



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION
REGIONAL COUNCIL 9

**REGIONAL COUNCIL 9
EXECUTIVE COMMITTEE**

JANUARY 7, 2025

1:30 pm to 2:30 pm

IN-PERSON

1001 Research Park Blvd, Suite 301, Charlottesville, 22911

<https://us06web.zoom.us/j/89266954721>

Call 434-979-5610 x. 106 with connectivity issues.

AGENDA

- | | |
|--|-----------------------------|
| 1. Welcome <ul style="list-style-type: none">• Roll Call• Public Comment | Ethan Dunstan, Chair |
| 2. Committee Business – Action Item <ul style="list-style-type: none">• Approve Minutes – April 3, 2024• Approve Financials – October 31, 2024 | Ethan Dunstan |
| 3. Project Pipeline <ul style="list-style-type: none">• Project in Development• Grant Funds Available | Ethan Dunstan |
| 4. Task Force Updates and Engagement <ul style="list-style-type: none">• Sites• Grow Existing Businesses• Entrepreneurship• Talent Development | Ethan Dunstan |
| 5. Upcoming Year: <ul style="list-style-type: none">• Growth Plan Update 2025• Nominating Committee• Meeting Cadences | Ethan Dunstan |
| 6. Other Business | Ethan Dunstan |
| 7. Adjourn | Ethan Dunstan |



**REGIONAL COUNCIL 9
EXECUTIVE COMMITTEE
APRIL 3, 2024
10 am to 11 am
Codebase Coworking
240 W Main Street, Charlottesville, VA 22902
In-person Meeting**

MINUTES

Attending In-Person: Ethan Dunstan (Chair), Rob Archer (Vice-Chair), Roque Castro, Ray Knott, Jean Runyon

Attending Virtually: n/a

Absent: Francoise Seillier-Moiseiwitsch (Treasurer)

Staff: Shannon Holland, Helen Cauthen

Guests: Pace Lochte, UVA; Nikki Hastings, PhD, CvilleBioHub

1. Welcome

Ethan Dunstan called the meeting to order at 10:00 a.m.

2. Roll Call

A roll call was performed. A quorum was established as noted above.

3. Public Comment

No public comments were submitted for this meeting.

4. Committee Business – Action Item

- a. Approve Minutes – March 24, 2023
- b. Approve Financials – February 29, 2024
- c. Approve Capacity Building Budget Revision and Closeout Revision FY 2023 - Memo

Ethan Dunstan stated that the three committee business items were intended to be discussed together and voted on with one motion unless there was a motion to do otherwise. No such motion was made.

There were no questions or discussion about the meeting minutes.

Ethan noted that the financials presented through February 2024 showed that the Admin and Audit expenses were over budget and a budget revision to address this was the next item on the agenda. He added that he and Rob Archer have been working with Shannon Holland and CVPED to get Capacity Building Budget reporting up to date.

When discussing the Memo for the Capacity Building Budget Revision there was concern about reducing the Salaries expense. Shannon Holland explained that even with the reduction in Salaries there would be enough funds since some salary expense is picked up by active project budgets and the budget is expected to close around June 2024.

Ray Knott made a motion to approve the Committee Business as presented. Jean Runyan seconded the motion. The motion carried.

5. Discuss Capacity Building Budget Revision FY 2024 – Memo

A discussion ensued related to identifying potential priority projects that could be funded through the FY 2024 Capacity Building Funds. It was suggested that once a list of options was developed a method for force ranking them could be developed.

Referencing the list of ideas in the memo, some of the feedback included:

- Regional Site Development Plan – was mentioned but not discussed further
- Regional Cluster Mapping – there was strong interest in a more clear and updated data on each regional clusters
- Growth & Diversification Plan Updates – Since the GO Virginia Board is currently re-thinking the cadence and type of effort required for updates, it was discussed that this shouldn't be undertaken at this time.
- Marketing, Symposium or Events – It was suggested that this could be undertaken without significant budget as a way to promote GO Virginia opportunity throughout the region. One idea was to do a “bespoke” type promotion to bring C-Suite level executives and stakeholders together to hear the presentation, such as a meal or group presentation.
- Outcomes Analysis – It was discussed that DHCD should be taking a deeper dive on a statewide basis to address the need for outcomes validation as presented in the JLARC study.

