



MOUNT WASHINGTON
COMMUNITY DEVELOPMENT CORPORATION

Board of Directors Meeting Agenda
May 5, 2022
6:30-8:30pm

Meeting Room, 1 Trimont LN, Pittsburgh, PA 15211

- | | |
|---|-----------|
| I. Welcome | Perry |
| II. Approval of Minutes, April 7, 2022 * | Perry |
| III. Miscellaneous Items | Perry |
| IV. Reports | |
| A. Organizational Advancement Committee | Ken |
| 1. Raffle tickets at POTM 2022 | |
| 2. Mountie Mixer planning | |
| B. Advocacy Committee | Mary |
| C. Hilltop Alliance | Mary |
| D. Finance Committee | Mary |
| E. Emerald View Park & Sustainability Committee | Jean |
| F. Pittsburgh Parks Conservancy | Jean |
| G. Nominating Committee | |
| H. Party on the Mount Committee | Joe |
| I. Development Committee | Christina |
| J. Governance Committee | Sheen |
| V. Executive Director's Report | Gordon |
| 1. Pittsburgh Community Reinvestment Group | |
| 2. MWCDC Documents Naming Convention | |
| VI. New Business | Perry |
| 1. P. J. McCardle Roadway Closing | |
| 2. Website development | Tom |
| 3. Neighbor of the Year | Gordon |
| VII. President's Report | Perry |

* *Board Action Required*

- Next Meeting: June9, 2022

The Board: Perry Ninness (President), Sheen Sehgal (Vice President), Mary Causey (Treasurer), Ken Gianella (Secretary), Christina Grossman, Jean Novak, Joe Rewis, Tom Tighe, Bob Zilch

Executive Director: Gordon A. Davidson

Hilltop Alliance (HA) Representative: Mary Causey

Pittsburgh Community Reinvestment Group (PCRG) Representative: Gordon, Darla D'Anna

Pittsburgh Parks Conservancy (PPC) Representative: Jean

Neighbors on the Mount (NOTM) Representative: Gordon (ex-officio), Sheen



MOUNT WASHINGTON COMMUNITY DEVELOPMENT CORPORATION

Board of Directors Meeting Minutes

A meeting of the Board of Directors of the Mount Washington Community Development Corporation (MWCDC) was held in the Meeting Room at 1 Trimont LN, Pittsburgh, PA 15211 on May 5, 2022.

Gordon Davidson - Executive Director

Perry Ninness - President

Sheen Sehgal - Vice President

Mary Causey - Treasurer

Ken Gianella - Secretary

Christina Grossman - Jean Novak - Joseph Rewis - Tom Tighe - Bob Zilch

- A. The meeting was called to order by Perry at 6:40 PM. A quorum was present.
- B. Discussion about MWCDC's membership in the Pittsburgh Community Reinvestment Group (PCRG). Motion to appoint Darla D'Anna and Christina as MWCDC's representatives to PCRG, second by Joe, approved.
- C. Approval of Minutes, April 7, 2022: Motion to approve by Sheen, second by Tom, approved.
- D. Committee Reports
 1. POTM, Joe – The event will take place in September.
 2. OAC, Ken
 - a. The Mountie Mixer is set for June 14.
 - b. MWCD CD has applied for a Small Games of Chance (SGOC) Special Raffle license. POTM 2022 raffle tickets should be ready for the Mountie Mixer.
 3. Hilltop Alliance, Mary – The Hilltop Alliance purchased a building in Mt. Oliver, which they will convert into their office.
 4. Finance, Mary
 - a. Mary presented an overview of the first quarter financial report.
 - b. There need to be specific line items in the budget for uses of discretionary funds.
 - c. MWCD C needs to find a source for sustainability
 5. Development, Tom
 - a. Jule's Italian Market is featured in the new Business Spotlight.
 - b. Duquesne Light Company (DLC) has approved use of 28 utility poles for the VFW Street Banners Project.
 - c. Art Commission and City progressing slowly on granting permissions to install the banners.
 - d. There may be a Development Activities Meeting for the Open Heart Sculpture in July.

