

CONVENTION AND VISITOR'S BUREAU TOURISM
DEVELOPMENT SPONSORSHIP AGREEMENT

THIS AGREEMENT between the City of Columbia, Missouri, a municipal corporation (hereinafter "City") and The Curators of the University of Missouri, a body politic of the State of Missouri organized in the State of State of Missouri (hereinafter "Grant Recipient") is entered into on the date of the last signatory noted below (the "Effective Date"). City and Grant Recipient are each individually referred to herein as a "Party" and collectively as the "Parties."

WHEREAS, Grant Recipient has submitted its application for event funding to the Columbia Convention and Visitors Bureau ("CVB"); and

WHEREAS, the event proposed by Grant Recipient (the "Event") together with the Tourism Fund funding request is more fully set forth in Exhibit A attached hereto and incorporated herein by reference; and

WHEREAS, the use of tourism funds proposed by Grant Recipient will further the planning and promotion of a tourist event which will have a substantial potential to generate overnight visitations.

NOW, THEREFORE, the Parties hereto, for good and sufficient consideration, the receipt of which is hereby acknowledged, intending to be legally bound, do hereby agree as follows:

1. City agrees to provide tourism funding to Grant Recipient in the amount of Twenty Thousand Dollars (\$ 20,000.00) in exchange for Grant Recipient conducting the Event and providing the services set forth in Exhibit A. Grant Recipient agrees that it is responsible for all funds made available to Grant Recipient by this Agreement and further agrees that it will reimburse to City any funds expended in violation of city, state, or federal law or in violation of this Agreement. Should the Event be cancelled, Grant Recipient shall, within thirty (30) days, refund to the City all money paid by the City.
2. Grant Recipient agrees that it will make no material changes in the approved Event unless such changes are approved in writing by City prior to the Event.
3. Grant Recipient agrees that it is subject to audit and review on request by City. If Grant Recipient has a financial audit prepared, that report shall be furnished to the CVB.
4. Grant Recipient agrees that all funds received from City will be expended as approved by City Council and none of the funds shall be diverted to any other use or purpose, except as recommended by the CVB's Advisory Board and as approved by the City Council. Full records of all expenditures and disbursements and any income from the provision of the Event described in Grant Recipient's proposal shall be kept and open

to City inspection during regular business hours.

5. Grant Recipient agrees to provide the Convention and Visitors Bureau with copies of all financial documentation no later than ninety (90) days following the last day of the funded event, as outlined in the Post-Event Documentation Procedures established by the CVB. Documentation must include copies of checks issued for payment of services or items, copies of corresponding invoices and copies of any required contracts. If Grant Recipient does not provide financial documentation, Grant Recipient may not be eligible for future funding. This paragraph does not limit other remedies available to the City in the event Grant Recipient breaches this Agreement.

6. Grant Recipient agrees that the CVB and City will be recognized as outlined in Grant Recipient's proposal.

7. Termination Provisions.

- a. By Mutual Agreement. This Agreement may be terminated at any time during its Term upon mutual agreement by both Parties.
- b. By Convenience. With ten (10) days written notice, either Party may terminate this Agreement for convenience. If terminated by Grant Recipient, Grant Recipient shall return all grant proceeds.
- c. By Default. Upon the occurrence of an event of Default, the non-Defaulting Party shall be entitled to immediately terminate this Agreement.

8. **HOLD HARMLESS AGREEMENT.** To the fullest extent not prohibited by law, Grant Recipient shall indemnify and hold harmless the City of Columbia, its directors, officers, agents, and employees from and against all claims, damages, losses, and expenses (including but not limited to attorney's fees) for bodily injury and/or property damage arising by reason of any act or failure to act, negligent or otherwise, of Grant Recipient, of any subcontractor (meaning anyone, including but not limited to consultants having a contract with Grant Recipient or a subcontractor for part of the services), of anyone directly or indirectly employed by Grant Recipient or by any subcontractor, or of anyone for whose acts the Grant Recipient or its subcontractor may be liable, in connection with providing these services. This provision does not, however, require Grant Recipient to indemnify, hold harmless, or defend the City of Columbia from its own negligence. This clause shall survive termination of this Agreement.

