



BSC Committee Report – January 2024

The BSC Team conducts monthly conference calls for all BSC Operators to review program sales and employment, performance metrics, marketing activities and discuss issues affecting the success of the BSC program. Below are updates for some of the ongoing initiatives.

Sales & Employment: There are 3 BVI (Blind and Visually Impaired) vacancies. The longest vacancy is 4 months. There are 23 managers, 209 direct labor positions, and 57 off-site BSC support positions, totaling 289 positions within the BSC Program filled by employees who are blind, visually impaired, or have a disability.

Sales by Category YTD (Through December) FY24:

- AbilityOne sales were down 1.6% over FY23.
- Commercial sales were up 12.3% over FY23. For analysis, COCESS and COPARS sales are rolled into Commercial sales.
- HAZMAT sales were up 29.3% over FY23.
- IEE sales were down 20.6% over FY23.
- Total sales were relatively flat at positive 0.4% over FY23.

AbilityOne Ratio: The overall AbilityOne ratio is **23.6%**. Sales reported as HAZMAT, IEE, COCESS, and COPARS are not included in this calculation.

7 of 19 operators had AbilityOne ratios above 25%.

69 of 161 BSC stores had ratios over 25%.

14 of 161 BSC stores had a ratio in the single digits.

GSA 4PL: NIB monitors the implementation of the GSA 4PL program, with the goal to avoid conflict with existing BSC locations, and that GSA either use the local BSC or avoid overlap in scope. During the NIB conference, NIB discussed with GSA that under FAR 8.713, the BSC should be considered and provided the opportunity to bid on non-PL purchases over MPT and under SAT, unless expressly forbidden in the executed BPA. The proposed Commission memo on BSCs references FAR and could be useful to reengage GSA on current limitations of purchases above MPT at BSCs. Follow up on this memo will occur during the next Commission meeting on 02/01.

AAFES Clothing Sales: NIB BSC virtually met with the VP of Hardlines for AAFES Clothing Sales. They are open to cooperation and asked for specific examples of items and frequency. AAFES uniforms come directly from DLA, so the BSC could not fill an order unless on hand inventory exists. BSC operators were asked to track the frequency and specifics of uniform requests when service members go to the BSC because AAFES is out of stock on IEE items in January. NIB BSC will regroup with AAFES contact in February.

Air Force First Look: Air Force representatives met with BSC Operators and CEOs during the NIB Conference and recommended drafting a BSC FAQ document, which was sent to AF on 11/30. On 01/03, NIB requested an FAQ update and clarity on purchasing guidance. AF reached out to the Commission for examples of purchases over MPT at BSCs. A summary was sent to the Commission on 01/17, and the Commission is reviewing with AF. NIB will follow up on 02/01.



Army First Stop: Army's GPC (Government Purchase Card) Program Manager confirmed that cardholder instruction is to first go to the brick-and-mortar BSC on base, then the BSC ecommerce site, then to NDVSB/AAFES First Stop eMarketplace, and lastly to open market sources. Cardholder education will be addressed during training sessions and GPC management reviews. NIB is scheduling a meeting with Megan Dake, Army ABOR (AbilityOne Representative), to discuss and obtain more information about implementation and how we can help promote the AbilityOne Program and BSCs.

Global Combat Support System Army (GCSS-A) Impact Analysis:

NIB BSC analyzed sales prior to GCSS-A implementation (2011) through 2023. The goal was to determine the impact of GCSS-A on sales. Data shows a decline in sales, which may be attributed to reduced deployments and spending of Contingency Operations Budgets, as well as increased competition for the remaining dollars. Items of note are below.

- Total sales dropped 43.4% at Army BSCs and 7% at non-Army BSCs. AbilityOne sales fell by 5.5% more than the total sales drop at Army BSCs. AbilityOne sales dropped by 6.9% more than the total sales drop at non-Army BSCs.
- As AbilityOne to total sales differential is more significant at non-Army BSCs, this data does not demonstrate that GCSS-A implementation significantly impacted sales, and specifically AbilityOne (NSN) sales overall, at Army BSCs, but there are some outliers.
- Of the 31 Army BSCs analyzed, 19 had a more significant drop than 5.5% between AbilityOne and total sales. This suggests that the impact of GCSS-A implementation could potentially be a localized issue to specific bases.
- NIB has reached out to Guy Honeyman and Morris McIlwain (at Army) to ensure BSCs remain a priority in the role they were contracted for.

