IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC.

Non-consolidated Financial Statements For the year ended December 31, 2018

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Independent Auditor's Report

To the Board of Directors of IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC.

Opinion

We have audited the non-consolidated financial statements of IDE International Development Enterprises Association Inc. (the "organization"), which comprise the statement of financial position as at December 31, 2018, and the statements of changes in net assets, operations and cash flows for the year then ended, and notes to the non-consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying non-consolidated financial statements present fairly, in all material respects, the financial position of the organization as at December 31, 2018, and its financial performance and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis of Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the non-consolidated Financial Statements section of our report. We are independent of the organization in accordance with the ethical requirements that are relevant to our audit of the non-consolidated financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of Management and Those Charged with Governance for the Non-consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these non-consolidated financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of non-consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the non-consolidated financial statements, management is responsible for assessing the organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the organization's financial reporting process.



Auditor's Responsibilities for the Audit of the Non-consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the non-consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the non-consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit
 procedures that are appropriate in the circumstances, but not for the purpose of expressing an
 opinion on the effectiveness of the organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the non-consolidated financial statements, including the disclosures, and whether the non-consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Chartered Professional Accountants

Winnipeg, Manitoba June 25, 2019

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Statement of Financial Position

\$	1,582,069 117,381 77,659 328,158 - 34,084	\$	1,627,647 89,698 - 385,933 3,490 62,755
	2,139,351		2,169,523
_	1	_	
\$	2,139,352	\$	2,169,523
\$	103,121 816,826	\$	9,024 - 20,918 1,017,607 1,047,549
_	328,883 123,738 25,000 122,175 75,000 526,295		328,883 231,286 7,500 25,000 529,305
	\$	\$ 18,314 103,121 816,826 938,261 \$ 25,000 122,175 75,000 526,295	\$ 18,314 \$ 103,121 \$ 816,826 \$ 938,261 \$ 25,000 \$ 122,175 \$ 75,000 \$ 526,295

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Statement of Changes in Net Assets

For the year ended December 31

	RUSHING	g o	CanPoop Fund		Nepal Fund	Honduras Fund	duras Fund	Leverage Fund	age	WASH		Operating Unrestricted Reserve Surplus	ted	Total
Net assets, December 31, 2016	•	,		49	•	49		\$ 290,000	\$ 00	9,617	\$ 156,599	9 \$ 409,940		\$ 866,156
Excess of revenue over expenses					٠			60	370		7	70 255,378	. 82	255,818
Transfers					25,000	7,	7,500	(59,084)	84)	(9,617)	172,214	4 (136,013)	13)	
Net assets, December 31, 2017					25,000	7,	7,500	231,286	98		328,883	3 529,305		1,121,974
Excess of revenue over expenses					•			(182,548)	48)			- 261,665	92	79,117
Transfers (Notes 8, 9, 10, 11, 12)	122,175		75,000			(7,	(2,500)	75,000	8			- (264,675)	75)	
Net assets, December 31, 2018	\$ 122,175	- 1	\$ 75,000 \$ 25,000	ø	25,000	۰	-	\$ 123,738	38	1	\$ 328,883	3 \$ 526,295	- 1	\$1,201,091

The accompanying notes are an integral part of these non-consolidated financial statements.

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Statement of Operations

For the year ended December 31		2018	_	2017
Revenue Donations Government grants (Page 18) Interest and other Program services Sponsorships	\$	1,331,792 2,523,214 10,494 9,463	\$	989,929 2,689,590 5,819 10,904 87,500
		3,874,963		3,783,742
Expenses International programs (Page 18) Fundraising General and administrative expenses Public engagement and education	_	3,398,188 232,554 109,534 55,570 3,795,846		3,148,137 210,923 108,564 60,300 3,527,924
Excess of revenue over expenses	s	79,117	\$	255,818
Apportioned to the following funds Unrestricted surplus Leverage fund Honduras fund	\$		\$	255,378 370 70
	\$	79,117	\$	255,818