9. Miscellaneous Clauses

- a. No Assignment. This Agreement shall inure to the benefit of and be binding upon the Parties and their respective successors and permitted assigns. Neither Party shall assign this Agreement or any of its rights or obligations hereunder without the prior written consent of the other Party.
- b. Amendment. No amendment, addition to, or modification of any provision hereof shall be binding upon the Parties, and neither Party shall be deemed to have waived any provision or any remedy available to it unless such amendment, addition, modification or waiver is in

writing and signed by a duly authorized officer or representative of the applicable Party or Parties.

- c. **Governing Law and Venue.** This contract shall be governed, interpreted, and enforced in accordance with the laws of the State of Missouri and/or the laws of the United States, as applicable. The venue for all litigation arising out of, or relating to this contract document, shall be in Boone County, Missouri, ~~or the United States Western District of Missouri~~. The Parties hereto irrevocably agree to submit to the exclusive jurisdiction of such courts in the State of Missouri. The Parties agree to waive any defense of forum non conveniens.
- d. **General Laws.** Grant Recipient shall comply with all federal, state, and local laws, rules, regulations, and ordinances.
- e. **Employment of Unauthorized Aliens Prohibited.** If this Agreement is an award of a contract or grant in excess of five thousand dollars, Grant Recipient agrees to comply with Missouri State Statute Section 285.530 in that Grant Recipient shall not knowingly employ, hire for employment, or continue to employ an unauthorized alien to perform work within the State of Missouri. As a condition for the award of this contract or grant, Grant Recipient shall, by sworn affidavit and provision of documentation, affirm its enrollment and participation in a federal work authorization program with respect to the employees working in connection with the contracted services. Grant Recipient shall also sign an affidavit affirming that it does not knowingly employ any person who is an unauthorized alien in connection with the contracted services. Grant Recipient shall require each subcontractor to affirmatively state in its contract with Grant Recipient that the subcontractor shall not knowingly employ, hire for employment or continue to employ an unauthorized alien to perform work within the State of Missouri. Grant Recipient shall also require each subcontractor to provide Grant Recipient with a sworn affidavit under the penalty of perjury attesting to the fact that the subcontractor's employees are lawfully present in the United States.
- f. **No Waiver of Immunities.** In no event shall the language of this Agreement constitute or be construed as a waiver or limitation for either party's rights or defenses with regard to each party's applicable sovereign, governmental, or official immunities and protections as provided by federal and state constitutions or laws.
- g. **Nondiscrimination.** During the performance of this Agreement, Consultant shall not discriminate against any employee, applicant for employment or recipient of services because of race, color, religion, sex, sexual orientation, gender identity or expression, age, disability, or national origin, or any other protected category. Consultant shall comply with all provisions of laws, rules and regulations governing the regulation of Equal Employment Opportunity including Title VI of the Civil Rights Act of 1964 and Chapter 12 of the City of Columbia's Code of Ordinances.

- h. Notices. Any notice, demand, request, or communication required or authorized by the Agreement shall be delivered either by hand, facsimile, overnight courier or mailed by certified mail, return receipt requested, with postage prepaid, to:

If to City:

City of Columbia
Convention and Visitors Bureau
P.O. Box 6015
Columbia, MO 65205-6015
Attn: Director

If to Grant Recipient:

University of Missouri
Show-Me STATE GAMES
1400 Rock Quarry Road, Entrance 5
Columbia, MO 65201
Attn: Dave Fox

The designation and titles of the person to be notified or the address of such person may be changed at any time by written notice. Any such notice, demand, request, or communication shall be deemed delivered on receipt if delivered by hand or facsimile and on deposit by the sending party if delivered by courier or U.S. mail.