BSC Reporting Site Project: Item level analysis report is in development. Aim to share business intelligence with operators and to supply customers with requested aggregate spend data that many competitors already provide customers. Ad hoc report capability is in development.

BSC Director/Program Manager Visits: NIB BSC did not conduct a BSC site visit in December.

New BSC Locations: Lakehurst COPARS was added to the Procurement List, effective 01/07, with Bestwork Industries. There are 3 pipeline projects in active development for FY24 addition.

Compliance Audit FY24 Summary through December:

- 1 agency, 2 store visits
- The 2 BSCs had Best Practice scores lower than 95%
- 1 BSC was not compliant with the ETS policy
- 1 BSC had no blind labor at the time of the visit
- 2 BSCs with AbilityOne sales below 25%
- 0 with AO active items below 25%
- 1 with AO active items 50% or higher
- No pricing issues identified



The National Association for the **Employment** of People who are Blind

NAEPB Marketing Committee Board Report

February 7, 2024, Board Meeting

The NAEPB marketing committee, including committee chair Joshua Gould and members of the NIB communications team, continue to execute four key strategic initiatives moving into FY2024. The Marketing Committee and NIB met on Dec 6th to review. Follow up information and details shared in January 2024. The status and key activities for each initiative are provided below.

Initiative #1: Empower Employment

Audience: Members of Congress and their staff, key federal agency leadership, and other policy influencers.

Goal: Educate policymakers about the value of NIB and the work of its associated agencies; mitigate negative perceptions around the value of NIB and its associated agencies.

Status:

The campaign ended November 30. NIB reviewed the final campaign metrics with the NAEPB Marketing Committee on December 6.

Campaign Insights:

- The campaign surpassed the pledge signature goal by 7%.
- Progressive ads outperformed conservative ads in part one of the campaign.
- During part two, conservative ads outperformed progressive ads.
- Overall, conservative ads drove 48% of total signatures and progressive ads drove 52% of total signatures.
- Google was the leading driver of pledge signatures, accounting for 63% of signatures collected.
- The ads on Facebook were shared 210 times, which helped spread awareness organically.

Ads continued to run on Google, Facebook, LinkedIn, Taboola, *The Washington Post*, and other premium outlets. Key Performance Indicators (KPIs) included signatures, social shares, and clicks to “find an agency.”

KPIs through November 30:

- 537 pledge signatures (107% of goal)
- 607 Find an Agency clicks (81%)
- 219 Clicks to Agency site (88%)

NIB sent monthly emails to Congressional staffers supporting the Empower Employment campaign through November. Monthly themes included economic independence, visiting an agency during congressional recess, what your pledge means, NDEAM, and Veterans Day. The congressional recess email had the highest open rate and CTR (click through rate) among both conservative and progressive audiences.

Overall KPIs of all emails sent to date:

- 14,686 impressions
- 920 clicks
- 35% average CTR

Additional Information as requested on December 6th:

- Cross-referenced and scrubbed pledge signature list to identify government only emails.

ceuma.rosa@mail.house.gov
dana.basile@ice.dhs.gov
ed.valentine@mail.house.gov
john.cortes@mail.house.gov
jovan.davis@mail.house.gov
juan.lopez2@mail.house.gov
kerry.goodwin@mail.house.gov
kevin_wu@wyden.senate.gov

- Shared a detailed document reflecting the export of the clicks to agency website links throughout the duration of the entire campaign. The document includes filters that if applied allow for an easy sort by clicks or by source/medium or page path.

- Google and Facebook results vis-à-vis industry standards.

The search campaign is performing exceptionally well on Google in terms of both engaging users (CTR) and converting them (CVR). While CPC is higher than the industry average, it's important to note that government related keywords can be highly competitive resulting in higher costs per click. While the cost per click is on the higher side compared to industry standards, the impressive conversion rate showcases that the investment is being utilized effectively. The high conversion rate suggests that visitors who click on the ads are finding value and taking desired actions on the website, which is a positive indicator.

The campaign has performed well above the nonprofit benchmark. This suggests that the audience is finding the ad more relevant and engaging. While Facebook ads weren't generating signatures at a high level, Empowered Employment ads are proved successful awareness on Facebook through social sharing.

Initiative #2: SKILCRAFT Marketing

NIB continues to update legacy packaging with the updated logo. To date, 98.9% has been updated to the new SKILCRAFT templates. The timeline for the updated SKILCRAFT licensing agreement has been adjusted.