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Statement of Cash Flows

For the year ended December 31		2018		2017
Cash Flows from Operating Activities				
Excess of revenue over expenses	\$	79,117	\$	255,818
Adjustment for non-cash items:				
Forgiveness of long-term debt		-		(15,000)
Loss on iDEal Technologias y Compania Lta. valuation	_	205,792		
		284,909		240,818
Net change in non-cash working capital		204,505		240,010
Accounts receivable		(27,683)		(79,558)
Due from related parties		(77,659)		-
Project advances		57,775		(132,825)
Loan receivable		28,671		71,615
Prepaid expenses		3,490		(3,490)
Accounts payable and accrued liabilities		9,290		(162,657)
Deferred revenue	_	(200,781)		(269,730)
	_	78,012		(335,827)
Cash Flows from Investing Activities				
Purchase of iDEal Technologias y Compania Lta.	_	(205,793)		
Cash Flows from Financing Activities				
Repayment of long-term debt		(20,918)		(38,662)
Advances from related parties	_	103,121		
		82,203		(38,662)
Decrease in cash and bank		(45,578)		(374,489)
Cash and bank, beginning of year	_	1,627,647	_	2,002,136
Cash and bank, end of year	\$	1,582,069	\$	1,627,647

For the year ended December 31, 2018

1. Nature of Operations and Summary of Significant Accounting Policies

Nature of Business

The IDE International Development Enterprises Association Inc. is a registered charity under the Income Tax Act.

The organization is the Canadian arm of IDE. As part of IDE's global operations, the organization is responsible for the development and oversight of specific projects implemented through IDE field offices. IDE's consolidated global operations are reported on separately and only its Canadian operations are reflected in these non-consolidated financial statements.

Basis of Accounting

The non-consolidated financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations.

Revenue Recognition

The organization follows the deferral method of accounting for contributions. Revenue, primarily grant revenue, which contains conditions to its use, is deferred until the conditions are fulfilled. Donation revenue is recorded when received. Donation revenue received for specific campaigns is unrestricted and will be used at the discretion of the board. The Board's practice is to allocate these funds as per the donor's request. See note regarding 'Donor Directed Project Fund' for further information. If response to an appeal exceeds the amount needed for the designated project or if a project cannot be completed, the excess or remaining funds will be used where most needed.

<u>Investments</u>

On February 20, 2018, the organization acquired 99% ownership from iDE Global, the ownership of iDEal Technologies y Compania Lta., a Nicaraguan corporation.

The organization's investment in iDEal Technologies y Compania Lta., a Nicaraguan private corporation, subject to control, is accounted for by the cost method.

The cost method is a basis of accounting for investments whereby the investment is initially recorded at cost and earnings from such investments are recognized only to the extent received or receivable. When there is an indication of impairment, the organization determines whether a significant adverse change has occurred during the period in the expected timing or amount of future cash flows from the investment. If the organization identifies a significant adverse change, the carrying amount of the investment is reduced directly to the higher of the present value of the cash flows expected to be generated by holding the investment, and the amount that could be realized by selling the asset at the balance sheet date. The amount of the reduction is recognized as an impairment loss in net income. A previously recognized impairment loss may be reversed to the extent of improvement, provided the adjusted carrying amount of the investment is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in net income in the period the reversal occurs.

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC.

Notes to Non-consolidated Financial Statements

For the year ended December 31, 2018

1. Nature of Operations and Summary of Significant Accounting Policies (continued)

Capital Assets

Capital assets are stated at cost less accumulated amortization. Amortization based on the estimated useful life of the asset is calculated as follows:

Computer equipment

5 year straight-line

Operating Reserve

This reserve fund was established by the Board of Directors to provide continuity of operations in the event of future shortfalls in revenue over expenses.

Leverage Fund

This internally restricted fund supports projects that match fund resources with matching grant or investment money. The fund provides strategic investments in projects that mobilize significant additional resources, which may be in a variety of forms, including government grants or subsidies, financing or private investment (Note 8). Management proposes fund investments for approval by the Board of Directors.

Honduras Fund

This fund was set up to show donations designated but not yet disbursed to support IDE's work in Honduras (Note 9).