- e. The problems at Fireman’s Park continue, how does MWDCD “dress up” Shiloh Street”
- E. Executive Director's Report - see attached.
 - 1. MWDCD Documents Naming Convention
- F. New Business - Neighbor of Year 2022 selected

The Board Meeting was adjourned at 7:55 PM. Motion to adjourn by Mary, second by Tom, approved.

Respectfully Submitted:

By: Ken Gianella (submitted electronically)
(Signature)

Name: Ken Gianella Title: Secretary, MWDCD Board of Directors
(Name)

Date: May 19, 2022

Executive Director's Report

MWCDC Board of Directors Meeting, May 5, 2022

1) *Status/Updates*

- a) One vested ex-employee continuing to work on rolling off 401k plan.
- b) Most racks installed during spring 2022 bicycle rack installation project.
- c) ***New source of volunteer website WordPress technical assistance identified. Website functionality analysis completed.***
- d) April "Green" Community Forum held.
- e) ***Shiloh ST posters installation completed.***
- f) Neighborhood Initiatives Fund contract for 2021 general contractor search continues.
- g) ***First meeting of the Visitors Centers Advisory Committee held.***
- h) ***Rent requirements for Nonprofit Center feasibility analysis received. Project is not feasible at present.***
- i) Correction of organization name and address with Equifax still in progress w/assistance from Key Bank.
- j) 2021 audit to begin in mid-May.
- k) April 14 DAM for 217 Seward ST held.
- l) April 28 Special Community Forum on 2023-2027 strategic plan.
- m) 608 Virginia AVE painter coordination w/K. Gianella ongoing.
- n) 50/51 Millbridge ST purchased on behalf of The Hilltop Alliance. 28 Marne Way (MWCDC-owned property) purchase awaiting City input.
- o) ***Receipts and expenses finalization required from POTM Committee to close books for 2021.***
- p) Economic Development Coordinator I, GIS/Built Environment Analyses volunteer position filled.
- q) ***Seeking technical assistance from Scenic Pittsburgh re: Task Force on Undergrounding Utilities.***
- r) Volunteers Programs Manager 2021-2022 project completed.
- s) Issues regarding Land Bank property distribution outreach processes communicated with Land Bank Board of Directors.
- t) Graceland built environment surveys completed.
- u) Storage Agreement with Ten Four Social LLC, completed and POTM furniture moved to storage location.
- v) System for Award Management (SAM) registration renewed (new system difficulties).
- w) Form 5500 for 2021 submitted.
- x) Complete Streets proposal to DOMI.
- y) LOS for Builders Guild of Western Pennsylvania re: Apprentice Program.
- z) LOS for PAAC re: Station Square Station rehabilitation.
- aa) NOTY plaque engraving.
- bb) Property maintenance projects restarted (end of winter).
- cc) Annual Shiloh Street Parking Plaza Parklet clean-up.
- dd) Olympia Park Shelter House renovations status update.
- ee) MWCDC will not submit a URA NIF 2022-2023 proposal due to lack of capacity.
- ff) CTIA/Catalyst Foundation 2022 award not received.

2) *Main Projects:*

- a) Properties management.
- b) MWBE business incubator project.

- c) Sidewalk Sales Program (restarted, awaiting Events Planning and Community Markets Manager volunteer).
- d) NPP proposal.