In addition to ongoing packaging and licensing updates, NIB and the marketing committee are working on three ongoing SKILCRAFT promotional initiatives that drive program sales and employment:

(1) SKILCRAFT Products Advertising Campaign

Audiences: Federal procurement workers, manufacturing procurement professionals, and Government Purchase Card holders.

Goal: Strengthen SKILCRAFT brand awareness and its association with NIB and the AbilityOne Program. Messaging focuses on product offerings and the benefits of procuring SKILCRAFT.

Status: Part one of the SKILCRAFT products campaign launched August 1. All product ads had unified messaging: "Procure with Purpose. Choose SKILCRAFT." Ad copy emphasized end-of-year budgets for procurement officers and positioned SKILCRAFT as a solution to maximize those budgets and spend them before year end.

Part two of the SKILCRAFT products campaign launched October 6. While it still highlights the range of products, ad copy shifted to focus on making procurement easy and the high quality of SKILCRAFT products.

Tactics include a dedicated landing page and ads on Google, social media, Taboola, premium publications, and Federal News Network email sponsorships. KPIs include form fills and click to shop.

KPIs to date:

Part One

- 148 form fills (148% of goal)
- 1,884 clicks to shop (376% of goal)

Part Two

- 52 form fills (49.5% of goal)
- 3,427 clicks to shop (162% of goal)

(2) SKILCRAFT Services Advertising Campaign

Audiences: Government customers in need of fulfilling service requirements.

Goal: Strengthen awareness of the SKILCRAFT brand's various service offerings and capture contact information for prospective service purchasers. Messaging focuses on SKILCRAFT's Call Center, CMS, Manufacturing, and Kitting offerings, and the benefits of procuring SKILCRAFT.

Status: The SKILCRAFT services campaign launched October 20. Tactics include a dedicated landing page and ads on Google, Bing, and Taboola. KPIs include Form Fills (to request more information) and Service Link Clicks.

KPIs to date:

- 245 Form Fills (245% of goal)
- 8637 Service Link Clicks (490% of goal)

(3) SKILCRAFT Product Marketing Activities

NIB continues to update product ads quarterly, refreshing messaging and design to focus on priority products for the quarter.

Initiative #3: Social Media

Background: The social media subcommittee continues to coordinate and amplify social media efforts across the NPA network.

Additional Work

- 1. A small team from NAEPB Marketing and NPAs is working with NIB to review the new SKILCRAFT licensing agreement that has been proposed. While that work is underway, the current agreement has been extended through the March 31, 2024.*
- 2. A discussion has been started regarding refreshing the Skilcraft brand awareness campaign that was performed previously. Initial step is that NIB is reaching out to potential vendors with RFP for brand research, though no commitment on pursuing at this stage.*



The National Association for the Employment of People who are Blind

NAEPB/NIB Operations Subcommittee Updates as of January 26, 2024

Joint Commodity: Brian Patchett (NPA), Amanda Alderson (NIB), Shawn Spengler (NIB)

Major Challenge or Accomplishments:

- We are still having issues with gaining interest in the subcommittee.

Significant Updates:

- FY23 focused on supply chain disruptions for commodity items. FY24 focus is to continue to work with NPAs on reducing backorder status across the commodity lines.
- Continue to work with NPAs on subcontracting for commodity items if a surplus of orders come in or if there is an issue at the producing NPA.
- Substitutions for commodity items continue to be a focus with sponsoring activity GSA to minimize the need for PE.

Action Items:

- Subcommittee survey to go out at the end of FY Q2. The survey will be sent to NAEPB members on a reengagement of the commodity subcommittee.
- Subcommittee meeting to be held upon completion of survey.
- Discuss the buying group reengagement. Discuss buying power with NPAs on best practices and how to lower costs.

Jan/San Working Group: Blake Lohnes and Shelley Foust

Major Challenge or Accomplishments:

- Implementation of US AbilityOne Commission Policy 51.542. Nonprofit Agency Use of AbilityOne Products in the Performance of AbilityOne Service Contracts.
- Phase I: Began October 1, 2022
- Phase II: Began October 1, 2023

Significant Updates:

- FY23 results:
 - 89 projects renewed
 - Total annual contract value of \$167 million. Estimated 2% of contract to be AbilityOne products. Annual forecast for AbilityOne was projected to be \$3.6 million.
 - 4 Lines of Business: Custodial, Food Service, Healthcare Environmental, Total Facilities Maintenance/Management.
- Phase II: FY24 Projections
 - Lower requirement from \$1 million to \$250,000.
 - Additional 9 lines of business added to 4 existing LOBs.
 - Approximately 300 projects to renew in FY24. Total estimated annual AbilityOne sales of \$8 million.