Nepal Fund

This fund was set up to show donations designated but not yet disbursed to support IDE's work in Nepal (Note 10).

RUSHING Fund

This fund was set up to show donations designated but not yet disbursed to support IDE's sanitation marketing work in Ghana (Note 11).

CanPoop Fund

This revolving reserve fund was established by the Board of Directors to provide short-term cash flow for toilet sales in Ghana. In 2019, the fund is scheduled to cycle into covering expenses for the RUSHING sanitation marketing project, at which point it will be dissolved. (Note 12).

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC.

Notes to Non-consolidated Financial Statements

For the year ended December 31, 2018

1. Nature of Operations and Summary of Significant Accounting Policies (continued)

Foreign Currency Translation

Foreign currency accounts are translated into Canadian dollars as follows:

At the transaction date, each asset, liability, revenue and expense is translated into Canadian dollars by the use of the exchange rate in effect at that date. At the year end date, monetary assets and liabilities are translated into Canadian dollars by using the exchange rate in effect at that date. The resulting foreign exchange gains and losses are included in income in the current period.

Financial Instruments

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods, financial assets in actively traded markets are reported at fair value, with any unrealized gains and losses reported in income. All other financial instruments are reported at cost or amortized cost less impairment, if applicable. Financial assets are tested for impairment when changes in circumstances indicate the asset could be impaired. Transaction costs are the acquisition, sale or issue of financial instruments are expensed for those items remeasured at fair value at each statement of financial position date and charged to the financial instrument for those measured at amortized cost.

Use of Estimates

The preparation of non-consolidated financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the non-consolidated financial statements, and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future.

2. Investment

On February 20, 2018, the organization acquired from iDE Global, 99% of of iDEal Technologies y Compania Lta., a Nicaraguan corporation. This corporation provides irrigation equipment for the agricultural and industrial industries and agro industrial consulting services throughout Nicaragua.

For the year ended December 31, 2018

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3.	Project	Advances

Net book value

The following table summarizes the organization's project advances for the year:.

	_	2018	2017
Ghana/ CanPoop Ghana/ RUSHING	\$	75,000 253,158	\$ 75,000 310,933
Total	\$	328,158	\$ 385,933

The organization established the Ghana/ CanPoop and Ghana/ RUSHING projects to support the work of IDE established in other countries in areas of water, sanitation and hygiene. These organizations are affiliated not-for-profit organizations with similar purposes, goals and policies.

4.	Loan Receivable	_	2018	2017
	Hydrologic Social Enterprise Co. Ltd., with interest at 5.00% receivable on a semi-annual basis beginning on March 31, 2014 and then on the last day of December and June in subsequent years, requiring semi-annual principal payments of \$25,000 USD starting June 30, 2016, maturing December 31, 2018.	\$	34,084	\$ 62,755
	Loss current portion of loan receivable		34 084	62 755

	34,004	02,700
s	- S	
	\$	\$ - \$

5. Capital Assets 2018 2017 Accumulated Accumulated Cost Amortization Cost Amortization Computer equipment and 14,326 \$ software 14,326 \$ 14,326 \$ 14,326

For the year ended December 31, 2018

6. Deferred Revenue

Deferred contributions include designated government grants and contributions which remain unspent to December 31, 2018, as set out in the following table:

_	Opening		Accrued		Recognized		Closing
\$		\$	2,334,971	\$		\$	816,826
_	46,571				(46,571)		
\$	1,017,607	\$	2,334,971	\$	(2,535,752)	\$	816,826
	\$	\$ 971,036 46,571	\$ 971,036 \$ 46,571	\$ 971,036 \$ 2,334,971 46,571 -	\$ 971,036 \$ 2,334,971 \$ 46,571 -	\$ 971,036 \$ 2,334,971 \$ (2,489,181) 46,571 - (46,571)	\$ 971,036 \$ 2,334,971 \$ (2,489,181) \$ 46,571 - (46,571)

Deferred contributions recognized as revenue are included in the designated government grants on the statement of operations.