3) Income and Proposals:

a)

4) New Projects/Initiatives

- a) Community Forums and meeting places project.
- b) **Community Forums audio/video recording project.**
- c) Outreach and communication on-line application research.
- d) **Grandview AVE overlook sculpture art commission application.**
- e) Community Markets Project.
- f) **Special Raffle License and raffle planning.**
- g) DOMI projects coordination.
- h) Tangled title project with Regional Legal Services.
- i) South Hills Junction property remediation project revisited.
- j) **Anchor Green Garden remediation volunteer project w/PPC and NOTM.**
- k) **Federal Scenic Byway funding project.**
- l) Gazebo Garden reorganization and tools redistribution project.
- m) **Grandview Avenue development project review.**
- n) Neighborhood master planning project.
- o) **High School students social media and outreach project.**



MOUNT WASHINGTON COMMUNITY DEVELOPMENT CORPORATION

Board of Directors Meeting Minutes

A hybrid meeting of the Board of Directors of the Mount Washington Community Development Corporation (MWDC) was held in the Meeting Room at 1 Trimont LN, Pittsburgh, PA 15211 on April 7, 2022.

Perry Ninness - President

Sheen Sehgal - Vice President

Mary Causey - Treasurer

Ken Gianella - Secretary

Christina Grossman - Jean Novak - Joseph Rewis - Tom Tighe - Bob Zilch

Gordon Davidson (Executive Director)

- A. The meeting was called to order by Perry at 6:42 PM. A quorum was present.
- B. John Norbut resigned from the Board.
- C. Approval of Minutes, March 3, 2022: Motion to approve by Sheen, second by Tom, approved.
- D. January 2022 and February 2022 Board Meeting Minutes need to be approved.
- E. Executive Director's Report. See attached.
- F. Committee Reports
 1. OAC
 - a. The Office Painting Project has been delayed due to lack of estimates
 - b. Mountie Mixer with NOTM will be held on June 16 at the Steel Mill Saloon, if possible.
 - c. Discussion about the requirements of holding a raffle. Motion by Ken to hold a raffle in connection with POTM 2020, second by Joe, approved. OAC will iron out the details and report back to the Board
 2. Advocacy - No meeting – This committee only meets four times per year at present.
 3. Finance – No Finance Committee meeting has been held recently.
 4. Hilltop Alliance
 - a. Sustainability of businesses and homes are major goals of HA.
 - b. There will be a Food Distribution event on April 8.
 - c. Notifying residents of available services available is a new priority.
 5. EVPS
 - a. There will be a Stargazing in Grandview Park event on April 13.
 - b. May 7 is the annual Hat Luncheon. Tickets are only \$350 apiece.
 - c. It is not clear what funding will be available over time to implement the new EVP Master Plan.
 - d. The “homeless in the parks” situation is unresolved.
 6. Governance

- a. The 2022 Board Retreat was “OK.” The Governance Committee will manage the Retreat better next year.
- b. The new Strategic Plan will be a five-year plan.

7. POTM

- a. It will be difficult to wrap-up the post-event report in less than 60 days.
- b. There are ongoing problems with payment from vendors and “hiccups” with services promised.
- c. Motion made by Ken Gianella to allocate POTM net profits into thirds to be distributed (a) 1/3 to future POTMs, (b) 1/3 to unrestricted, and (c) 1/3 to Community Projects (or discretionary funds), seconded by Joe, approved.

8. Development

- a. Gordo Tacos & Tequila and a Tattoo business opened. They will be featured in upcoming Business Spotlights
- b. There is a town house development proposed on west Grandview Avenue. There will be a public meeting to educate the community about this project.
- c. VFW Street Banners Project – MWDCDC is working with VFW Post 5111 on a Sponsorship Agreement.
- d. Tom is still working with Art Commission to get permission for the banners.
- e. Tom is working with Duquesne Light Company and DOMI to get their permissions.
- f. The Open Heart Sculpture on a Grandview Avenue overlook is still a possibility.

G. New Business

- 1. Discussion about additional garbage cans along Grandview Avenue.
- 2. Discussion about P. J. McCardle Roadway and east Grandview Avenue sidewalk conditions.
- 3. Discussion about a line item in the annual budget for Project/Discretionary Funds. Mary will look into this.

H. President’s Report

- 1. The 2022 Neighbor of the Year has been selected. MWDCDC/NOTM should consider alternating between a male / female each year.
- 2. A meeting between Perry and Theresa Kail-Smith at the Steel Mill Saloon has been scheduled.
- 3. Leaders needed to step up finding funding ? Can MWDCDC leaders find matching funds?