Action Items:

- On-going collaboration between NIB and SourceAmerica

- Quarterly SA NPA training sessions as well as contract specific Q & A Sessions
- On-going compliance monitoring and sales reporting by CNAs
- On-going Distributor training and engagement of sales teams and customer events
- ABOR and Federal contracting training
- Environmental attributes updated for chemicals/soap on Federal websites
- Future marketing/educational tools for Federal Contracting

TAG: George Tobler and Gary Colello

Major Challenge or Accomplishments:

- The Textile Apparel Group (TAG) met December 5th and 6th.
- The meeting was hosted by Lions Services Inc. Charlotte, NC.
- The key takeaways are:
 - Delinquencies
 - Accountability.
 - Remedial action.
 - Reduction strategies and goal.
 - Industry events that NPAs might benefit from – Shared with all agencies.
 - Equipment and machinery availability in a shared App.

Significant Updates:

- Monthly reporting possibly transitioning to Sisense starting FY2024.
 - We need to improve on performance and reporting.

Action Items:

- Improved performance is vital to the future health of the NIB Textile Apparel Group.
- The annual TAG Conference.
 - Will be held June 11-13 in Philadelphia.
 - Development of the Equipment and machinery availability App (Group.io)

Military Resale: Julie Cooper and Anne-Marie Wallace

Major Challenge or Accomplishments:

- DeCA FY 24 sales through December plus 4.83%.
- DeCA FY 24 savings standard 25.6%
- Supply Chain constraints impacting competitive pricing for MR products.

Action Items:

- Supply chain constraints - need for alternative solutions and management of product assortment.
 - Test on moving selected SKILCRAFT items to cross docking distribution method started. Reviewing option of transition to produce house distribution.
 - Produce house alternative test going well. Eliminates slow mover.
 - Considering other alternative solutions.
 - Current and forthcoming new items will need to take into consideration supply chain constraints and costs associated with slowing moving inventory.
 - Reducing duplications and slow-moving items.

Pricing Subcommittee: Jim Kerlin

Major Challenge or Accomplishments:

- It has been confirmed that the U.S. AbilityOne Commission’s development of PLIMS 2.0 does include the second FMP point for commodities. NIB will be engaging the Commission to discuss schedule, process and next steps for implementation and execution.
- Proposed pricing for GSA Region 3/6 APCs are due 3/15 to NIB. GSA Region 2 APCs are due 4/15. The FMP Tool will be used for each.
- Training on the FMP Tool in preparation for GSA R3/6 and 2 APCs will be provided in February. Instructions for registration, dates and times will be in NIB This Week 2/1 and in emails sent to each nonprofit agency on the PL for NSNs managed by these respective regions.
- While preparing Annual Price Change proposed prices, common items each nonprofit agency should remember to address in the market surveys include the following:
 - Update MAS freight (at the MOQ by NSN)
 - Include ETS and commercial equivalents used in the prior price change for a given NSN
 - Not all retailers/suppliers of commercial equivalents participate in Google Shop. The nonprofit agency may need to access the retailer/supplier’s site for the information and manually input that information in the FMP Tool.

Significant Updates:

- None

Action Items

- NIB will be re-engaging the U.S. AbilityOne Commission to:
 - Verify that the not-to-exceed price point was incorporated in development of PLIMS 2.0 (we have early indications it was).
 - Discuss a realistic timeline for launch of the not-to-exceed price point if it is integrated in the PLIMS development effort.
 - Discuss a schedule for supporting activities such as policy revisions/development.
 - Anticipated engagement by end of 2023 calendar year.

Service Level Working Group: Dan Carson and Annelie Eyre

Major Challenge or Accomplishments:

- NPAs have maintained an average of 85% or greater for the past 6 months for non-PE NSNs.
- Year-over-year service levels for the past 3 months improved by 15-20%.

Report Month	On-Time %	Report Month	On-Time %
Nov-23	86.73%	Nov-22	66.75%
Dec-23	88.72%	Dec-22	73.89%
Jan-24	88.72%	Jan-23	76.98%

Significant Updates:

- In December, 42 out of 43 NIB and all SA (28) NPAs provided monthly KPI reports.
- In November, the group executed reason codes standardization to identify root causes for shipping delays.
- There is a slight increase of NIB time to support NPAs’ accurate submissions due to the template change.
- In December, the group provided an update on the reason codes implementation to the CPI group.

