will educate real estate professionals, the housing industry, and the public as part of a program to improve awareness of existing home retrofit options, including energy efficiency, water and resource conservation, and indoor air quality.

# Energy Efficiency Program, Home Performance, Sacramento Region:

We will deliver green-collar energy retrofit training according to national standards set by the Building Performance Institute.

#### **Certification and Training**

Since Build It Green began its training program, we have continued to pursue our vision of widespread transformation of the housing market by expanding our training curriculum to harness the upturn in demand for green building.

In a few short years, we have gone from holding a single class just a few times a year to a broad range of courses and certifications offered in locations across the state—often to sellout crowds.

This strategy poised our organization to take advantage of shifts in economic conditions. Even as the world of new home construction deteriorated around us, the number of people who attended our trainings held relatively steady in 2009. In fact, during this difficult year, many in the building industry viewed our training program as a way to strengthen their value proposition to clients.

Overall, 1,361 people completed our training programs in 2009, bringing the total number of people our organization has formally trained to 5,347.

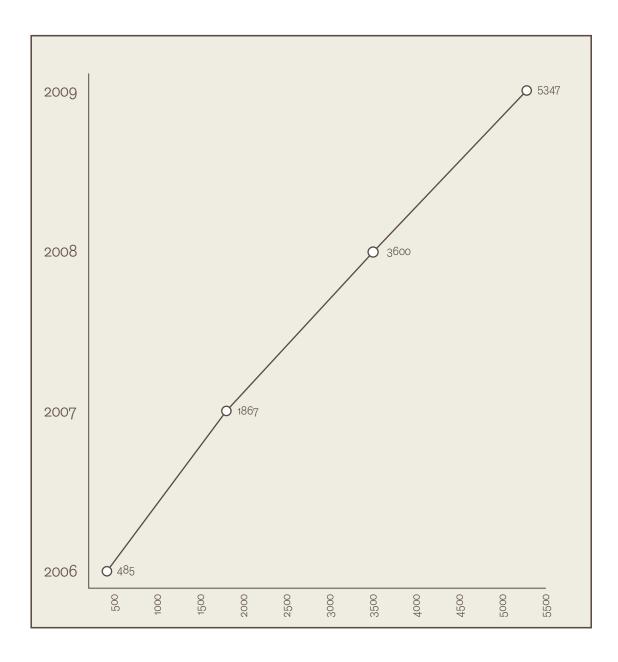
We reached an even broader audience through forums held around the state, including our Green Building Professionals Guilds and Public Agency Councils, which provided information to more than 2,000 trade professionals and approximately 1,000 officials from California municipalities.

Although there's certainly reason to be proud of our accomplishments, the success of our education program is merely the foundation on which we will continue to build industry-leading programming, certifications, and curriculum.

Going forward, we are optimistic that our focus on the fundamentals of a quality education program will allow us to offer contractors, engineers, real estate professionals, and community colleges a straightforward pathway toward the new green economy.

"As one of the most respected providers of training for green building in the state of California, it was natural that we would be a part of the training programs for the new green economy."

-Janell Jacks, CGBP, Program Manager
 Professional Training Department



# **Government Relations**

# Shaping California's Green Building Policies

Beyond our work with local governments, we support policy that encourages green building at the statewide level. In 2009, two state laws dominated our interest: the CalGreen Building Code and AB 32, California's climate change program that aims to reduce greenhouse gas emissions to 1990 levels by 2020.

The CalGreen code is a remarkable achievement for all of California. It requires that all new buildings in California apply green building practices, many of which we have long encouraged. For example, 50 percent of construction waste will be diverted from landfills to recycling. Also, new homes will be required to install plumbing that cuts indoor water use up to 20 percent. And now, regular inspections of heating and air conditioning systems will be required to ensure ongoing efficiency.

First passed in 2007, CalGreen will shift from its current status as a set of voluntary guidelines to the nation's first mandatory statewide green building code in 2011. Throughout 2009, the law was shaped into its final form and Build It Green played a role in the stakeholder input process.

Our work ensured that the new code includes requirements that will have a meaningful long-term impact. During this process, we also benefited from new alliances with other advocates for green building. In fact, the evolution of this groundbreaking law brought us closer than ever with an important ally: the California Building Industry Association. We also partnered with other environmental and sustainability groups to form the CalGreen Coalition, a group that advocates for strengthening California's code to offer the greatest possible impact. We expect these ties to strengthen our efforts to advance our priorities now and long into the future.

In 2009, we were also interested in AB 32, the California Global Warming Solutions Act, a law passed in 2006 to reduce the state's greenhouse gas emissions to 1990 levels by the year 2020. Set to go into effect in 2012, it's the nation's toughest climate law (it is facing a 2010 ballot initiative that could stall its implementation). But the law is already having a significant impact.