- i. Counterparts and Electronic Signatures. This Agreement may be signed in one or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same document. Faxed signatures, or scanned and electronically transmitted signatures, on this Agreement or any notice delivered pursuant to this Agreement, shall be deemed to have the same legal effect as original signatures on this Agreement.
10. Contract Documents. This Agreement includes the following exhibits, which are incorporated herein by reference:

Exhibit	Description
A	Grant Recipient's Event Proposal

In the event of a conflict between the terms of an exhibit and the terms of this Agreement, the terms of this Agreement controls.

11. Entire Agreement. This Agreement represents the entire and integrated Agreement between Grant Recipient and City. All previous or contemporaneous agreements, representations, promises and conditions

relating to Grant Recipient's Event and services described herein are superseded.

[SIGNATURE PAGE FOLLOWS]

6

FY2021 Tourism Development Application
Signature Series Events

EVENT NAME: Show-Me State Games

EVENT ORGANIZER: Show-Me State Games

EVENT DATES: June 9-12, July 22-24, July 29-31, 2022

Please provide detailed answers to the following questions:

1. Describe in detail how Tourism Development funds be used.

The Show-Me STATE GAMES is a non-profit organization with the mission of providing all Missourians the opportunity to participate in activities of health, fitness, family and fun. The SMSG is an Olympic-style amateur sports festival with more than 40 sporting events for people of all ages and ability levels. It has grown to become the largest state games in the nation. The games will be hosting their 38th games in Columbia this summer.

The Tourism Development Signatures Series funds would be used to help offset expenses associated with the 2022 Show-Me STATE GAMES and Missouri State Senior Games, which include site fees, medals/awards, advertising and officials.

2. How many overnight stays did your event generate last year and how did you track and determine this?

In 2021 we generated 4,766 overnight stays during our summer Games. We have all team sports fill out hotel information cards at registration to determine the number of overnight stays we generate. We do not collect information on hotel stays at registration for all individual sports, many of which span over several days (track and field, bowling, tennis, swimming, etc), meaning our overnight stays are likely higher than our reported number.

In addition to these summer stays, our additional year-round fundraisers including 3v3 soccer in June and November, two youth basketball events, as well as a volleyball tournament, generated 714 overnight stays, making our year-round total 5480.

3. What was the attendance of your event last year and what method did you use to determine this?

During the summer, the Show-Me STATE GAMES had 14,318 athletes and estimated one spectator per athlete, so overall attendance was approximately 28,636. Total year-round, we had 18,049 athletes and estimated one spectator per athlete, meaning we had approximately 36,098 people involved in our 2021 events.

For each team sport, the method we use to determine attendance is by multiplying the average number of players per team by the number of teams. For individual sports, we count based on the number of people who register online combined with onsite. For spectator numbers, we estimate 1 person per participant attend as spectators.

Due to the pandemic, the last couple of years have been very difficult as we navigated through many obstacles in hosting the games. Our team feels very fortunate to have fulfilled our mission of providing all Missourians an opportunity to participate in ana activity of health, fitness, family and fun in a safe environment.

4. How many years has your event been held?

This summer, the Games will be celebrating its 38th year. All games have been held in Columbia.

5. What is the economic impact of your event?

Our 2021 Fact sheet is attached

6. Marketing Plan: Please use the attached marketing grid to complete this question.

The Show-Me STATE GAMES uses direct mail to reach many of our previous participants, including flyers and reminder postcards. We also utilize various in-kind promotional tools to reach out to new participants, including posters, newspaper advertising, radio and television spots. Finally, we utilize free and low-cost social marketing tools such as an e-newsletter, Facebook and listings on community calendars and sport sites, as well as our own website. We also engage in year-round media relations. We send press releases year-round through the Missouri Press Association as well as an internal media list about upcoming events, awards, results and more. We also appear on television and radio programming to promote the GAMES. In 2021, we had coverage from more than 50 outlets throughout the state, enhanced greatly this year through our ten-city Torch Run which made stops and generated exposure in Kirksville, Springfield, Kansas City, St. Joseph, Cape Girardeau, St. Charles, Hannibal, St. Louis, Columbia and Jefferson City.