- NPA template checklist is delivered to each NPA as part of the monthly email to remind the NPAs of the report due date.

Action Items:

- Develop a process to analyze reason code data to reduce shipping delays.
- Development of a mentoring program.
- Enhance the monthly scorecard format based on NPA feedback.



NAEPB/NIB Operations

FY2024 Strategic Goals

'Building on Success'

On-Time-Delivery

- GSA-side: focus efforts on Root Cause Analysis
- DLA-side: include TAG (DLA) Delinquency Reporting

Jan/San Working Group

- Increasing Scope of Contracts (Policy 51.542)
 - \$1M threshold lowered to \$250K
 - New PL Additions
 - Contracts w/ 52.208-9 (FAR Council added to ALL Service Contracts)
- Adding additional LOB (Increase LOB from 4 to 13)



The National Association for the **Employment of People who are Blind**

**NAEPB Quarterly Public Policy Report
February 7, 2024 Board Meeting
SUBMITTED BY DAN KELLY, VP PUBLIC POLICY**

Several Public Policy Panels at Fall TCE

As part of an effort to ensure advocacy and our public policy work is a true year-round activity, the planning committee worked to ensure there were several panels and discussion opportunities at the October Training Conference & Expo. These featured members of the NIB Public Policy Team as well as leaders from several NPAs.

USDOL Listening Sessions on 14(c)

In late October, a member of the NIB Public Policy Team had the opportunity to make a statement to the leadership of the U.S. Department of Labor regarding Sec. 14(c) and the payment of subminimum wages. The statement included mention of policies adopted by both NIB and NAEPB in support of fair wages, and that both organizations favor passage of the Transformation to Competitive Integrated Employment Act, which would phase out use of such certificates.

DEIA Bill Reintroduced in October

As part of National Disability Employment Awareness Month (NDEAM), Senator Bob Casey of Pennsylvania reintroduced legislation called the Disability Employment Incentive Act, which would provide several tax credits to businesses and employers, including an expansion of the Work Opportunity Tax Credit to nonprofit employers who hire and retain employees with disabilities. The legislation is S. 3076

AbilityOne Commission Legislative Package Recirculated in Late October

At the October Training Conference there were repeated references made to the AbilityOne Commission's three-part legislative package which it had

circulated earlier in 2023 on Capitol Hill. Following the conference, we thought it was important to circulate this package again to the community as a refresher of the elements contained therein. To remind, the provision of greatest interest and concern was (and remains) the creation of a pilot program allowing for disability hiring outside the normal requirements of the direct labor ratio. It remains a concern since there is no sunset date or limitation on how long such a pilot could operate.

Mittman Response Letter to CAP

In October, NAEPB President Jeff Mittman sent a letter to President and CEO of the Center for America Progress (CAP) to provide a response to a report the organization had published entitled, *Removing Obstacles for Disabled Workers Would Strengthen the U.S. Labor Market*. The letter was intended to inform CAP about the work of NAEPB member agencies to employ people who are blind in a variety of careers that pay competitive (fair) wages in inclusive settings with broad interaction between blind and sighted employees.

Congress Acts to Maintain Funding for FY 2024

Congress had to act twice during the last quarter of 2023 to pass separate Continuing Resolutions (CR) to keep federal agencies funded and operating since it had failed to pass twelve appropriations measure either separately or as an omnibus package before the end of the fiscal year. The use of CR's to keep federal government agencies funded and avoid shutting down has become the new norm in Washington as Congress has not passed all twelve appropriations bills on time since 1996. Based on the work of the two Appropriations Committees, we anticipate flat funding for the AbilityOne Commission for FY 2024.

Congress Passes NDAA

Late in 2023, Congress passed the National Defense Authorization Act, or NDAA, and while it did not include the utilization goal provision, it also was stripped of a provision that would have significantly harmed Military Resale (MR) agencies in our program. That so-called "China" provision would have barred the sale of products made in China, or produced with Chinese-made components, in military exchanges and commissaries.

Senate Confirms RSA Commissioner in December

After an approximately 18 month wait, the U.S. Senate voted in early December to approve Danté Allen as the Commissioner of the Rehabilitation Services Administration, or RSA. Commissioner Allen is a person with a disability, and most recently served as the Executive Director of CalABLE, California's ABLE Act savings and investment program for persons with disabilities.