7.	Long-term Debt		
		2018	2017
	Heb2 Holding Ltd., with interest at 5.00% payable on a semi-annual basis beginning December 31, 2013, requiring semi-annual principal payments of \$8,333 USD starting June 30, 2016, unsecured, maturing December 31, 2018.	\$ - \$	20,918
		-	20,918
	Current portion of long-term debt		20,918
		\$ - \$	_

The purpose of the loans is to support the Hydrologic Social Enterprise Co. Ltd. (Hydrologic) of Phnom Penh, Cambodia. The organization may repay the loans at any time without penalty. The organization retains the right to forgo repayment to the two lenders if Hydrologic does not meet its obligation to the organization.

For the year ended December 31, 2018

8. Leverage Fund

The organization established the Leverage fund to provide strategic investments in projects that mobilize significant additional resources, at the discretion of the Board.

The transactions of the Leverage fund for the year are as follows:

	_	2018	2017
Opening balance Excess revenue over expenses Management executed transfer	\$	231,286 (182,548) 75,000	\$ 290,000 370 (59,084)
Ending balance	\$	123,738	\$ 231,286

9. Honduras Fund

The organization established a fund to support the work of IDE in Honduras.

The transactions of the Honduras fund for the year are as follows:

	 2018	2017
Opening balance Board executed transfer	\$ 7,500 (7,500)	\$ 7,500
Ending balance	\$	\$ 7,500

10. Nepal Fund

The organization established a fund to support the work of IDE in Nepal.

The transactions of the Nepal fund for the year are as follows:

	 2010	2017
Opening balance Management executed transfer	\$ 25,000	\$ 25,000
Ending balance	\$ 25,000	\$ 25,000

2017

2040

2018

For the year ended December 31, 2018

11. RUSHING Fund

The organization established a fund to support the work of IDE in the areas of water, sanitation and hygiene, at the discretion of the Board.

The transactions of the RUSHING fund for the year are as follows:

	_	2018	2017
Opening balance Management executed transfer	\$	122,175	\$
Ending balance	\$	122,175	\$

12. CanPoop Fund

The organization established a fund to support the work of IDE in the areas of water, sanitation and hygiene, at the discretion of the Board.

The transactions of the CanPoop fund for the year are as follows:

	_	2010	 2017
Opening balance	\$	-	\$ -
Management executed transfer		75,000	
Ending balance	\$	75,000	\$

2017

For the year ended December 31, 2018

13. International Programs

In 2018, international programs consisted primarily of:

- The development of private extension services, improved access to farm inputs and supporting the introduction of high value crops to smallholder farmers in Cambodia, Asia.
- b) The development of improved access to farm inputs and supporting the introduction of high value crops to smallholder farmers in Ghana, Africa.
- The development of a sanitation marketing program in Nepal.
- d) The development of micro-irrigation technology and input supply chains, providing extension services and improving market access for smallholder farmers in Ethiopia, Africa.

Throughout the year, the organization provided funding to IDE entities of \$3,398,188 (\$3,148,137 in 2017). As at December 31, 2018, a receivable of \$328,158 (\$385,933 in 2017) was due to IDE field offices, these amounts are non-interest bearing and have no terms of repayment.

14. Allocation of Expenses

Salaries and benefits totaling \$451,373 (\$402,600 in 2017) have been allocated between the various programs as follows:

	_	2018	 2017
General and administrative expenses Fundraising Public engagement and education International programs	\$	79,483 125,918 32,233 213,739	\$ 53,688 121,992 39,509 187,411
Total	\$	451,373	\$ 402,600

For the year ended December 31, 2018

15. Related Parties Disclosures

The following table summarizes the organization's related party transactions for the year:

	_	2018	2017
General and administrative expenses - Rent and utilities services received from a Director's 100% owned company.	\$	11,310	\$ 11,092

These transactions are in the normal course of operations, measured at the exchange amount, which is the amount agreed upon by the two parties.