Armed with the coming force of AB 32, in 2007 Attorney General Jerry Brown filed a lawsuit challenging San Bernadino's car-

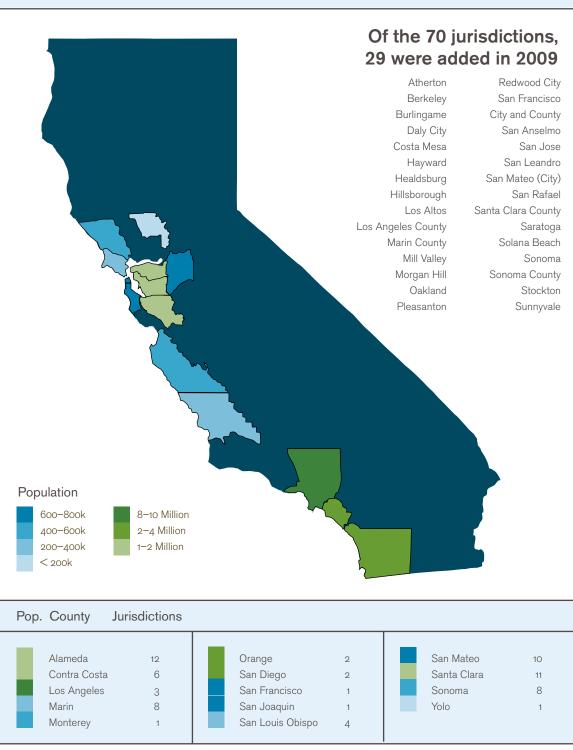
centered urban growth plan. As one of the fastest growing counties in California, San Bernardino currently generates about 10 car trips per household per day, and over 84% of work trips are made by car.

The suit charged that the county's 30-year blueprint for the physical development of land did not address the effects of new development on global warming, nor did it identify feasible mitigation measures. In response to the lawsuit, the county created a smarter plan for growth. The attorney general's enforcement action prompted many municipalities to start taking action on climate issues—and it is one of the reasons we credit for the rapid expansion of our GreenPoint Rated system across so many municipalities in California.

# An evolving Role as the Policy Landscape changes

In the last year, policies related to green building in California changed drastically. Every year—sometimes several times a year—we assess California's policy situation and we adapt our priorities. We strive to continually raise the bar for policy related to green home building, creating a steady evolution of public policy to help move our state closer to our vision of a market made up of whole homes that are healthy and green.

# 70 jurisdictions in 14 California counties have incorporated some or all of Build It Green's GreenPoint Rated system



# **Members**

# Vitality and Growth amid Challenges

In 2009, our membership nearly doubled, helping our organization to surpass 1,000 members for the first time. This energetic progress occurred during a difficult time for the homebuilding industry, validating our conscious decision to strengthen our programs and services to satisfy the changing needs of our members.

As we look back on a year that forced us to make difficult sacrifices, we drew much of our passion from the dynamic base of members that we serve. From contractors and architects to officials at state and municipal agencies, these innovators are our inspiration and we thank them for the opportunity to be partners in their success.

Though the vision of our organization is audacious, in the short history of Build It Green, we have made real strides toward transforming the market to one of green, healthy homes. We have come this far by continually striving to satisfy what our clients need most.

Today, our members come to us for education, advocacy, events, discounts—and our flagship GreenPoint Rated program. But we are also proud to serve a critical leadership role as we unite diverse groups of people, bringing together the pioneers of green residential building to form an intangible but powerful community, one that's invigorating a movement and already having a real impact on the built environment.

This movement has advanced thanks to trailblazing custom homebuilders, progressive suppliers, and public officials with a commitment to green building. Together, this community has established remarkable synergies that have made green technologies more available, reduced the cost of green products, and created consumer demand. By laying the groundwork, it is this community that created a pathway for others to join the movement and today we are proud to welcome largescale community homebuilders, real estate professionals, and the hundreds of other new members who joined our organization in 2009.

# In 2009, our membership nearly doubled, helping our organization to surpass 1,000 members for the first time.

Build It Green Members	
Renewing New	435 589
Total	1,024

Types of Members	
Product Suppliers	40
Architect, Builders, Real Estate & Other Services	929
Public Agencies, Utilities, Education & Nonprofits	55
Total	1,024

# Funders, Partners, and Supporters

# The Support of Many

Build It Green gains tremendous energy through its relationships and support from a distinguished group of allied individuals, non-profits, businesses, and media. Their shared enthusiasm and generosity enables our organization to remain focused on our mission of transforming the housing market to one of green, healthy homes.