7. Sponsorship Plan: Describe your plan to attract event sponsors and attach information on Sponsorship levels.

Our list of current sponsors and current sponsor levels is attached.

8. Event Budget: Please use the two budget pages below (pages 5 & 6) to provide details of your Income and Expenses. (You may add lines or change the cell titles to better match your event.)

Attached

SIGNATURE PAGE:

Legal Name of Organization:

Primary Contact: David Fox

(Person responsible for daily operation of this event. All correspondence and contact will be addressed to this person).

Email: foxdg@missouri.edu

Street Address: 1400 Rock Quarry Road, Entrance 5

Columbia, MO Zip: 65201

Phone: 573-882-2101

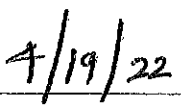
I, the undersigned, do hereby agree to submit all financial documentation regarding TDP expenditures. I further agree that all TDP funds will be used for only those approved items as outlined in this application.

Signature of President or Chair of Organization

Date



Signature of Applicant/Primary Contact



Date

TOTAL BUDGET FY2022
TOURISM DEVELOPMENT FUND - *Signature Series Event*

EVENT BUDGET - I N C O M E

Event Name: **Show-Me State Games**

Organization Name: **Show-Me State Games**

	1	2	3
INCOME:	CASH	*IN-KIND should net to zero	TOTAL BUDGET (COLUMN 1+2)
1. Direct Support – Sponsorships, Fundraising/Donations (document in-kind*)	333,427	227,500	560,927
2. Government Support** (city, county, schools, etc.)	20,000		20,000
A. CVB Tourism Development			
B. Boone County Commission	18,000		18,000
C. City of Columbia	25,000		25,000
3. Program Fees:	233,000		233,000
Admissions/Tickets			
Sales of items	23,000		23,000
Other – Fund-Raisers	60,000		60,000
4. Other Misc. (be specific) patrons & misc	9,000		9,000
5.			
6.			
TOTAL REVENUE	\$721,427	\$227,500	\$948,927

*In-kind good or service anticipated	Source of donation	Estimated value
Print products	Walsworth Publishing	\$50,000
Radio production/advertising	Benne Radio Group	\$37,500
TV production/advertising	KOMU-TV	\$50,000
EMS/Trainer	UMC Health Care	\$25,000
Facilities	Columbia College	\$3500.00
Facility Rental & Staffing	Columbia Parks & Rec	\$49,000
Facilities	Columbia Public Schools	\$12,500

**Name of program	Source of donation	Estimated value
		\$
		\$

EVENT BUDGET - EXPENSES

Event Name: **Show-Me State Games**

Organization Name: **Show-Me State Games**

EXPENSES: (itemize items in excess of \$100.00)	CASH Tourism Development Funds	CASH Other	*IN-KIND should net to zero	TOTAL
1. Personnel – salaries		250,000		250,000
Artistic -benefits		104,000		104,000
Technical				
Administrative				
Other				
2. Equipment Rental				
Facilities		65,000	65,000	130,000
Equipment		4,500		4,500
3. Supplies & Materials	20,000			20,000
Awards 25%	5000			
Site Fee's 25%	5000			
Officials 25%	5000			
Advertising 25%	5000			
4. Travel		2300		2300
5. Promotion and Publicity				
Advertising/Marketing		3500	137,500	141,000
Local (in Boone County)				
Outside Boone County				
Printing		1800		1800
Postage		10,000		10,000
6. Other (be specific)				
Telephone		2900		2900
Professional Services		95,000		95,000
Computer Services		11,000		11,000
Fund-Raisers		29,000		29,000
Credit Card Expenses		4500		4500
Torch Run		1000		1000
Misc		16,315		16,315
TOTAL EXPENDITURES	20,000	600,815	202,500	804,415
TOTAL REVENUES (from page 5)		721,427	227,500	948,927