6. Project Pipeline

Nikki Hastings, PhD, CvilleBioHub, Executive Director, joined the meeting to discuss the Project VITAL proposal and answer questions or address concerns. The proposal was received March 22, 2024. Nikki Hastings shared that three project teams that comprise the collaborative effort have been working on this project for some time. Each proposal is advancing through their respective regions.

Shannon Holland summarized the proposed project funding stack would work, referencing the summary in the meeting materials.

The project discussion included:

- The GO Virginia funds requested would represents the critical “public investment” needed to accelerate the biotech sector in our region
- The state funds are helping to leverage significant amount of private sector support
- The UVA lab space is world class and represents a reduction of over \$5 million in capital costs and accelerates this project by 2-3 years

7. Council Member Pipeline

Ethan Dunstan stated that he would be appointing a new Nominating Committee at the April Council Meeting, per the Bylaws. He asked that Council members with suggestions for a more intentional recruiting strategy to reach out to him. It was discussed that one area of focus would be identifying members from target sector industries.

8. Other Business

No other business was offered

9. Adjourn

Ethan Dunstan adjourned the meeting at 11:35 p.m.

GO Virginia
Statement of Financial Position
As of October 31, 2024

	Oct 31, 2024
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	54,570.09
Total Checking/Savings	54,570.09
Accounts Receivable	
11000 · Accounts Receivable	97,262.80
Total Accounts Receivable	97,262.80
Other Current Assets	
11100 · Accrued Receivable	7,031.76
12000 · Undeposited Funds	-
Total Other Current Assets	7,031.76
Total Current Assets	158,864.65
TOTAL ASSETS	158,864.65
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	77,078.60
20004 · Due to CVPED	74,582.08
Total Accounts Payable	151,660.68
Other Current Liabilities	
25060 · Accrued Expenses - Other	7,031.76
25500 · Unearned Rev - Advanced Funds	167.51
Total Other Current Liabilities	7,199.27
Total Current Liabilities	158,859.95
Total Liabilities	158,859.95
Equity	
32000 · Unrestricted Net Assets	4.70
Net Income	-
Total Equity	4.70
TOTAL LIABILITIES & EQUITY	158,864.65

GO Virginia
Capacity Building - Statement of Income and Expense (Summary)
TOTAL FY2024 SPENDING: June 2024 through October 2024

	Capacity Building			
	Jun '24 - Oct '24	Budget	% of Budget	Remaining
Income				
41520 · State Grants	95,349.34	250,000.00	38.14%	154,650.66
Total Income	95,349.34	250,000.00	38.14%	154,650.66
Gross Profit	95,349.34	250,000.00	38.14%	154,650.66
Expense				
01250 · General Administration	11,855.66	20,000.00	59.28%	8,144.34
54400 · Project Support expenses				
54426 · Audit	0.00	7,000.00	0.0%	7,000.00
54430 · Contract Services	3,009.84	5,250.00	57.33%	2,240.16
54449 · Meetings and Facilitation	0.00	2,500.00	0.0%	2,500.00
54440 · Equipment	404.69	2,000.00	20.24%	1,595.31
54451 · Travel	1,417.50	2,500.00	56.7%	1,082.50
54452 · Rent/Lease	3,499.60	12,000.00	29.16%	8,500.40
54453 · Salaries	74,237.05	188,650.00	39.35%	114,412.95
54457 · Marketing/Advertising/Promotion	925.00	5,000.00	18.5%	4,075.00
54462 · Legal Expenses	0.00	100.00	0.0%	100.00
54464 · Taxes & Insurance	0.00	0.00	0.0%	0.00
Total 54400 · Project Support expenses	83,493.68	225,000.00	37.11%	141,506.32
54500 · Planning expenses				
54501 · Contract Services	0.00	0.00	0.0%	0.00
54502 · Technical Assistance	0.00	5,000.00	0.0%	5,000.00
54503 · Growth and Diversification Plan Development	0.00	0.00	0.0%	0.00
54504 · Planning Grant	0.00	0.00	0.0%	0.00
Total 54400 · Planning expenses	0.00	5,000.00	0.0%	5,000.00
Total Expense	95,349.34	250,000.00	38.14%	154,650.66
Net Income	0.00	0.00	0.0%	0.00