# **Sponsors**

Beronio Lumber
CertainTeed FiberCement Siding
Critchfield Construction, Inc.
DuPont Tyvek
Green Building in Alameda County
Johns Manville
Kelly-Moore Paints
MonierLifetile
Owens Corning

Recurve Inc.
SummerHill Homes
Sun Light & Power
Wells Fargo Home Mortgage
Wendel Rosen Black & Dean

Wendel Rosen Black & Dean Whirlpool

# **Supporters and Allies**

A. Dariano Construction
AltBuild

The American Institute of Architects California Council

The American Institute of Architects East Bay Anaheim Public Utilities

Association of Bay Area Governments

Bay Area Local Initiatives Support Coalition Bay Area Air Quality Management District

Bevilacqua-Knight, Inc. Bodyguard wood Products Ltd.

Building Industry Association

of Central California

Building Industry Association

of Southern California

Building Industry Association of the Bay Area Building Industry Association of the Delta

CalCERTS, Inc.

CalHERS

California Air Resources Board

California Building Industry Association

California Building Performance Contractors

Association

California Energy Commission

California Center for Sustainable Energy

California Home Energy Efficiency Rating

Services

California Real Estate Inspection Association Chevron

City of Costa Mesa

Contractors Association of Truckee Tahoe

Davis Energy Group

Energy Foundation

Environmental Protection Agency Region 9

**Great Valley Center** 

Habitat for Humanity East Bay

Harrell Remodeling, Inc.

Home Energy Magazine

**ICLEI** 

KEMA

KTVU Channel 2

Marin Builders Association

National Association of the Remodeling

Industry

NARI of Diablo Valley

NARI of Silicon Valley

Nonprofit Housing Association

North Coast Builders Exchange

North State Building Industry Association

Pacific Gas & Electric

Renewable Funding

Sacramento Municipal Utilities District

San Diego Gas & Electric

San Francisco Department of the Environment

San Francisco Foundation

San Mateo Energy Watch

Silicon Valley Leadership Group

Silicon Valley Social Venture Fund

Southern California Edison

Southern California Gas Company

StopWaste.Org

Taproot Foundation

Truitt & White

U.S. Green Building Council

Northern California Chapter

U.S. Green Building Council

Redwood Empire Chapter

West Coast Green

ZipCar

# **Statement of Financial Position**

# Revenue and Expenses Statement of Activities

Cash	\$38,880.3 <sup>.</sup>
Accounts Receivable	\$234,745.5
Work In Progress	\$56,399.00
Inventory Asset	\$17,444.70
Prepaid Expenses	\$1,180.00
Furniture and Equipment	\$69,364.3 <sup>-</sup>
Accumulated Depreciation	-\$23,976.29
Security Deposits	\$4,000.00
otal Assets	\$398,037.64
iabilities & Net Assets iabilities  Current Liabilities	
Accounts Payable	\$130,536.15
Credit Cards	\$4,918.19
COBRA Clearing Account	-\$3,611.00
Unearned or Deferred Revenue	\$163,831.16
Accrued Expenses	\$4,680.87
Accrued Leave and Payroll	\$61,977.7°
Sales Tax Payable	\$1,050.45
Payroll Liabilities	\$2,056.32
Total Current Liabilities	\$365,439.87
Long Term Liabilities	
Loans	\$25,852.8
Leases	\$14,905.57
Total Long Term Liabilities	\$40,758.87
otal Liabilities	\$406,198.25
otal Equity	-\$8,160.61
	. ,
otal Liabilities and Net Assets	\$398,037.64

evenue Program Income	Revenue Program Income
Utility Contracts - Other	\$55,242.50
Utility Contracts - PG&E	\$434,825.00
Attendance Fees	\$706,744.37
Program Service Fees	\$166,133.50
Membership Dues	\$203,900.17
Total Program Revenue	\$1,566,845.54
	¥ 3,000,000
Other Types of Income	\$18,041.39
Government Contracts & Grants	\$312,057.65
Direct Public Support	\$246,191.41
Total Revenue	\$2,143,135.99
Cost of Goods Sold	\$9,340.88
otal Gross Revenue	\$2,133,795.11
Travel and Meetings	\$74,399.52
Other Types of Expenses	\$19,782.85
Operations	\$209,616.02
Facilities and Equipment	\$111,323.68
Contract Services	\$311,684.63
Awards and Grants	\$1,437.95
Reconciliation Discrepancies	\$0.01
Payroll Expenses	\$1,324,965.82
Business expenses	\$44,533.38
Total Expense	\$2,097,743.86
ccess of Revenue over Expenses	\$36,051.25