House Letter Promoting AbilityOne in December

In December, a bipartisan letter was sent by a group of five U.S. House members to the nine Legislative Branch agencies urging them to utilize products and services through the AbilityOne Program, and also encouraging them to appoint staff members to serve as AbilityOne Representatives, or ABORS.

2024 Advocates Class

NIB President and CEO Kevin Lynch sent out a letter to all agency executives in December encouraging NPAs to nominate employees who are blind for the 2024 Class of Advocates for Leadership and Employment if they have locations without an Advocate. This program has been a great success, but has also experienced some significant attrition recently, and agencies are urged to participate fully.

The 2024 Class application deadline is COB on February 14.



The National Association for the Employment of People who are Blind

NAEPB Treasurer's Report
For activity through January 31, 2024
NAEPB Board Meeting – February 7, 2024

This report is the second report of the 2024 fiscal year and includes financial statements for the year to date. The following are highlighted activities:

- Membership dues invoices are in process and we have received \$51,200 against the \$125,200 in total dues invoiced. Reminder invoices to the outstanding dues are being sent this week.
- The 2023 tax preparations and filings are very near completion
- Two CD's of \$50,000 each were initiated on December 29 and have maturity dates of July 29, 2024 and November 29, 2024. The annualized rate of return is 5% and we can determine whether to roll those funds into additional investment vehicles can come near the term of those CD's.

Request from Vision Serve Alliance (VSA):

- As in years past, we have supported VSA's biennial compensation survey report which is then available to our membership. This total cost of the report is \$13,500.
 - **Would the board entertain a motion to support VSA in this report with a commitment of \$3375, which is a quarter of the total expense?**
 - VSA covers one half and NIB the remaining quarter.

I would ask the board to consider setting a board designated cash reserve for the NAEPB. The cash reserve would create the readiness to respond timely to expenses such as marketing campaigns or government relations consult. Both example expenses tend to be significant and have led to assessments or pledges in the past.

If the board would like to have a suggested reserve total and plan to achieve it, I would ask for 3 to 5 volunteers to deliberate and present a plan at a future board or membership meeting.

The Big Data Project for Working Age Adults ages 18-64 was included in this report and is being distributed to the entire membership. If you have not already committed to get your state's report, I encourage you to reach out to Lee Nasehi at VSA to learn more. This data can be highly useful to raise funds, determine strategy and create game plans to find and appeal to this important age group of blind and visually impaired people.

Respectfully Submitted

Eric Stueckrath

CONFIDENTIAL AND PROPRIETARY

NAEPB, Inc.

Statement of Activity

October 2023 - January 2024

	TOTAL
Revenue	
3110 Program Inc - Dues	125,200.00
Total Revenue	\$125,200.00
GROSS PROFIT	\$125,200.00
Expenditures	
7000 Accounting Fees	515.00
7010 Website Maintenance	125.97
7400 Insurance-D&O and General	207.29
7550 Contributions	50,000.00
Total Expenditures	\$50,848.26
NET OPERATING REVENUE	\$74,351.74
NET REVENUE	\$74,351.74

NAEPB, Inc.

Statement of Financial Position Comparison

As of January 31, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash, Checking #5215 NBT	0.00
1010 Cash, Money Market #2332 NBT	0.00
1020 Cash, Checking #0887 ANB Omaha	120,442.45
1025 Certificates of Deposit - ANB Omaha	100,000.00
Total Bank Accounts	\$220,442.45
Accounts Receivable	
1200 Accounts Receivable	77,900.00
Total Accounts Receivable	\$77,900.00
Other Current Assets	
1210 Prepaid Expenses	827.13
Undeposited Funds	0.00
Total Other Current Assets	\$827.13
Total Current Assets	\$299,169.58
TOTAL ASSETS	\$299,169.58
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	0.00
Total Accounts Payable	\$0.00
Other Current Liabilities	
2010 Accrued Expenses	1,795.00
Total Other Current Liabilities	\$1,795.00
Total Current Liabilities	\$1,795.00
Total Liabilities	\$1,795.00
Equity	
3000 Opening Balance Equity	81,943.27
3010 Equity Unrest Prior Year	141,079.57
Net Revenue	74,351.74
Total Equity	\$297,374.58
TOTAL LIABILITIES AND EQUITY	\$299,169.58