The Board Meeting was adjourned at 8:35 PM. Motion to dismiss by Mary, second by Tom, approved.

Respectfully Submitted:

By: Ken Gianella (submitted electronically)
(Signature)

Name: Ken Gianella
(Name)

Title: Secretary, MWDCDC Board of Directors

Date: May 5, 2022

Executive Director's Report

MWDC Board of Directors Meeting, April 7, 2022

1) Status/Updates

- a) **Unvested ex-employees rolled off MWDC's 401k plan.** Vested employee working on roll-over.
- b) **MWDC's involvement in the Bicycle Racks in MW/DH Project restarted with walk-about and markings of locations.** Another walk-about scheduled for 04-08-2022.
- c) **MWDC website access lost due to malware. Expert assistance being sought.**
- d) March "Green" Community Forum planning in progress.
- e) URA NIF 2019-2021 payment received.
- f) **Shiloh ST posters installation still in progress.**
- g) Neighborhood Initiatives Fund contract for 2021 continues to require additional research re: contractor costs (\$30K, MWBE post-incubator center at 49 Southern AVE.
- h) **Visitors Centers project entering locations and issues analysis phase.**
- i) Nonprofit Center feasibility analysis awaiting rent requirements from CMS housing.
- j) Second quarter 2021 income tax forms corrected by Paychex.
- k) Correction of organization name and address with Equifax still in progress w/assistance from Key Bank.
- l) CRP (Contractor Responsibility Program) correction with Pennsylvania Department of Labor completed.
- m) 2021 audit to begin in mid-April.
- n) April 14 DAM, April 21 Green Community Forum and April 28 Special Community Forum (Strategic Plan Task Force meeting).
- o) 608 Virginia AVE painter coordination w/K. Gianella ongoing.
- p) Properties purchasing for Hilltop Alliance ongoing. 28 Marne Way (MWDC-owned property) purchase being scheduled
- q) **Receipts and expenses finalization required from POTM Committee to close books for 2021.**
- r) Spring/Summer interns program management.
- s) **Task Force on Undergrounding Utilities received two applications (out of six desired/required). Project redesign being considered.**
- t) Volunteers Programs Manager project wrapping up.
- u) **MWDC W.H.A.A. team sponsorship completed – banner coordination w/W.H.A.A.**
- v) **Issues regarding Land Bank property distribution to be communicated with new Land Bank management.**

2) Main Projects:

- a) Foundation and state proposals.
- b) Properties management.
- c) MWBE business incubator project.
- d) Sidewalk Sales Program (on-hold until spring).

3) Income and Proposals:

- a)

4) New Projects/Initiatives

- a) ***Boggs/Bailey Business Corridor wayfinding and informational signage project.***
- b) ***Inanimate object recognition app development for business and community promotion projects.***
- c) Fiscal Sponsor project.

Mount Washington Community Development Corporation
Financial Dashboard
as of March 31, 2022

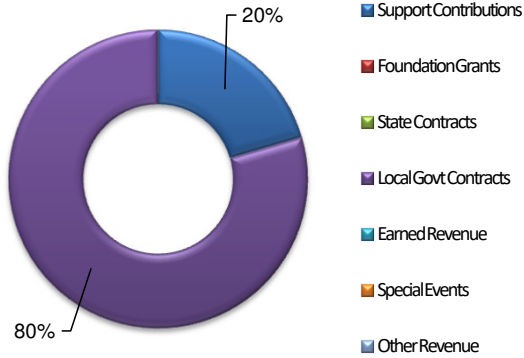
Operations Summary

	Jan - Mar 2022	YTD FY22	FY22 Budget	Variance to FY22 Budget
Revenue	\$ 2,789	\$ 2,789	\$ 112,664	\$ (109,875)
Expenses	\$ 198,915	\$ 198,915	\$ 364,705	\$ (165,790)
Net Ordinary Income	\$ (196,126)	\$ (196,126)	\$ (252,041)	\$ 55,915
Other Inc/Exp (net)	\$ 1,575	\$ 1,575	\$ 2,766	\$ (4,341)
Less: New Rest Grants	\$ 450	\$ 450	\$ -	\$ 450
Plus: Grant Funds Spent	\$ 193,364	\$ 193,364	\$ 268,000	\$ (74,636)
Non GAAP Net Income	\$ (3,887)	\$ (3,887)	\$ 18,725	\$ (22,612)