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through October 31, 2024**

	Accelerating Sites			BEACON's Kitchen		
	End Date: 12/31/2023			End Date: 9/30/2024		
	(Projects)			(Projects)		
	Oct '21 - Oct '24	Budget	% of Budget	Oct '22 - Oct '24	Budget	% of Budget
Income						
41520 · State Grants	786,333.00	786,333.00	100.0%	189,000.00	189,000.00	100.0%
Total Income	<u>786,333.00</u>	<u>786,333.00</u>	<u>100.0%</u>	<u>189,000.00</u>	<u>189,000.00</u>	<u>100.0%</u>
Gross Profit	786,333.00	786,333.00	100.0%	189,000.00	189,000.00	100.0%
Expense						
01250 · General Administration	10,000.00	10,000.00	100.0%	14,000.00	14,000.00	100.0%
54000 · Program expenses						
51280 · Planning Grant Activities	0.00	0.00		0.00		
54400 · Project related expenses						
54424 · Administration						
54425 · Architectural and Engineering	776,333.00	776,333.00	100.0%			
54430 · Contract Services				5,265.00	5,265.00	100.0%
54440 · Equipment				100,735.00	100,735.00	100.0%
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel				593.64	593.64	0.0%
54452 · Rent/Lease						
54453 · Salaries				68,406.36	68,406.36	100.0%
54454 · Other - Website						
54455 · Fringe Benefits				0.00	0.00	0.0%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion						
54465 · Other - Collaboration						
54466 · Other - Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
Total 54400 · Project related expenses	<u>776,333.00</u>	<u>776,333.00</u>	<u>100.0%</u>	<u>175,000.00</u>	<u>175,000.00</u>	<u>100.0%</u>
Total 54000 · Program expenses	<u>776,333.00</u>	<u>776,333.00</u>	<u>100.0%</u>	<u>175,000.00</u>	<u>175,000.00</u>	<u>100.0%</u>
Total Expense	<u>786,333.00</u>	<u>786,333.00</u>	<u>100.0%</u>	<u>189,000.00</u>	<u>189,000.00</u>	<u>100.0%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through October 31, 2024**

	Carver Food			Cville Bio Lab		
	End Date: 10/31/2025			End Date: 6/30/2024		
	(Projects)			(Projects)		
	Nov '22 -Oct '24	Budget	% of Budget	May '23 - Oct '24	Budget	% of Budget
Income						
41520 · State Grants	19,445.13	199,727.00	9.74%	100,000.00	100,000.00	100.0%
Total Income	<u>19,445.13</u>	<u>199,727.00</u>	<u>9.74%</u>	<u>100,000.00</u>	<u>100,000.00</u>	<u>100.0%</u>
Gross Profit	19,445.13	199,727.00	9.74%	100,000.00	100,000.00	100.0%
Expense						
01250 · General Administration	11,034.78	14,795.00	74.59%	7,360.00	7,360.00	100.0%
54000 · Program expenses						
51280 · Planning Grant Activities	0.00					
54400 · Project related expenses						
54424 · Administration						
54425 · Architectural and Engineering						
54430 · Contract Services				23,640.00	23,640.00	100.0%
54440 · Equipment	8,410.35	184,932.00	4.55%			
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel						
54452 · Rent/Lease						0.0%
54453 · Salaries				26,000.00	26,000.00	100.0%
54454 · Other - Website				10,000.00	10,000.00	100.0%
54455 · Fringe Benefits						
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses				10,000.00	10,000.00	100.0%
54463 · Other - Outreach and Promotion						
54465 · Other - Collaboration						
54466 · Other - Management & General						
54467 · Fiscal/Account Mgmt Services				5,000.00	5,000.00	100.0%
54468 · Indirect Costs				9,000.00	9,000.00	100.0%
54469 · Studies				9,000.00	9,000.00	100.0%
Total 54400 · Project related expenses	<u>8,410.35</u>	<u>184,932.00</u>	<u>4.55%</u>	<u>92,640.00</u>	<u>92,640.00</u>	<u>100.0%</u>
Total 54000 · Program expenses	<u>8,410.35</u>	<u>184,932.00</u>	<u>4.55%</u>	<u>92,640.00</u>	<u>92,640.00</u>	<u>100.0%</u>
Total Expense	<u>19,445.13</u>	<u>199,727.00</u>	<u>9.74%</u>	<u>100,000.00</u>	<u>100,000.00</u>	<u>100.0%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through October 31, 2024**