*In-kind should net to zero



SHOW-ME STATE GAMES by the numbers

ONLINE NUMBERS

111,040 visits

323,360 page views

2.91 pages per visit

2:11 average time



57,152
unique visitors



41,273
subscribers



7,475
fans



2,507
followers



848
followers

2021 EVENTS

January 29-31	Winter Blast Skating Competition
February 26-28	Mpix Hoopin' It Up Basketball
February-April	Shape Up Missouri - Step Challenge
March 6-7	MoNASP Archery State Qualifier
March 26-28	Hoopin' It Up Basketball - March
April 17-18	Spring Slam Volleyball
April/May/July	Shelter Insurance® Torch Runs
May 1	Missouri Health Care Pumpkin Fun Run
June 5-6	3v3 Soccerfest
June 10-13	Missouri State Senior Games
June 11-13	Show-Me STATE GAMES
July 16-18	Show-Me STATE GAMES
July 23-25	Show-Me STATE GAMES
September 25	Missouri Health Care Pumpkin Fun Run
November 6-7	3v3 Soccerfest

2021 PARTICIPATION NUMBERS

Participation Number at the Finals: 14,318
Participation Numbers Year Round: 18,049

PRINCIPAL

PRINT

- Logo on all participant shirts, all entry posters (48,000+), all event postcards (20,000+), all fact sheets and sports flyers (500+)
- Full page Ad in Digital SMSG Souvenir Programs
- Quarter page Ad in 1,000 Senior Games Programs.
- Logo on cover of souvenir program and annual report.

ONLINE

- Annual Facebook (7,000+ subscribers), Twitter (2,500+) and Instagram (850) mentions.
- Logo and Link on SMSG Sponsor Page.
- Annual opportunity to be featured in e-newsletter (41,000+ subscribers).
- Rotating Ad on all sports pages and SMSG homepage.
- Logo and Link on SMSG Sponsor Page.

CORPORATE SIGNAGE

- 4x6 Corporate Sign for 3 SMSG weekends in front of Hearnes Arena, 3v3 Soccerfest in June and November, 3 weekends for our Moopin' it Up series events, Winter Blast series, and Pumpkin Fun Run event.
- Digital Signage at Opening Ceremonies Presentation.

RADIO/TV

- Logo on 2,000 TV spots ran statewide
- Mentions in 300 radio spots on Power 97.7

OTHER

- Mizzou Football tickets.
- SMSG participant shirts provided.
- Opportunity to have a display booth at SMSG events.
- VIP Event Invitations.
- Opportunity to present Medals at SMSG events.
- Reserved seating at Opening Ceremonies.

MAJOR

PRINT

- Logo on all entry posters (48,000+).
- Half page ad and logo in SMSG Digital Souvenir Programs.
- Logo on back cover of annual report.

ONLINE

- Bi-Annual Facebook (7,000+ subscribers), Twitter (2,500+ subscribers) and Instagram (850 subscribers) mentions.
- Annual opportunity to be featured in e-newsletter (41,000+ subscribers).
- Rotating Ad on all sport pages. Logo and link on SMSG Sponsor Page.

CORPORATE SIGNAGE

- 4x4 Corporate Sign for 3 weekends in front of Hearnes
- Digital Signage at the Opening Ceremonies

OTHER

- Mizzou Football tickets.
- SMSG participant shirts provided.
- VIP event invitation.
- Opportunity to have a display booth at SMSG events.
- Opportunity to present medals during SMSG weekends.
- Reserved seating at Opening Ceremonies.