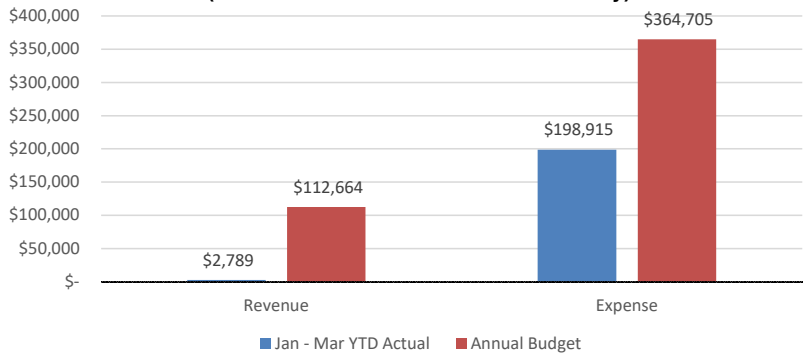
Balance Sheet Summary

Cash Accounts	\$ 199,461	New Restricted Gifts & Grants YTD	\$ 450
Prepaid Expenses	\$ 1,898	Restricted Grants Released YTD	\$ 193,364
Contracts/Grants Receivable	\$ 2,217	Restricted Gifts & Grants Remaining	\$ 46,436
Property Held for Resale/Hand \$	\$ 51,102		
Accounts/CC Payable	\$ 2,115		

YTD Revenue by Category



**Annual Budget vs YTD Actuals
(Excludes MWDCDC Real Estate Activity)**



Restricted Funds Summary vs. Cash on Hand*₂

Temp Restricted Net Assets	\$ 46,436
Cash on Hand	\$ 199,461
Plus: Contracts/Grants Receivable	\$ 2,217
Plus: A/R - Related to Contracts/Grants	\$ -
Cash + Receivables to Cover Restrictions	\$ 201,678
Unrestricted Cash + Receivables* ₃	\$ 155,242

2022 YTD Funding vs. Budget Summary

Key	Funder	Budget	Actual	Variance
	Visit Pittsburgh	\$ 3,000	\$ -	\$ (3,000)
	NIF 2021-2022	\$ 30,000	\$ -	\$ (30,000)
ANYR	NED 2021-2022	\$ 22,610	\$ -	\$ (22,610)
			\$ -	\$ -
	TOTALS	\$ 55,610	\$ -	\$ (55,610)

* Note3 If these figures are red/negative, it means we have borrowed from our restricted funds to cover our operating expenses.

Note: The funds listed above reference the portion of new grants/contracts budgeted in fiscal yr

* NOTE ₂ Temp Restricted Net Assets include the amount of funding that is restricted for a specific purpose or time. Liquid assets (cash + receivables) less total temporarily restricted net assets give us our total Unrestricted Funds Balance.

KEY				
YTD Funding vs. Budget Summary	A - Applied		RPY - Received Previous Year	
	NA - Not Awarded		RDA - Received Different Amt	
	ANYR - Awarded, Not Yet Received	N/A - Not Applicable	NYA - Not Yet Awarded	R - Received

Jan - March 2022 Highlights

- 1 Paid \$144k to PPC from RK Mellon Grant
- 2 Paid \$22,500 to PPC from NPP Grant