	Regional Entrepreneurship Initiative			Rural Entrepreneur Ecosystem		
	End Date: 6/12/2025			End Date: 4/30/2025		
	(Projects)			(Projects)		
	Jun '23 - Oct '24	Budget	% of Budget	May '23 - Oct '24	Budget	% of Budget
Income						
41520 · State Grants	196,141.59	300,000.00	65.38%	99,165.05	200,000.00	49.58%
Total Income	<u>196,141.59</u>	<u>300,000.00</u>	<u>65.38%</u>	<u>99,165.05</u>	<u>200,000.00</u>	<u>49.58%</u>
Gross Profit	196,141.59	300,000.00	65.38%	99,165.05	200,000.00	49.58%
Expense						
01250 · General Administration	14,596.36	22,080.00	66.11%	9,361.65	14,720.00	63.6%
54000 · Program expenses						
51280 · Planning Grant Activites						
54400 · Project related expenses						
54424 · Administration	764.33	2,500.00	30.57%			
54425 · Architectural and Engineering						
54430 · Contract Services	100,000.00	100,000.00	100.0%	5,551.96	5,551.96	100.0%
54440 · Equipment						
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel	936.68	2,420.00	38.71%	5,857.97	11,960.00	48.98%
54452 · Rent/Lease						0.0%
54453 · Salaries	75,293.37	167,000.00	45.09%	71,943.30	153,000.00	47.02%
54454 · Other - Website						
54455 · Fringe Benefits				6,450.17	14,768.04	43.68%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion	4,550.85	6,000.00	75.85%			
54465 · Other - Collaboration						
54466 · Other - Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
Total 54400 · Project related expenses	<u>181,545.23</u>	<u>277,920.00</u>	<u>65.32%</u>	<u>89,803.40</u>	<u>185,280.00</u>	<u>48.47%</u>
Total 54000 · Program expenses	<u>181,545.23</u>	<u>277,920.00</u>	<u>65.32%</u>	<u>89,803.40</u>	<u>185,280.00</u>	<u>48.47%</u>
Total Expense	<u>196,141.59</u>	<u>300,000.00</u>	<u>65.38%</u>	<u>99,165.05</u>	<u>200,000.00</u>	<u>49.58%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through October 31, 2024**

	Talent Supply Connector			Tech Talent Retention		
	End Date: 8/31/2024			End Date: 12/31/2024		
	(Projects)			(Projects)		
	Sep '22 - Oct '24	Budget	% of Budget	Sep '22 - Oct '24	Budget	% of Budget
Income						
41520 · State Grants	281,347.88	391,528.00	71.86%	281,946.97	307,800.00	91.6%
Total Income	<u>281,347.88</u>	<u>391,528.00</u>	<u>71.86%</u>	<u>281,946.97</u>	<u>307,800.00</u>	<u>91.6%</u>
Gross Profit	281,347.88	391,528.00	71.86%	281,946.97	307,800.00	91.6%
Expense						
01250 · General Administration	19,760.90	23,616.00	83.68%	17,297.93	22,800.00	75.87%
54000 · Program expenses						
51280 · Planning Grant Activities						
54400 · Project related expenses						
54424 · Administration						
54425 · Architectural and Engineering						
54430 · Contract Services	2,653.50	25,000.00	10.61%	12,000.00	12,000.00	100.0%
54440 · Equipment						
54442 · Training				1,796.27	2,071.77	86.7%
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel	2,217.70	7,500.00	29.57%	2,083.86	2,500.00	83.35%
54452 · Rent/Lease	10,000.00	10,000.00	100.0%	10,000.00	10,000.00	100.0%
54453 · Salaries	200,172.18	272,700.00	73.4%	143,436.44	156,000.00	91.95%
54454 · Other - Website						
54455 · Fringe Benefits	28,831.60	35,000.00	82.38%	33,000.00	33,000.00	100.0%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion				30,000.00	30,000.00	100.0%
54465 · Other - Collaboration				16,390.12	23,428.23	69.96%
54466 · Other - Management & General	17,712.00	17,712.00	100.0%	15,942.35	16,000.00	99.64%
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
Total 54400 · Project related expenses	<u>261,586.98</u>	<u>367,912.00</u>	<u>71.1%</u>	<u>264,649.04</u>	<u>285,000.00</u>	<u>92.86%</u>
Total 54000 · Program expenses	<u>261,586.98</u>	<u>367,912.00</u>	<u>71.1%</u>	<u>264,649.04</u>	<u>285,000.00</u>	<u>92.86%</u>
Total Expense	<u>281,347.88</u>	<u>391,528.00</u>	<u>71.86%</u>	<u>281,946.97</u>	<u>307,800.00</u>	<u>91.6%</u>
Net Income	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through October 31, 2024**