GENERAL

PRINT

- Logo on all entry posters (48,000+).
- Quarter page Ad and Logo in Digital SMSG Souvenir Programs.
- Logo on back cover of annual report.

ONLINE

- An opportunity to be featured in e-newsletter (41,000+ subscribers).
- Annual Facebook (7,000+ subscribers), Twitter (2,500 subscribers) and Instagram (850+ subscribers) mentions.
- Logo and Link on Sponsor Page.

CORPORATE SIGNAGE

- 4x3 Corporate Sign for 3 weekends in front of Hearnes
- Digital Signage at the Opening Ceremonies

OTHER

- Opportunity to offer scheduled facility tours during all SMSG events.
- SMSG participant shirts
- Opportunity to provide promotional materials at all SRC events.
- VIP Event Invitations.
- Opportunity to present Medals at SMSG events.
- Reserved seating at Opening Ceremonies.

BUSINESS

PRINT

- Quarter page Ad and Logo in Digital SMSG Souvenir Programs.

ONLINE

- Annual Facebook (7,000+ subscribers), Twitter (2,500 subscribers) and Instagram (850+ subscribers) mentions.
- Logo and Link on Adopted Sport's Page.

CORPORATE SIGNAGE

- Digital Signage at the Opening Ceremonies.

OTHER

- SMSG participant shirts
- VIP Event Invitations
- Opportunity to present Medals
- Reserved seating at Opening Ceremonies
- Opportunity to Adopt-A-Sport

THE GAMES

The Show-Me STATE GAMES is a non-profit program of the Governor's Council on physical fitness and health. Our mission is to provide all Missourians the opportunity to participate in activities of health, fitness, family and fun.



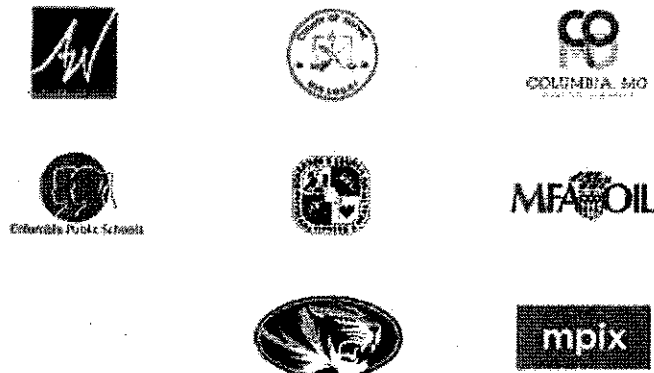
- 7,475 Facebook Fans
- 38% age 17-34
- 42% age 35-44
- 22% 45+
- 2,507 Twitter Followers
- 848 Instagram Followers
- 41,273 newsletter subscribers