Mount Washington Community Development Corporation

Statement of Financial Position

As of March 31, 2022

	Total		
	As of Mar 31, 2022	As of Dec 31, 2021	Change
ASSETS			
Current Assets			
Bank Accounts			
1000 PNC Checking	\$ 183,805	\$ 371,103	\$ (187,297)
1010 PNC Money Market	\$ 3,004	\$ 3,003	\$ 1
1020 First National Bank	\$ 111	\$ 110	\$ 1
1025 First National Bank Savings	\$ 12,360	\$ 12,361	\$ (1)
1030 Key Bank	\$ 101	\$ 100	\$ 1
1040 Slovak Savings Bank (PPP)	\$ 80	\$ 80	\$ 0
Total Bank Accounts	\$ 199,461	\$ 386,756	\$ (187,295)
Accounts Receivable			
1100 Accounts Receivable	\$ -	\$ 12,000	\$ (12,000)
Total Accounts Receivable	\$ -	\$ 12,000	\$ (12,000)
Other Current Assets			
12000 Undeposited Funds	\$ -	\$ 6,000	\$ (6,000)
1210 Refunds Owed	\$ 879	\$ 879	\$ -
1300 Grants/Contracts Receivable			
1300.31 NED-CITY OF PGH (1132)	\$ 2,217	\$ -	\$ 2,217
Total 1300 Grants/Contracts Receivable	\$ 2,217	\$ -	\$ 2,217
1400 Prepaids			\$ -
1410 Prepaid Liability Insurance	\$ 689	\$ -	\$ 689
1415 Prepaid D&O Insurance	\$ 507	\$ 811	\$ (304)
1445 Prepaid Workers Comp Insurance	\$ 701	\$ 935	\$ (234)
Total 1400 Prepaids	\$ 1,898	\$ 1,746	\$ 151
Total Other Current Assets	\$ 4,993	\$ 8,625	\$ (3,632)
Total Current Assets	\$ 204,454	\$ 407,381	\$ (202,926)
Fixed Assets			
1730 Furniture, Fixtures & Equipment	\$ 3,517	\$ 3,517	\$ -
1750 Computer Equipment	\$ 7,565	\$ 7,565	\$ -
1790 Accumulated Depreciation	\$ (11,082)	\$ (11,082)	\$ -
Total Fixed Assets	\$ -	\$ -	\$ -
Other Assets			
1900 Property Held for Resale	\$ 42,902	\$ 37,561	\$ 5,341
1990 Hand Money - Multiple Propertie	\$ 8,200	\$ 9,400	\$ (1,200)
Total Other Assets	\$ 51,102	\$ 46,961	\$ 4,141
TOTAL ASSETS	\$ 255,556	\$ 454,342	\$ (198,786)
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 Accounts Payable	\$ 2,014	\$ 2,313	\$ (299)
Total Accounts Payable	\$ 2,014	\$ 2,313	\$ (299)

Mount Washington Community Development Corporation

Statement of Financial Position

As of March 31, 2022

	Total		
	As of Mar 31, 2022	As of Dec 31, 2021	Change
Credit Cards			
2210 PNC Credit Card xxx7474	\$ 101	\$ 87	\$ 14
Total Credit Cards	\$ 101	\$ 87	\$ 14
Other Current Liabilities			
2155 Accrued Employee Vacation	\$ 3,640	\$ 3,640	\$ -
2600 Promissory Notes on Real Estate	\$ 5,600	\$ 6,400	\$ (800)
2610 Deposits on Properties	\$ 500	\$ 500	\$ -
Total Other Current Liabilities	\$ 9,740	\$ 10,540	\$ (800)
Total Current Liabilities	\$ 11,855	\$ 12,939	\$ (1,085)
Total Liabilities	\$ 11,855	\$ 12,939	\$ (1,085)
Equity			
3000 Unrestricted Net Assets	\$ 394,966	\$ 202,052	\$ 192,914
3920 Temporarily Restricted			
3920.73 Curb Appeal Funds	\$ 741	\$ 741	\$ -
3920.80 PAAC (1129)	\$ 308	\$ 308	\$ -
3920.83 Banner Drive (1133)	\$ 1,991	\$ 8,330	\$ (6,339)
3920.84 URA SSP Summer 2021 (1135)	\$ 2,631	\$ 2,631	\$ -
3920.85 RK Mellon EVP (1136)	\$ 22,181	\$ 168,000	\$ (145,819)
3920.86 NPP 2021-22 (1137)	\$ 18,585	\$ 59,341	\$ (40,756)
Total 3920 Temporarily Restricted	\$ 46,436	\$ 239,351	\$ (192,914)
Net Revenue	\$ (197,701)	\$ -	\$ (197,701)
Total Equity	\$ 243,702	\$ 441,403	\$ (197,701)
TOTAL LIABILITIES AND EQUITY	\$ 255,556	\$ 454,342	\$ (198,786)