	Technology Academies End Date: 7/24/2025			Wine Industry Planning Grant End Date: 12/30/2024		
	(Projects)			(Projects)		
	Jul '22 - Oct '24	Budget	% of Budget	Dec '23 - Oct '24	Budget	% of Budget
Income						
41520 · State Grants	192,787.01	402,075.00	47.95%	37,000.00	100,000.00	37.0%
Total Income	<u>192,787.01</u>	<u>402,075.00</u>	<u>47.95%</u>	<u>37,000.00</u>	<u>100,000.00</u>	<u>37.0%</u>
Gross Profit	192,787.01	402,075.00	47.95%	37,000.00	100,000.00	37.0%
Expense						
01250 · General Administration	13,651.03	29,783.00	45.84%	7,000.00	7,000.00	100.0%
54000 · Program expenses						
51280 · Planning Grant Activites						
54400 · Project related expenses						
54424 · Administration						
54425 · Architectural and Engineering						
54430 · Contract Services				30,000.00	93,000.00	32.26%
54440 · Equipment	179,135.98	329,360.00	54.39%			
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel						
54452 · Rent/Lease						
54453 · Salaries	0.00	42,932.00	0.0%			
54454 · Other - Website						
54455 · Fringe Benefits						
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion						
54465 · Other - Collaboration						
54466 · Other - Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
Total 54400 · Project related expenses	<u>179,135.98</u>	<u>372,292.00</u>	<u>48.12%</u>	<u>30,000.00</u>	<u>93,000.00</u>	<u>32.26%</u>
Total 54000 · Program expenses	<u>179,135.98</u>	<u>372,292.00</u>	<u>48.12%</u>	<u>30,000.00</u>	<u>93,000.00</u>	<u>32.26%</u>
Total Expense	<u>192,787.01</u>	<u>402,075.00</u>	<u>47.95%</u>	<u>37,000.00</u>	<u>100,000.00</u>	<u>37.0%</u>
Net Income	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through October 31, 2024**

	Total Projects		
	Mar '21 - Oct '24	Budget	% of Budget
Income			
41520 · State Grants	2,183,166.63	2,976,463.00	73.35%
Total Income	<u>2,183,166.63</u>	<u>2,976,463.00</u>	<u>73.35%</u>
Gross Profit	2,183,166.63	2,976,463.00	73.35%
Expense			
01250 · General Administration	124,062.65	166,154.00	74.67%
54000 · Program expenses			
51280 · Planning Grant Activities			
54400 · Project related expenses			
54424 · Administration	764.33	2,500.00	30.57%
54425 · Architectural and Engineering	776,333.00	776,333.00	100.0%
54430 · Contract Services	179,110.46	264,456.96	67.73%
54440 · Equipment	288,281.33	615,027.00	46.87%
54442 · Training	1,796.27	2,071.77	86.7%
54447 · Other - Programming			
54448 · Other - Workspace			
54449 · Meetings and Facilitation			
54450 · Supplies			
54451 · Travel	11,689.85	24,973.64	46.81%
54452 · Rent/Lease	20,000.00	20,000.00	100.0%
54453 · Salaries	585,251.65	886,038.36	66.05%
54454 · Other - Website	10,000.00	10,000.00	100.0%
54455 · Fringe Benefits	68,281.77	82,768.04	82.5%
54456 · Machinery/Tools			
54457 · Marketing/Advertising/Promotion			
54458 · Planning Assessment			
54462 · Legal Expenses	10,000.00	10,000.00	100.0%
54463 · Other - Outreach and Promotion	34,550.85	36,000.00	95.98%
54465 · Other - Collaboration	16,390.12	23,428.23	69.96%
54466 · Other - Management & General	33,654.35	33,712.00	99.83%
54467 · Fiscal/Account Mgmt Services	5,000.00	5,000.00	100.0%
54468 · Indirect Costs	9,000.00	9,000.00	100.0%
54469 · Studies	9,000.00	9,000.00	100.0%
Total 54400 · Project related expenses	<u>2,059,103.98</u>	<u>2,810,309.00</u>	<u>73.27%</u>
Total 54000 · Program expenses	<u>2,059,103.98</u>	<u>2,810,309.00</u>	<u>73.27%</u>
Total Expense	<u>2,183,166.63</u>	<u>2,976,463.00</u>	<u>73.35%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>