Thank you Sponsors

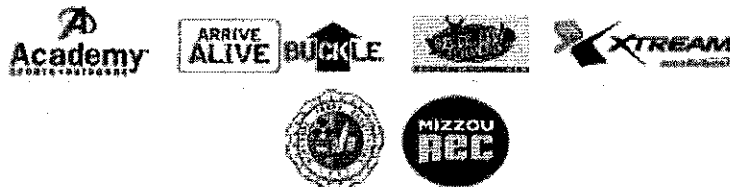
Principal Sponsors



Major Sponsors



General Sponsors



	Show-Me STATE GAMES Missouri State Senior Games Budget for the 2020-21 Fiscal Year October 1, 2020 - September 30, 2021			Show-Me STATE GAMES Missouri State Senior Games Budget for the 2019-20 Fiscal Year October 1, 2019 - September 30, 2020			Show-Me STATE GAMES Missouri State Senior Games Budget for the 2018-19 Fiscal Year October 1, 2018 - September 30, 2019		
	SMSG	MSSG	TOTAL	SMSG	MSSG	TOTAL	SMSG	MSSG	TOTAL
REVENUE									
Entry Fees	\$213,669	\$24,051	\$237,720	\$11,956	\$10,521	\$22,477	\$294,633	\$23,668	\$318,301
Merchandising	\$21,241		\$21,241	\$12,188		\$12,188	\$37,932		\$37,932
Fund Raisers	\$62,758		\$62,758	\$84,204		\$84,204	\$138,260		\$138,260
Advertising	\$0		\$0	\$0		\$0	\$120		\$120
Sponsorship	\$345,130	\$0	\$345,130	\$263,462	\$0	\$263,462	\$414,008	\$10,000	\$424,008
Patrons	\$8,950		\$8,950	\$12,000		\$12,000	\$24,300		\$24,300
Miscellaneous	(\$3,671)		(\$3,671)	\$708		\$708	\$105		\$105
TOTAL	\$648,077	\$24,051	\$672,128	\$384,617	\$10,521	\$395,038	\$909,388	\$33,668	\$943,026
EXPENSES									
Salaries	\$252,807		\$252,807	\$238,530		\$238,530	\$272,559		\$272,559
Benefits	\$96,608		\$96,608	\$89,247		\$89,247	\$89,718		\$89,718
Travel	\$1,131	\$1,183	\$2,314	\$6,542	\$44	\$6,586	\$10,102	\$2,852	\$12,954
Postage	\$9,010	\$549	\$9,559	\$9,252	\$817	\$10,069	\$18,315	\$1,103	\$19,418
Telephone	\$3,085		\$3,085	\$2,475		\$2,475	\$2,965		\$2,965
Advertising	\$3,252		\$3,252	\$5,741		\$5,741	\$6,311		\$6,311
Rent/Lease Facilities	\$32,969	\$1,449	\$34,418	\$0	\$0	\$0	\$20,876	\$2,872	\$23,748
Rent/Lease Arena	\$0		\$0	\$0		\$0	\$0		\$0
Rent/Lease Equipment	\$1,950	\$2,458	\$4,408	\$0	\$0	\$0	\$4,918	\$1,215	\$6,531
Reproduction	\$266	\$1,509	\$1,775	\$957	\$225	\$1,082	\$2,879	\$1,995	\$4,874
Supplies/Services	\$27,358	\$550	\$27,908	\$40,544	\$2,814	\$43,458	\$111,926	\$6,752	\$118,678
Other Professional Services	\$85,370	\$8,755	\$94,125	\$144	\$2,674	\$2,818	\$122,865	\$7,253	\$130,118
Merchandising Expenses	\$4,023		\$4,023	\$7,751		\$7,751	\$17,994		\$17,994
Miscellaneous credit card charges	\$4,358		\$4,358	\$2,206		\$2,206	\$6,182		\$6,182
Computer Services	\$8,190	\$3,120	\$11,310	\$10,694	\$0	\$10,694	\$16,327		\$16,327
AWYL	\$0		\$0	\$0		\$0	\$12,391		\$12,391
Miscellaneous	\$13,565		\$13,565	\$2,446		\$2,446	\$16,458		\$16,458
Torch run	\$0		\$0	\$125		\$125	\$1,560		\$1,560
Opening Ceremonies	\$6,164		\$6,164	\$0		\$0	\$7,155		\$7,155
Fundraisers	\$32,597		\$32,597	\$41,132		\$41,132	\$53,941		\$53,941
Merchandising Inventory	\$2,006		\$2,006	\$0		\$0	(\$6,954)		(\$6,954)
VIP Reception	\$0		\$0	\$0		\$0	\$4,711		\$4,711
Institutional Support / Debt	\$0		\$0	\$0		\$0	(\$9,592)		(\$9,592)
TOTAL EXPENSES	\$684,738	\$19,671	\$604,309	\$467,708	\$6,675	\$464,440	\$782,964	\$24,042	\$806,996
BALANCE	\$63,339	\$4,480	\$67,819	(\$73,248)	\$3,847	(\$69,402)	\$126,403	\$9,626	\$136,029