The amounts due (to) from related parties at year end are as follows:

	_	2018	2017
Due from IDEal - Nicaragua	\$	77,659	\$ -
Due to IDE - US Due to IDE - Ethiopia	\$	(89,258) (13,863)	
Total	\$	(103,121)	\$ -

IDE - US and IDE - Ethiopia are affiliated not-for-profit organizations with similar purposes, goals and policies. The amounts due to are a result of grant expenses paid by one organization on behalf of the other. There is no security or terms of repayment for these amounts.

iDEal - Nicaragua is an affiliated not-for-profit organization. The amounts due from are advances made to assist with cash flow for the organization. There is no security or terms of repayment for these amounts.

The organization acquired iDEal Technologias y Compania Lta. from iDE Global on March 1, 2018. Subsequent to the purchase of iDEal Technologias y Compania Lta., the organization decided to write down the investment to \$1 due to operating losses by iDEal Technologias y Compania Lta. The write down amount was \$205,792. The organization also wrote off a portion of the current accounts receivable due from iDEal Technologias y Compania Lta. for \$120,946.

For the year ended December 31, 2018

16. Financial Instrument Risk

The organization, through its financial assets and liabilities, is exposed to various risks in the normal course of operations. The organization's objective in risk management is to optimize the risk return trade-off, within set limits, by applying integrated risk management and control strategies, policies and procedures throughout the organization's activities. The following analysis provides a measurement of these risks at December 31, 2018.

(a) Credit Risk and Market Risk

Credit risk is the risk that one party to a financial instrument fails to discharge an obligation and causes financial loss to another party. Financial instruments which potentially subject the organization to credit risk consist principally of accounts receivable, loan receivable and project advances. The organization limits its exposure to credit risk and market risk by maintaining a diversified portfolio and by investing in high quality investments.

(b) Foreign Exchange Risk

Foreign exchange risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The organization's maximum exposure to foreign exchange risk is summarized below:

	_	2017		
US Dollar Cash Loan receivable Loan payable	\$	194,862 34,084	\$	33,770 62,755 (20,918)

(c) Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates. Financial instruments, which potentially subject the organization to interest risk, consist of long-term debt.

There have not been any changes in these risks from the prior year.

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Supporting Schedules

For the year ended December 31	20			2017
Detailed Schedule of Government Grants				
Global Affairs Canada				
Cambodia	\$	(12,538)	\$	132,088
Canadian costs		-		383,255
Ethiopia		369,247		87,503
Ghana		2,119,934		2,035,059
Manitoba Council for International Cooperation	_	46,571		51,685
	\$	2,523,214	\$	2,689,590
Detailed Schedule of International Program Expenses Cambodia Ethiopia	\$	176,165	\$	176,118 140,768
Ghana Bushing		1,922 2,459,993		179,864 2,192,888
Ghana - Rushing Honduras		7,635		2,192,000
International support		433,158		454,810
Nicaragua	_	319,315		3,689
	\$	3,398,188	\$	3,148,137

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. GAC Schedules

For the year ended December 31, 2018

Schedule A - Summary Statement of Revenue

		GAC				
	_	Funded	_	Non-GAC	Activities	Total
Government Revenue						
Global Affairs Canada NGO/ICD division	\$	2,476,643	\$		\$ -	\$ 2,476,643
Provincial government (MCIC)		-		46,571	-	46,571
Private Revenue						
Canadian matchable				1,331,785	-	1,331,785
Interest income		4,740		97	5,657	10,494
Interest Income - Hydrologic Loan					2,891	2,891
Other -Project Management Fee		-		-	6,572	6,572
Interest income - GIC	_	-			7	7
Total revenue	\$	2,481,383	\$	1,378,453	\$ 15,127	\$ 3,874,963

Contradic De Modernotou i una Modernota Datinot Diobancou by				
Liability and/or fund account(s) (1) deferred revenue Not disbursed by year-end (3)			\$	816,826 816,826
Summary of total restricted funds received but not disbursed by year-end:	P	revious Year	С	urrent Year
Global Affairs Canada Funds Other Contributions	\$	971,036 46,571	\$	816,826
Total restricted funds but not disbursed by year-end (4)	\$	1,017,607	\$	816,826