Wednesday, May 04, 2022 03:41:55 PM GMT-7 - Accrual Basis

Mount Washington Community Development Corporation
Budget vs. Actuals
January - March 2022

% of Fiscal Year Completed: 25%

	Total			% of Budget	Variance Notes
	Actual	Budget	Over Budget		
Revenue					
4000 Support Contributions	\$ 571	\$ 300	\$ 271	190%	
4100 Grants & Contracts	\$ 2,217	\$ 55,610	\$ (53,393)	4%	Contracts will be reimbursed when expenses are invoiced
4200 Third Party Acquisition & Manag	\$ -	\$ 3,524	\$ (3,524)	0%	Hilltop Alliance Reimbursement
4600 Special Events	\$ -	\$ 53,225	\$ (53,225)	0%	POTM 2022
4700 Other Revenue	\$ 1	\$ 5	\$ (4)	11%	
Total Revenue	\$ 2,789	\$ 112,664	\$ (109,875)	2%	
Gross Profit	\$ 2,789	\$ 112,664	\$ (109,875)	2%	
Expenditures					
6000/6100 Professional Services	\$ 22,862	\$ 96,883	\$ (74,021)	24%	YourCFO, Audit, Payroll, Staff, 401k Services
6200 Office & Administrative	\$ 1,663	\$ 4,907	\$ (3,244)	34%	
6300 Facility & Equipment	\$ 715	\$ 4,477	\$ (3,762)	16%	
6400 Travel & Meeting Expenses	\$ 13	\$ 36	\$ (23)	36%	
6500 Special Events Expenses	\$ -	\$ 30,450	\$ (30,450)	0%	POTM 2022
6600 Program Related	\$ 173,296	\$ 220,779	\$ (47,483)	78%	Actuals include PPC (\$22,500 from NPP & \$144k from RK Mellon)
6700 Insurance	\$ 367	\$ 2,659	\$ (2,292)	14%	
6800 Committee Expenses	\$ -	\$ 4,514	\$ (4,514)	0%	
Total Expenditures	\$ 198,915	\$ 364,705	\$ (165,790)	55%	
Net Operating Revenue	\$ (196,126)	\$ (252,041)	\$ 55,915	78%	
Other Revenue					
9000 Other Income	\$ -	\$ 15,000	\$ (15,000)	0%	
Total Other Revenue	\$ -	\$ 15,000	\$ (15,000)	0%	
Other Expenditures					
9700 Properties Held for Resale	\$ -	\$ 8,400	\$ (8,400)	0%	
9800 Other Expenses	\$ 1,575	\$ 3,834	\$ (2,259)	41%	
Total Other Expenditures	\$ 1,575	\$ 12,234	\$ (10,659)	13%	
Net Other Revenue	\$ (1,575)	\$ 2,766	\$ (4,341)	-57%	
Net Revenue	\$ (197,701)	\$ (249,275)	\$ 51,574	79%	
Less: New Restricted Grants/Donations	\$ 450	\$ -	\$ 450		New Banner Donations
Plus: Restricted Funds Released/Spent	\$ 193,364	\$ 268,000	\$ (74,636)	72%	
Non GAAP Net Income	\$ (3,887)	\$ 18,725	\$ (22,612)	-21%	